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November 29, 2023

**VIA ELECTRONIC MAIL**  
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[board.secretary@bpu.nj.gov](mailto:board.secretary@bpu.nj.gov)

**REPORT CORRECTED FOR  
RESUBMISSION JANUARY 19, 2024**

Sherri L. Golden, RMC  
Secretary of the Board  
Board of Public Utilities  
44 South Clinton Avenue, 1<sup>st</sup> Floor  
P.O. Box 350  
Trenton, New Jersey 08625-0350

**RE:** Atlantic City Electric Company Program Year Three– Quarter 1 Report

In the Matter of the Petition of Atlantic City Electric Company for Approval of an  
Energy Efficiency Program, Cost Recovery Mechanism, and Other Related  
Relief for Plan Years One Through Three  
BPU Docket No. EO20090621

In the Matter of the Implementation of P.L. 2018, c. 17 Regarding the  
Establishment of Energy Efficiency and Peak Demand Reduction Programs  
BPU Docket No. QO19010040

Dear Secretary Golden:

By way of follow up to, and in compliance with, the above referenced Decision and Order Approving Stipulation dated April 27, 2021, and the New Jersey Board of Public Utilities’ (“BPU” or the “Board”) Order issued in connection with *In re the Implementation of P.L. 2018, c. 17 Regarding the Establishment of Energy Efficiency and Peak Demand Reduction Programs*, BPU Docket Nos. QO19010040, QO19060748, and QO17091004, dated June 10, 2020, following for filing is the Annual Progress Report, which includes activity through Quarter 1 (“Q1”) of Program Year (“PY”) 2024 (“PY24”)<sup>1</sup> of Atlantic City Electric Company (“ACE” or the “Company”) with

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<sup>1</sup>For purposes of these quarterly reports, the numbering of the quarters aligns to these dates: **Q1** (7/1/2023 - 9/30/2023); **Q2** (10/1/2023 - 12/31/2023); **Q3** (1/1/2024- 3/31/2024); and **Q4** (4/1/2024 - 6/30/2024).

respect to its Clean Energy Act of 2018 (“CEA”) Energy Efficiency (“EE”) and Peak Demand Reduction (“PDR”) Programs.

## Energy Efficiency Program Progress - Executive Summary

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ACE began offering its portfolio of EE programs on July 1, 2021. The portfolio includes distinct programs across the Residential, Multi-family, and Commercial and Industrial (“C&I”) sectors. These programs include a diverse array of sub-programs and participation pathways designed to engage each unique segment of customers and make it easy to reduce energy usage. The Residential and Multi-family sectors are made up of the following offerings:

- Behavioral: This program includes behavioral initiatives and energy education. The Home Energy Report influences the utility customers, including low to moderate-income (“LMI”) customers, and provides a personalized education, including guidance on low and no-cost energy-saving strategies.
- Efficient Products: This program provides incentives and rebates for energy-efficient products, including those offered at retail and through the online marketplace, such as lighting, appliances, and heating, ventilation, and air conditioning (“HVAC”) equipment, as well as appliance recycling.
- Existing Homes: Home Performance with ENERGY STAR® (“HPwES”): This sub-program provides incentives to encourage customers to pursue comprehensive upgrades to their homes.
- Existing Homes: Quick Home Energy Check-Up (“QHEC”): This sub-program helps customers understand their best opportunities to save energy through an in-home consultation and ensures savings through the direct installation of energy-saving measures. It is designed to help renters as well as homeowners and promotes additional energy-saving programs and opportunities that are appropriate for the customer.
- Existing Homes: Moderate Income Weatherization (“Home Weatherization”): This sub-program provides an opportunity for low to moderate-income customers to receive EE measures and upgrades at no cost.
- Multi-family Program: This program provides maximum customer flexibility to meet the specific needs of each customer. A structured screening review is used to determine the customer’s needs and develop a tailored EE solution.

The following table provides an overview of all programs that the Company currently offers to residential and multi-family customers and the date ACE launched these programs.

Program	Sub-program	Date Launched
Behavior <sup>1</sup>	Home Energy Reports	January 1, 2023
Efficient Products	HVAC	July 1, 2021
	Lighting	July 1, 2021
	Online Marketplace	October 14, 2021
	Appliance Rebates	July 1, 2021
	Appliance Recycling	July 1, 2021
Existing Homes	HPwES	July 1, 2021
	QHEC <sup>2</sup>	Existing program from merger commitment
	Moderate-Income Weatherization	September 1, 2021
Multi-family	Multi-family	September 1, 2021

<sup>1</sup> Ratepayer funded January – June 2023

<sup>2</sup> Merger/legacy commitment programs also defined as “Other Programs.”

The C&I EE and conservation programs included in the program portfolio consist of the following:

- Small Business Direct Install (“SBDI”): This sub-program provides a no-cost audit and direct-install measures, and incentives for comprehensive retrofit projects. Non-residential customers can also receive financing for project costs.
- Energy Solutions for Business: Prescriptive and Custom: This sub-program provides prescriptive and custom measures for lighting, HVAC, controls, and other C&I equipment.
- Energy Solutions for Business: Engineered Solutions: This sub-program provides tailored EE savings for medium to large commercial customers, including municipalities, universities, schools, hospitals, and non-profit entities.
- Energy Solutions for Business: Energy Management: This sub-program provides incentives to C&I customers to allow customers to manage their energy consumption more efficiently at their facilities. The sub-program includes incentives for several approaches to energy management focused on optimizing equipment and processes at commercial facilities.

The following table provides an overview of all programs that the Company currently offers to C&I customers and the date ACE launched the programs.

<b>Program</b>	<b>Sub-program</b>	<b>Date Launched</b>
Energy Solutions for Business	Prescriptive / Custom	July 1, 2021
SBDI	N/A	August 1, 2021
Energy Solutions for Business	Energy Management	October 1, 2021
Energy Solutions for Business	Engineered Solutions	October 1, 2021

## Challenges and Program Observations

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### Commercial and Industrial

The ACE SBDI program continues to reflect consistent performance in PY24 Q1. The pipeline remains robust, and the on-line applications (“OLAs”), which is a leading indicator, have grown from 54 OLAs at the end of PY23 to 100 OLAs at the end of PY24 Q1. In the first quarter, the SBDI program added nine Trade Allies (“TAs”), bringing the total to 37 TAs for the program. Although SBDI program performance is improving, it remains unlikely that the projected goals will be realized by the end of the Triennium. Supply chain equipment delays associated with HVAC equipment continue to be a challenge for many related projects. Significant delays regarding lead times are at times ranging from six months to a year, causing estimated project completion dates to slip and accompanying challenges with forecasting accuracy primarily within the SBDI program.

The Engineered Solutions program has not yet registered participation but is expected to see meaningful participation by the end of the Triennium. Since PY23 Q4, ACE has established an Engineered Solutions Trade Ally Agreement, Engineered Solutions Customer Participation Agreement, and has added two Engineered Solutions Trade Allies as a result of the recent change in the delivery model. ACE continues to await further determination/guidance from the BPU on using Engineered Solutions as an adjunct to Energy Savings Improvement Projects, anticipating this will enhance participation results for Engineered Solutions going forward.

Prescriptive Custom program incentive commitments increased by more than double in PY24 Q1 as compared to the previous quarter, which is indicative of continued program growth. The number of completed and paid projects remained consistent. Eight new TAs were added in PY24 Q1. A prevailing challenge for this program continues to be acquisition costs, which are higher than those previously modeled.

The Energy Management program added one paid participant with the Building Operator Certification measure. ACE continues to place a greater emphasis on efforts with Energy Management and Engineered Solutions to enable increased adoption and scale in PY24.

## Residential

A significant challenge faced by ACE's Residential Program in Q1 was the ending of the Lighting Program due to the implementation of State Law A5160 and the U.S. Department of Energy's Energy Independence and Security Act of 2007 ("EISA") backstop going into effect. State Law A5160, enacted in January 2022, put minimum efficiency standards on many measures sold in New Jersey, primarily on State regulated general service lamps, including reflectors and other specialty lamps. The EISA backstop put forth an efficiency requirement that all General Service Lamps must meet a minimum standard of 45 lumens per watt. As a result, the sales of traditional and specialty incandescent or halogen bulbs officially phased out on June 30, the end of Q4 of PY23.

In response to this change, the utilities have looked for alternatives in meeting their savings goals. With careful planning and research, ACE pivoted to weatherization and implemented Spray Foam into program offerings. This provides much needed savings to make up for the loss of lighting, however, the implementation of Spray Foam measures was delayed. State Law A5160 and the EISA backstop have also impacted the distribution of EE kits. Previously, ACE distributed a kit comprised of four LED lightbulbs and an advanced power strip. The Company has now expanded its offerings to include weatherization measures as well. The new kit includes a 12 oz bottle of spray foam with a straw, gasket liners for light switches and outlets, and a package of 17' foam window stripping. Additionally, ACE has retained the advanced power strip due to high demand in the previous fiscal year. As a result, ACE now offers 10,000 kits for distribution, which is a significant decrease from the previous year's total of 40,000 kits. This reduction is primarily due to the higher overall cost of the new kit, although it still offers similar savings. ACE will continue to actively engage with the community and explore other avenues to promote the importance of EE.

Supply chain issues that once created delays for HVAC equipment have been rectified as manufacturers have put out newer equipment. This has left contractors and customers a plethora of both EE and non-EE units available. However, a challenge that is now being faced is the ending of financing through National Energy Improvement Fund ("NEIF") which ended in mid-

September of Q1. Since the implementation of NEIF into the HVAC program, contractors and customers have taken advantage of the interest-free financing on energy efficient HVAC equipment on top of the rebate incentives already offered by ACE. The program far exceeded expectations, but an unfortunate byproduct of its success is that the program quickly ran out of funding and thus was halted two weeks into September of Q1. ACE is working to identify sources of funding to resume the program. Another challenge for the HVAC program comes from the new SEER2 measures that went into effect on July 1 of PY24. These changes proved to be very demanding to some of ACE's contractor partners as the Air Conditioning, Heating, and Refrigeration Institute ("AHRI") still have not fully updated their systems to reflect changes on all HVAC equipment and have indicated they may not be fully updated until the beginning of 2024. As such, ACE and other utility partners have had to find workarounds to process new SEER2 equipment accurately. However, manufacturers insist to contractors that their equipment does meet SEER2 specifications even if not identified by AHRI. Although it is anticipated that this situation will improve, ACE will continue to strive to develop ways to review and process these items appropriately and efficiently.

Like HVAC, Appliances are exceeding expectations currently with robust offerings available at the Company's retail partner's locations. Manufacturers introduced many new options in Q1 in anticipation of July 4th and Labor Day sales and planning for Black Friday sales in Q2. This proactive approach is aimed at recovering the revenue lost during the pandemic with many ENERGY STAR® rated models taking the place of lesser efficient models on sales floors. One issue some appliance retailers faced in Q1 was ACE's Recycling Program ending its partnership with ARCA Recycling, as ARCA experienced financial issues that it could not recover from. Store representatives had been trained to incorporate ACE's Recycling Program into their sales strategy when interacting with consumers. They emphasized the benefits and incentives provided through recycling, such as offering better price points for appliances and making extended warranties more appealing by demonstrating how the rebate amount could offset the cost of the warranty. As a result of this partnership ending prematurely, some customers were left with appliances that were never picked up and compensated for. ACE has taken steps to rectify this issue by offering a credit for the inconvenience. The Company has found a new partner in Key Recycling and has begun the steps needed to re-implement recycling back into the program and by contacting the customers

unable to get a pickup previously and have scheduled completion of this process by mid-November. The Recycling Program will resume with full implementation expected in Q3.

The implementation of financing through NEIF for the HPwES program continues to offer flexibility to contractors, enabling them to provide more appealing payment options. This has led to a rise in submitted work and overall savings. Further financing options are being considered to enhance program participation, which remains a significant challenge for all Existing Homes programs.

ACE remains dedicated to marketing and increasing awareness of the program. However, competition from partner utilities offering convenient finance options, like on-bill repayment, presents a challenge to ACE's offerings. Furthermore, HPwES projects generate relatively lower MWh savings compared to term savings, emphasizing the need for diverse applications.

The QHEC program also encounters the challenge of real-world savings falling short of expected estimates. Consequently, the program achieves less than half of the anticipated savings per participant. Convincing potential participants about the credibility of both the QHEC and Multifamily programs is another shared challenge. To address misconceptions, ACE has taken measures such as providing branded apparel, creating informative materials, issuing security badges, and strengthening collaboration with the ACE Call Center to validate field employees and program offerings. Significant progress has been made in engaging property managers and owners to drive participation in the Multifamily program. Additional outreach efforts, along with canvassing and direct email marketing, have resulted in increased scheduled inspections and completed projects. However, there remains a concern about raising awareness about Home Weatherization. LMI Direct Mail campaigns launched in Q1 of PY24 are expected to boost participation through the fall season. ACE QHEC auditors also educate participants about additional energy-saving measures available, such as insulation, air sealing, and other measures that can yield more impactful results.

ACE's March 2023 newly re-randomized wave reported negative savings in the month of July, but August and September turned positive with 97 MWhs reported in Q1 for this new wave for approximately 180,000 treatment customers. Behavioral programs typically experience a ramping up period of between six to 18 months before the wave starts to show consistent and statistically significant EE savings. The Company will continue to monitor the progress of this new treatment wave as the Behavioral programs savings is directly tied to the success of this wave.

## ACE EE Program Performance

Figure 1 shows that the energy savings Year-to-Date (“YTD”) is currently behind in terms of meeting the PY24 annual savings goal, but spending is less than budgeted.

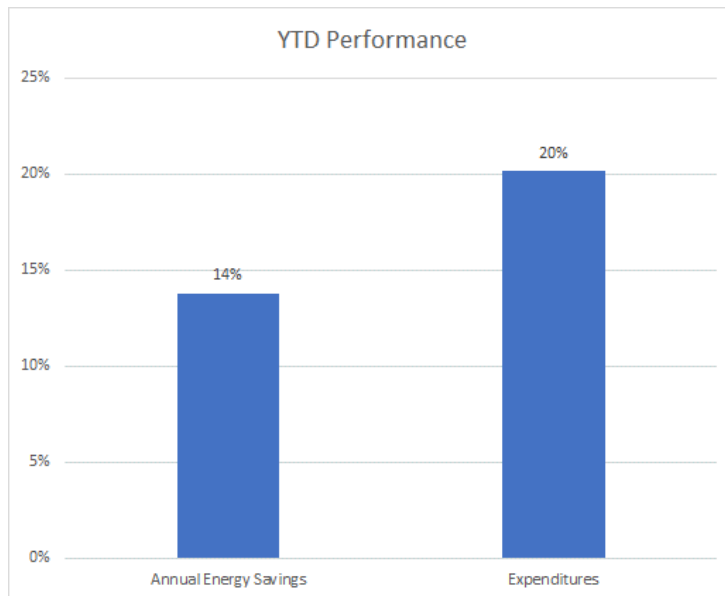


Figure 1: PY24 Performance of Annual Energy Savings and Budget

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 BPU’s Division of Clean Energy in conjunction with ACE and the other investor-owned electric and gas utility companies. As noted, “Other Programs” include merger/legacy commitment EE programs that were authorized or funded through a prior filing or authorization.

**Table 1 – Program Year-to-Date 2023 Program Results**

	Utility-Administered Programs ex-ante energy savings (MWh)	Comfort Partners ex-ante energy savings (MWh)	Other Programs ex-ante energy savings (MWh) <sup>1</sup>	Total ex-ante energy savings (MWh)	Compliance Baseline (MWh) <sup>2</sup>	Annual Target (%)	Annual Target (MWh)	Percent of Annual Target (%)
	(A)	(B)	(C)	(D) = (A)+(B)+(C)	(E)	(F)	(G) = (E)*(F)	(H) = (D) / (G)
Quarter	7,859	46	1,415	9,320				
YTD	7,859	46	1,415	9,320	8,712,503	0.97%	84,511	11%

<sup>1</sup>Other Programs include merger/legacy-committed EE programs – QHEC and Behavior. Note: Behavioral was only merger funded through Q2 of PY23.

<sup>2</sup>Includes sales as reported on FERC Form-1, as adjusted for the given sales period (planning year).

<sup>3</sup>Pursuant to paragraph 16(e)(i) of the July 7, 2022 Stipulation and Agreement among the Utilities, Staff, and Rate Counsel, “the Utilities may apply energy savings in excess of annual compliance goals (‘Carryover Savings’) toward goals and QPIs for Program Years 2023, 2024, and 2025.” The Board adopted the Stipulation and Agreement in its Order Approving Stipulation entered on August 17, 2022, in BPU Docket Nos. QO19010040, EO20090621, GO20090619, EO20090620, GO20090622, GO18101112, EO18101113, EO20090623, and GO20090618.



## Quantitative Performance Indicators (“QPIs”)

Quantitative Performance Indicators, as shown in Table 2, provide the results of the QPIs for all programs for which utilities are responsible, inclusive of the CEA-funded programs, Comfort Partners program, and any merger/legacy commitment EE programs administered by ACE that were authorized or funded by or through a prior filing or authorization.

**Table 2 – Quantitative Performance Indicators**

	Quarter				Year to Date				Annual Target <sup>1</sup>	Percent of Annual Target Achieved
	Utility-Administered Plan Year Results	Comfort Partners Plan Year Results	Other Programs Plan Year Results	Total Plan Year Results	Utility-Administered Plan Year Results YTD	Comfort Partners Plan Year Results YTD	Other Programs Plan Year Results YTD	Total Plan Year Results		
Annual Energy Savings (MWh)	7,859	46	1,415	9,319	7,859	46	1,415	9,319	67,554	14%
Lifetime Savings (MWh)	94,090	796	18,326	113,211	94,090	796	18,326	113,211		
Lifetime Persisting Demand Savings (MW-year)	23.304	27.569	1.195	52.068	23.304	27.569	1.195	52.07		
Annual Demand Savings (MW)	1.946	1.578	0.092	3.617	1.946	1.578	0.092	3.62		
Low/Moderate-Income Lifetime Savings (MWh)	-	796		796	-	796		796		
Small Commercial Lifetime Savings (MWh)	2,392			2,392	34,732			34,732		
Net Present Value of Utility Cost Test Net Benefits (\$)					\$ 10,167,397			\$ 10,167,397		

<sup>1</sup> Annual Targets reflect estimated impacts as filed the Company's 2021-2024 Clean Energy Filing

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

### Efficient Products

The Efficient Products Program has kept its upward trend from PY23 in Q1 of PY24. The Lighting Program reached its end in Q4 of PY23, and the utilities were left to find alternatives to make up for the savings lost with the Lighting Program’s conclusion. After much research, ACE decided to pivot to Spray Foam weatherization. The program, being utilized in Lowe’s and the Home Depot big box locations, uses a point of sale discount to incentivize the customer into purchasing this measure. Lowe’s and Home Depot have set up off-shelf displays including endcaps and wing stacks in multiple locations inside their stores to ensure better visibility and as a result have had a very strong start to this fiscal year.

The loss of lighting in the Efficient Products Program has given Field Representatives more opportunities to focus on appliances and to interact and educate sales staff and customers. This also allows the ability to cross promote some of ACE’s other program offerings such as HVAC, and QHEC, among others. Store personnel have expressed their appreciation for the presence of a Field Representative who can assist in addressing their and customers' inquiries. They often feel overwhelmed, as the section is typically understaffed. Furthermore, the expertise of the Field Representative in program knowledge and requirements enhances the customer experience. By educating customers on EE and providing accurate rebate submissions, this instills confidence in

a timely payout. Appliance rebates had a strong Q1 aided by both July 4<sup>th</sup> sales and Labor Day sales and by a heavy increase in the array of new ENERGY STAR® rated models available at more affordable prices. Small appliances also helped with a strong Q1 as record breaking heat and humidity hit the area and a need for window air conditioning units and dehumidifiers were at a high in Southern New Jersey, especially along the coastal towns in ACE's service territory.

The HVAC Program in Q1 continued to exceed projections as it did for most of PY23. Like window air conditioning units and dehumidifiers, the HVAC program benefited from record breaking heat and humidity in the ACE service territory in July, August, and into September. Financing options offered by NEIF, benefits from the Inflation Reduction Act, and increased production of a wide range of energy-efficient products also contributed to the progress of HVAC contractors and customers. As customers gain more knowledge about EE and the associated cost savings in the short and long term, it is anticipated that the HVAC Program will continue to experience growth.

Changes in the EE Program have led ACE to shift its focus towards Spray Foam Weatherization in collaboration with our retail partners. As a result, there have been modifications to the EE kits provided, replacing LED bulbs and advanced power strips with home weatherization products. The updated kits now include a 12 oz can of spray foam with a straw, a package of 17' foam window stripping, 10 gasket liners (five for light switch plates and five for outlet plates), and a brochure outlining ACE's various program offerings. Notably, the Advanced Power Strips are still included.

Due to considerable time spent in developing and implementing these kits, ACE was only able to participate in one event during Q1, which was the Gloucester County Senior Picnic. At this event, 1,100 kits were distributed to seniors. Moving forward, ACE has confirmed its participation in several upcoming events in the next quarter, including the Pitman Total Turf Senior Expo, ACE Energy Assistance Days in Winslow, Clementon, and Turnersville, and the Church of Incarnation's Fall Fling. Additionally, ACE will continue exploring further opportunities with organizations that ACE has previously partnered with. It is crucial to maintain and nurture these existing partnerships, as they have significantly contributed to program visibility and have provided ACE with an effective means to reach low to moderate income customers and seniors. These demographics are often considered hard to reach, as they are not always well-informed about EE measures and may not have the financial resources to invest in energy-efficient solutions.

Although the projected kit distribution for PY24 stands at 10,000, ACE remains committed to maximizing every opportunity to advance the program and enhance its visibility.

The Online Marketplace program continues to see steady purchasing throughout Q1 driven by smart thermostat purchases. This trend is expected to continue as the Company enters the holiday season. While the program continues to see consistent energy savings, the loss of lighting has significantly reduced the demand savings resulting from the program.

## Existing Homes

Participation in the Existing Homes programs has remained consistent but overall lower than planned. There is additional focus and funds devoted to PY24 marketing to increase awareness and drive participation. A more robust marketing plan to include overburdened communities (“OBCs”) direct mail along with increased canvassing efforts has yielded positive results in Q1. However, the volume must continue to increase significantly to meet program goals.

The introduction of NEIF financing in PY23 brought about an initial increase in participation for the HPwES program. However, the volume has remained nominally lower since it was first introduced. In an effort to address this issue, there has been an increased emphasis on effective communication and engagement with contractors during Q1. Additionally, efforts are being made to expedite the processing of applications and disbursement of payments. Quarterly update meetings have been scheduled for contractors with the aim of fostering improved collaboration and building the necessary confidence among Trade Allies to actively promote the program.

Participation in the QHEC program has seen an increase this quarter largely due to additional canvassing staff. It remains the most popular and best performing offering in the Existing Homes portfolio. However, overall volume has remained consistently lower than pre-pandemic levels. Increased canvassing incentives are under evaluation as this tactic has historically yielded positive results and has the most immediate potential to drive participation. More robust marketing is also expected to increase production, but results may not be realized until after the slower winter season. Enhancing the customer experience also remains a key focus, with recently developed QR codes present at community events making scheduling an energy audit as easy as taking a picture.

Home Weatherization participation has remained low. An OBC targeted direct marketing campaign deployed in Q1 did not produce the expected results. Speculation remains that many

qualified customers may be participating through the Comfort Partners program. Home Weatherization has begun to complete “phase 2” retrofit work and provide more meaningful savings to individual customers and greater progress toward program goals. Customers receiving a QHEC audit are also educated about the Home Weatherization program and encouraged to apply.

### Multi-family

ACE's Multi-family commenced PY24 with the introduction of new staff. As the new outreach personnel have become familiar with their roles and started promoting the program, there has been a noteworthy increase in engagement and participation. By the end of Q1, there were more projects scheduled or underway concurrently than ever before. The focus going forward is to sustain this momentum throughout the winter season and capitalize on connections with projects that have oversight from property management overseeing multiple properties. ACE is currently assessing new marketing strategies, such as sending email campaigns to established property managers and organizations, engaging with community events, and collaborating with C&I programs to exchange leads and contacts whenever possible.

### Behavioral

In Q1 PY24, the Behavior program had 234,834 active treatment customers and achieved 1,057 MWh of the annual forecasted goal of 7,998 MWh, which is 13% of the annual goal. Progress continues to be made with Behavior’s program re-randomization of its largest wave as it continues to ramp up in savings. ACE has reallocated \$719,500 from Home Performance to the Behavior program, and this is reflected in the Q1 PY24 period budget. This reallocation is consistent with what was reflected in the ACE Notification of Reallocation of Sub-Program Budgets letter to the BPU, dated May 16, 2023. In Q1, the Company expanded the usage of Interval metered customers receiving behavioral communications and energy insights on the ACE My Account. Examples of communications sent to customers are listed below:

- Weekly Energy Updates (WAMI communications): WAMIs are email reports sent to customers every week to inform them of their energy usage patterns, trends, and projected energy costs. With these emails, customers can better understand how their actions correspond to their utility bills, get a preview of their bills, and get helpful insights on how to adjust their energy usage. 32,572 WAMIs were sent to customers in the current quarter.

- High Usage Alerts (“HUAs”): HUAs are digital messages sent to inform customers when they are on track for a high bill or high use for the current period. These communications can be sent via email, SMS text, phone voice recording or PUSH notification in the ACE mobile app. In PY24 Q1, 5,676 HUAs were sent to customers.
- ACE Web insights: ACE launched a new web widget with enhanced data functionality called Bill Forecast. The Bill or Usage Forecast shows residential Advanced Metering Infrastructure (“AMI”) customers their energy use or cost so far in the billing period, projected total energy use or cost for the period, and typical energy use or cost for the period based on their past energy use. The forecast informs customers before the end of the billing cycle if they are likely to have high energy use or costs compared to the same time the previous year.

The following is the Behavior Program customer engagement activity for Q1 PY24:

<b>ACE Behavior Program</b>		
<b>Opower Reports</b>	<b>Enrollments</b>	
<b>Report Totals</b>		
<i>Email Home Energy Reports</i>	135,109	
<i>High Usage Alerts</i>	5,676	
<i>Weekly AMI Reports</i>	32,572	
<i>Behavioral Load Shaping Reports</i>	N/A	
<i>Solar Update Notifications</i>	5,425	
<b>Opower Web Metrics</b>	<b>Unique Visitors</b>	<b>Average Duration (in seconds)</b>
<b>Widget Totals</b>		
<i>Bill Forecast</i>	112	49
<i>Bill Comparison</i>	3,182	46
<i>What uses most / Home Energy Audit Disagg (Completed)</i>	2,075	46
<i>Home Energy Audit Survey</i>	2,077	25
<i>Data Browser</i>	21,130	16
<i>My Plan</i>	N/A	N/A
<i>My Rates</i>	N/A	N/A
<i>Neighbor Comparison</i>	1,720	39
<i>Peak Time Rebates Widget</i>	N/A	N/A
<i>Ways to Save</i>	1,039	39
<i>Green Button Download</i>	1,079	65

## Commercial and Industrial

SBDI demonstrated continued progress and performance in Q1 of PY24. SBDI added 15 projects, 2,197 measures, 674 MWh in savings, and \$806,443 in incentives. Trade Ally growth and participation remains strong. Customer market segment participation has been across 12 market segments, primarily in the retail, medical, restaurant, and religious worship facilities.

The Prescriptive & Custom Program has completed 67 projects in Q1, resulting in 3,493 MWh in energy savings with \$582,000 in incentive spend. Eight TAs were enrolled in the program during Q1, bringing the total number of TAs to 45. Customer participation was primarily in the retail, warehouse, education, and grocery market segments.

Energy Management recorded one participant with the Building Operator Certificate pathway that yielded 241 MWh and \$1,000 in incentives. Although two applications exist for participation in the Full Building Tune Up pathway, participation has been below expectations in Q1 of PY24, as well as in previous quarters. Efforts have been made to increase the number of TA, which has grown to 15 in Q1 of PY24, up from 13 in the previous quarter. Focus is being placed on engaging the Trade Allies to further educate and increase communications. An Energy Management Trade Ally Roundtable was planned for October 30<sup>th</sup> to further help increase adoption.

Engineered Solutions has no participants to report for Q1 PY24. Trade Ally participation is increasing with the addition of two TAs in Q1 PY24 and is expected to increase moving forward. Activity has increased with interested customers, and the program is expected to have customer participation agreements executed in the next quarter.

**Table 3 –Sector-Level Participation**

Sector <sup>1</sup>	Quarter Participants	YTD Participants	Annual Forecasted Participants	Percent of Annual Forecast
Residential	249,449	249,449	243,435	102%
Multifamily	0	0	2,088	0%
C&I <sup>2</sup>	83	83	126,748	0%
<b>Reported Totals for Utility Administered Programs</b>	<b>249,532</b>	<b>249,532</b>	<b>372,271</b>	<b>67%</b>
Comfort Partners <sup>3</sup>	96	96	671	14%
<b>Utility Total</b>	<b>249,628</b>	<b>249,628</b>	<b>372,942</b>	<b>67%</b>

<sup>1</sup> Note that these numbers are totals across all programs within a sector. The appendix shows the participation numbers for individual programs. Participation from merger-funded programming is not omitted from these values.

<sup>2</sup> The participant definition for the Prescriptive/Custom component of the Energy Solutions for Business program as agreed upon by the joint utilities represents the count of projects while the forecast established in ACE's filed plan represents the count of measures.

<sup>3</sup> Comfort Partners, the primary program serving low-income customers, is co-managed by the BPU's Division of Clean Energy in conjunction with ACE and the other investor-owned electric and gas utility companies.

## ACE Portfolio Expenditures

ACE's Residential and C&I programs spent approximately \$4.4 million and \$2.7 million, respectively, across all cost categories during Q1 of PY24. Also, ACE's Comfort Partners programs spent \$136k in Q1.

**Table 4 –Sector-Level Expenditures**

Expenditures <sup>1</sup>	Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures (\$000)	Percent of Annual Budget
Residential	\$ 4,403	\$ 4,403	\$ 16,353	27%
Multifamily	\$ -	\$ -	\$ 1,365	0%
C&I	\$ 2,791	\$ 2,791	\$ 17,858	16%
<b>Reported Totals for Utility Administered Programs</b>	<b>\$ 7,194</b>	<b>\$ 7,194</b>	<b>\$ 35,576</b>	<b>20%</b>
Comfort Partners	\$ 136	\$ 136	\$ 2,565	5%
<b>Utility Total</b>	<b>\$ 7,329</b>	<b>\$ 7,330</b>	<b>\$ 38,141</b>	<b>19%</b>

<sup>1</sup> Expenditures include rebates, incentives, and loans, as well as program administration costs allocated across programs. Expenditures from merger-funded programming and Supportive Costs Outside Portfolio are omitted from these values.

## ACE Portfolio Annual Energy Savings

During Q1 of PY24, the utility administered programs generated 9,274 MWh of energy savings. Comfort Partners also reached 46 MWh. With respect to Residential and C&I's YTD performance, the Company recorded 4,787 MWh and 4,486 MWh of energy savings, respectively.

**Table 5 –Sector-Level Energy Savings**

Annual Energy Savings <sup>1</sup>	Quarter Retail (MWh)	YTD Retail (MWh)	Annual Target Retail Savings (MWh)	Percent of Annual Target
Residential	4,787	4,787	27,880	17%
Multifamily	-	-	2,298	0%
C&I	4,486	4,486	37,376	12%
Reported Totals for Utility Administered Programs	9,274	9,274	67,554	14%
Comfort Partners	46	46	N/A	N/A
Utility Total	9,320	9,320	67,554	14%

<sup>1</sup> Annual energy savings represent the total expected annual savings from all energy efficiency measures within each sector and includes savings from merger-funded programs.

## Portfolio Expenditures Breakdown

During Q1 of PY24, ACE continued spending in the cost categories that support planning, development, coordination, contracting, and systems development. These include Capital Costs, Utility Administration, and Outside Services. As new programs mature, the Company anticipates that spending will increase in the cost categories that represent program delivery. Those cost categories include Marketing, Rebates, Loans, Evaluation, Measurement and Verification, and Inspections and Quality Control.

**Table 6 –Annual Costs and Budget Variances by Category**

Total Utility EE/PDR <sup>1</sup>	Quarter Reported (\$000)	YTD Reported (\$000)	Full Year Budget (\$000)	Percent of Annual Budget Spent <sup>2</sup>
Capital Costs	\$ 860	\$ 860	\$ 450	191%
Utility Administration	\$ 467	\$ 467	\$ 1,757	27%
Marketing	\$ 361	\$ 361	\$ 1,794	20%
Outside Services	\$ 1,143	\$ 1,143	\$ 7,410	15%
Rebates	\$ 2,948	\$ 2,948	\$ 29,485	10%
No- or Low-Interest Loans	\$ 1,642	\$ 1,642	\$ 2,522	65%
Evaluation, Measurement & Verification ("EM&V")	\$ 424	\$ 424	\$ 1,069	40%
Inspections & Quality Control	\$ 70	\$ 70	\$ 281	25%
Utility Total	\$ 7,915	\$ 7,915	\$ 44,769	18%

<sup>1</sup> Categories herein align to ACE's EE plan as approved by the Board.

<sup>2</sup> While annual budgets are used for informational purposes, the portfolio is managed to a total not-to-exceed amount established by cost category for the full triennial program cycle.

## Equity Metrics

### Residential

The Efficient Products Programs, despite not having Lighting, continues to visit stores in OBC communities promoting the new measures and existing from the program to educate



consumers and store employees on EE and the products that will help them achieve the savings that come with them. The program continues to extend its outreach efforts to OBC type customers through its EE kit efforts. The EE kit program distributed 1,100 kits in Q1 and expects more to come in Q2 with a focus on church organizations, senior communities, and ACE Energy Assistance Days held at payment centers, Family Success Centers, and municipalities. Additionally, canvassing will be done to uncover more leads for events that can further increase the program's visibility while also extending its reach to OBC type customers. This has afforded ACE the ability to help these customers as these events have become an important component of the growth of the programs now that ACE is able to reach demographics that are not easily attainable. Residents now have the ability to become more energy conscious and help save money on products and on their utility bills.

The Existing Homes programs participated in community events in partnership with other ACE EE program implementors to cross promote all program offerings and assist underserved communities. Five events were attended in Q1, interacting with over 400 potential participants. The programs also implemented targeted outreach strategies, notably, a direct mail campaign, specifically tailored for customers in LMI communities. In addition, dedicated canvassing efforts were coordinated in the same zip codes, enabling direct engagement with residents.

## Commercial and Industrial

During Q1 PY24, outreach to OBCs focused on increasing awareness of ACE's Energy Solutions for Business Programs among customers and contractors. In-person canvassing within targeted OBCs, in-person events, virtual and in-person meetings, along with phone and email campaigns, were part of an equitable focus on customers and contractors located in OBCs. Of the 16 new TAs in Q1 PY24, five or 31% are in a New Jersey OBC municipality, two or 12% of total new TAs are both in an OBC and ACE territory. Eight of the new TAs are located outside New Jersey. In addition, 49% or 56 of the 93 completed projects in Q1 PY24 were in an OBC with a good pipeline of projects located in OBC carrying forward into Q2 PY24.

Outreach to market sectors in July targeted non-profit customers through email and calling campaigns that included organizations located within OBCs. The outreach team conducted in-person canvassing campaigns engaging with small businesses and contractors in the OBCs of

Millville, Clayton, Cape May Courthouse, and Galloway. These canvassing campaigns enabled outreach to share program marketing assets with a total of 73 small businesses and contractors.

Also in July, the outreach team conducted campaigns for customer and Trade Ally recruitment and engagement with partner organizations covering OBCs. Engagement with partner organizations within OBCs included program presentations at the Cumberland County Urban Enterprise Zone and Bridgeton Merchants Association meeting and the Greater Atlantic City Chamber of Commerce monthly meeting. Both presentations share program information with businesses and contractors located within the OBC. Trade Ally recruitment resulted in adding three new Prescriptive-Custom Trade Allies, of which two are in OBCs outside the Atlantic City Electric service territory.

During August, the Outreach Team targeted the market sectors of warehouses and office facilities, including those within an OBC municipality. The Outreach Team conducted in-person canvassing campaigns of small businesses and contractors in OBCs including Berlin, Rio Grande, and Egg Harbor, engaging with 51 businesses and contractors to introduce them to the portfolio of programs and provide informative marketing materials. Outreach also presented the SBDI program information to four small business owners at a sponsored breakfast held at The Grove at Centerton in Pittsgrove. The team also gave a presentation at a Burlington County Chamber of Commerce Luncheon. Outreach engaged 43 representatives of businesses, non-profit organizations, contractors, and other stakeholders, many of which are located in an OBC within the Company's service territory. Trade Alley recruitment in August resulted in six new SBDI Trade Allies, one of which is in an OBC outside of the ACE territory.

Targeted market sectors in September included restaurants and hospitality, along with small businesses in coastal communities. The Outreach Team conducted in-person canvassing campaigns of small businesses and contractors in the OBC of Penns Grove. This canvassing campaign enabled outreach to share program marketing assets with a total of 26 small businesses and contractors. Outreach also tabled at events hosted inside the territory to share the programs with business owners and community leadership at the Cumberland County Business Expo and the New Jersey Business Action Center's Business Expo. Outreach also interacted with customers from an OBC while attending a Chamber of Commerce of Southern New Jersey event in Salem County and the Greater Atlantic City Chamber's State of the Region Luncheon. Trade Ally recruitment in September resulted in adding one Energy Management Trade Ally that is in an OBC

municipality within the ACE territory. The Prescriptive-Custom Program added four new TAs in September, one of which is in an OBC within Atlantic City Electric’s territory and another that is in an OBC elsewhere in New Jersey.

**Table 7 – Equity Performance**

Territory-Level Benchmarks	Overburdened <sup>1</sup>	Non-Overburdened	%OBC <sup>2</sup>
Population			
# of Household Accounts	109,691	377,690	22.5%
# of Business Accounts	17,167	44,320	27.9%
Total Annual Energy (MWh)	915,963	2,449,103	27.2%

Programs	Sub Program or Offering	Type of Program/Offering	Quarter Overburdened <sup>1</sup>	Quarter Non-Overburdened	%OBC <sup>2</sup>	Annual Overburdened <sup>1</sup>	Annual Non-Overburdened	%OBC <sup>2</sup>
<b>Participants</b>								
Residential - Efficient Products	HVAC	Core	11	942	1.2%	11	942	1.2%
	Appliance Rebates	Core	28	1,122	2.4%	28	1,122	2.4%
	Appliance Recycling	Core	24	332	6.7%	24	332	6.7%
	Online Marketplace	Core	32	455	6.6%	32	455	6.6%
	Food Banks	Core	-	800	0.0%	-	800	0.0%
	Others - Lighting	Core	-	8,419	0.0%	-	8,419	0.0%
Residential - Existing Homes	Home Performance with Energy Star	Core	5	35	12.5%	5	35	12.5%
	Quick Home Energy Check-Up	Additional	500	1,910	20.7%	500	1,910	20.7%
	Moderate Income Weatherization	Additional	-	-	-	-	-	-
Res - Home Energy Education & Management	Behavioral	Additional	73,033	161,801	31.1%	73,033	161,801	31.10%
C&I Direct Install	Direct Install	Core	12	3	80.0%	12	3	80.0%
Energy Solutions for Business	Prescriptive/Custom	Core	25	42	37.3%	25	42	37.3%
	Energy Management	Additional	1	-	-	1	-	-
Multi-Family	Engineered Solutions	Additional	-	-	-	-	-	-
	Home Performance with Energy Star	Core	-	-	-	-	-	-
	Direct Install	Core	-	-	-	-	-	-
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Core Participation			137	12,150	1.1%	137	12,150	1.1%
Total Additional Participation			73,534	163,711	31.0%	73,534	163,711	31.0%
Total Participation			73,671	175,861	29.5%	73,671	175,861	29.5%
<b>Annual Energy Savings (MWh)</b>								
Efficient Products	HVAC	Core	6	264	2.4%	6	264	2.4%
	Appliance Rebates	Core	2	98	2.4%	2	98	2.4%
	Appliance Recycling	Core	22	294	7.0%	22	294	7.0%
	Online Marketplace	Core	5	72	6.2%	5	72	6.2%
	Food Banks	Core	-	216	0.0%	-	216	0.0%
	Others - Lighting	Core	-	1,308	0.0%	-	1,308	0.0%
Existing Homes	Home Performance with Energy Star	Core	4	24	14.3%	4	24	14.3%
	Quick Home Energy Check-Up	Additional	277	1,138	19.6%	277	1,138	19.6%
	Moderate Income Weatherization	Additional	-	-	-	-	-	-
Home Energy Education & Management	Behavioral	Additional	329	728	31.1%	329	728	31.1%
C&I Direct Install	Direct Install	Core	528	146	78.3%	528	146	78.3%
Energy Solutions for Business	Prescriptive/Custom	Core	1,484	2,009	42.5%	1,484	2,009	42.5%
	Energy Management	Additional	319	-	-	319	-	-
	Engineered Solutions	Additional	-	-	-	-	-	-
Multi-Family	Home Performance with Energy Star	Core	-	-	-	-	-	-
	Direct Install	Core	-	-	-	-	-	-
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Core Annual Energy Savings			2,052	4,431	31.6%	2,052	4,431	31.6%
Total Additional Annual Energy Savings			925	1,866	33.1%	925	1,866	33.1%
Total Annual Energy Savings			2,976	6,296	32.1%	2,976	6,296	32.1%
<b>Lifetime Energy Savings (MWh)</b>								
Efficient Products	HVAC	Core	40	4,146	1.0%	40	4,146	1.0%
	Appliance Rebates	Core	33	1,177	2.7%	33	1,177	2.7%
	Appliance Recycling	Core	116	1,388	7.7%	116	1,388	7.7%
	Online Marketplace	Core	36	544	6.3%	36	544	6.3%
	Food Banks	Core	-	2,670	0.0%	-	2,670	0.0%
	Others - Lighting	Core	-	19,625	0.0%	-	19,625	0.0%
Existing Homes	Home Performance with Energy Star	Core	92	420	17.9%	92	420	17.9%
	Quick Home Energy Check-Up	Additional	3,649	14,677	19.9%	3,649	14,677	19.9%
	Moderate Income Weatherization	Additional	-	-	-	-	-	-
Home Energy Education & Management	Behavioral	Additional	329	849	27.9%	329	849	27.9%
C&I Direct Install	Direct Install	Core	7,830	2,174	78.3%	7,830	2,174	78.3%
Energy Solutions for Business	Prescriptive/Custom	Core	21,502	29,526	42.1%	21,502	29,526	42.1%
	Energy Management	Additional	1,595	-	-	1,595	-	-
	Engineered Solutions	Additional	-	-	-	-	-	-
Multi-Family	Home Performance with Energy Star	Core	-	-	-	-	-	-
	Direct Install	Core	-	-	-	-	-	-
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Core Lifetime Energy Savings			29,649	61,669	32.5%	29,649	61,669	32.5%
Total Additional Lifetime Energy Savings			5,572	15,527	26.4%	5,572	15,527	26.4%
Total Lifetime Energy Savings			35,222	77,195	31.3%	35,222	77,195	31.3%

<sup>1</sup> Across all programs, subprograms, or offerings, participation/savings are classified as either in a low-income 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](http://www.nj.gov/dep/ej/communities.html)).  
<sup>2</sup> 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.

## Conclusion

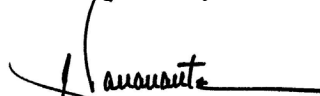
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ACE is pleased to provide the above information regarding the performance of the Company's portfolio of EE programs. ACE looks forward to continued collaboration with Board Staff, Rate Counsel, and other participants in this process to continue to address the challenges noted above and enhance the performance of these programs.

Pursuant with the Order issued by the Board in connection within *the Matter of 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. EO20030254, Order dated March 19, 2020, this quarterly update is being electronically filed with the Secretary of the Board, the Division of Law, and Rate Counsel. No paper copies will follow.

Feel free to contact the undersigned should you have any questions or concerns regarding this report.

Respectfully submitted,



Philip J. Passanante  
An Attorney at Law of the  
State of New Jersey

Enclosures

cc: Service List

# Appendices

## Appendix A – Participation 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 - Projects are based on the building or could be several buildings (not units within a building) participation is the number of projects completed. A MF site with multiple buildings (e.g. garden apartment) will have multiple projects. Account numbers will need to be collected if measures are done associated with that account.
	Direct Install	Count based on number of projects completed - One to one - Project = participant and based on individual occupant/unit, participation as well as common areas. Account numbers will need to be collected if measures are done associated with that account and to tie to that location.
	Prescriptive/Custom	Count based on number of applications/projects completed, not account number - Projects are based on the MF site /property owner, regardless of # of buildings or occupants. Participation is the number of completed projects.
	Engineered Solutions	Count based on number of applications/projects completed, not account number - Projects are based on the MF site /property owner, regardless of # of buildings or occupants. Participation is the number of completed projects.
	Reporting Template Total	Count based on number of applications/projects completed, not account number

## Appendix B – Energy Efficiency and PDR Savings Summary

		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	P
	Sub Program or Category <sup>1</sup>	Quarter	Annual Forecasted Participation Number	YTD Reported Participation Number	YTD % of Annual Participants	Quarter (\$000)	Annual Forecasted Program Costs (\$000) <sup>2</sup>	YTD Reported Program Costs (\$000)	YTD % of Annual Budget	Quarter Annual Retail Energy Savings (MWh)	Annual Forecasted Retail Energy Savings (MWh)	YTD Reported Annual Retail Energy Savings (MWh)	YTD % of Annual Energy Savings	Quarter Annual Wholesale Energy Savings (MWh)	YTD Retail Peak Demand Savings (MW)	Quarter Lifetime Retail Energy Savings (MWh)	YTD Lifetime Retail Energy Savings (MWh)
<b>Residential Programs</b>																	
Efficient Products*	HVAC	953	N/A	953	N/A	\$ 2,268	N/A	\$ 2,268	N/A	270	N/A	270	N/A	301	0.171	4,186	4,186
	Appliance Rebates	1,150	N/A	1,150	N/A	\$ 389	N/A	\$ 389	N/A	100	N/A	100	N/A	112	0.012	1,210	1,210
	Appliance Recycling	356	N/A	356	N/A	\$ 209	N/A	\$ 209	N/A	316	N/A	316	N/A	353	0.065	1,504	1,504
	Online Marketplace	487	N/A	487	N/A	\$ 115	N/A	\$ 115	N/A	77	N/A	77	N/A	86	0.000	580	580
	Food Banks	800	N/A	800	N/A	\$ -	N/A	\$ -	N/A	216	N/A	216	N/A	241	0.020	2,670	2,670
	Others - Lighting	8,419	N/A	8,419	N/A	\$ 57	N/A	\$ 57	N/A	1,308	N/A	1,308	N/A	1,459	0.098	19,625	19,625
	<b>Subtotal Efficient Products</b>		<b>12,165</b>	<b>81,204</b>	<b>12,165</b>	<b>15.0%</b>	<b>\$ 3,038</b>	<b>\$ 5,013</b>	<b>\$ 3,038</b>	<b>60.6%</b>	<b>2,288</b>	<b>11,595</b>	<b>2,288</b>	<b>19.7%</b>	<b>2,551</b>	<b>0.366</b>	<b>29,774</b>
Existing Homes	Home Performance with Energy Star*	40	281	40	14.2%	\$ 313	\$ 2,224	\$ 313	14.1%	28	627	28	4.4%	31	0.010	511	511
	Quick Home Energy Check-Up <sup>3</sup>	2,410	6,500	2,410	37.1%	\$ 607	\$ 3,681	\$ 607	16.5%	1,415	6,835	1,415	20.7%	1,578	0.092	18,326	18,326
	Moderate Income Weatherization	-	450	-	0.0%	\$ 269	\$ 4,215	\$ 269	6.4%	-	824	-	0.0%	-	-	-	-
Home Energy Education & Management	Behavioral	234,834	155,000	234,834	151.5%	\$ 175	\$ 1,221	\$ 175	14.4%	1,057	7,998.32	1,057	13.2%	1,178	1.002	1,178	1,178
<b>Total Residential</b>		<b>249,449</b>	<b>243,435</b>	<b>249,449</b>	<b>102.5%</b>	<b>\$ 4,403</b>	<b>\$ 16,353</b>	<b>\$ 4,403</b>	<b>26.9%</b>	<b>4,787</b>	<b>27,880</b>	<b>4,787</b>	<b>17.2%</b>	<b>5,338</b>	<b>1.470</b>	<b>49,790</b>	<b>49,790</b>
<b>Business Programs</b>																	
C&I Direct Install	Direct Install*	15	180	15	8.3%	\$ 1,338	\$ 8,648	\$ 1,338	15.5%	674	8,363	674	8.1%	741	0.118	10,003	10,003
Energy Solutions for Business	Prescriptive/Custom* <sup>4</sup>	67	126,542	67	0.1%	\$ 1,000	\$ 7,783	\$ 1,000	12.9%	3,493	27,604	3,493	12.7%	3,811	0.450	51,028	51,028
	Energy Management	1	25	1	4.0%	\$ 193	\$ 280	\$ 193	69.1%	319	801	319	39.8%	344	-	1,595	1,595
	Engineered Solutions	-	1	-	N/A	\$ 259	\$ 1,146	\$ 259	22.6%	-	608	-	0.0%	-	-	-	-
<b>Total Business</b>		<b>83</b>	<b>126,748</b>	<b>83</b>	<b>0.1%</b>	<b>\$ 2,791</b>	<b>\$ 17,858</b>	<b>\$ 2,791</b>	<b>15.6%</b>	<b>4,486</b>	<b>37,376</b>	<b>4,486</b>	<b>12.0%</b>	<b>4,895</b>	<b>0.568</b>	<b>62,626</b>	<b>62,626</b>
Multi-Family*	HPwES	-	N/A	-	N/A	\$ -	N/A	\$ -	N/A	-	N/A	-	N/A	-	-	-	-
	Direct Install	-	N/A	-	N/A	\$ -	N/A	\$ -	N/A	-	N/A	-	N/A	-	-	-	-
	Prescriptive/Custom*	-	N/A	-	N/A	\$ -	N/A	\$ -	N/A	-	N/A	-	N/A	-	-	-	-
	Engineered Solutions	-	N/A	-	N/A	\$ -	N/A	\$ -	N/A	-	N/A	-	N/A	-	-	-	-
	<b>Subtotal Multi-Family</b>		<b>2,088</b>		<b>0.0%</b>	<b>\$ -</b>	<b>\$ 1,365</b>	<b>\$ -</b>	<b>0.0%</b>	<b>-</b>	<b>2,298</b>	<b>-</b>	<b>0.0%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Supportive Costs Outside Portfolio</b>					<b>\$ 745</b>	<b>\$ 950</b>	<b>\$ 745</b>	<b>78.4%</b>									
<b>Portfolio Total</b>		<b>249,532</b>	<b>372,271</b>	<b>249,532</b>	<b>67.0%</b>	<b>\$ 7,939</b>	<b>\$ 36,526</b>	<b>\$ 7,939</b>	<b>21.7%</b>	<b>9,274</b>	<b>67,554</b>	<b>9,274</b>	<b>13.7%</b>	<b>10,233</b>	<b>2.039</b>	<b>112,416</b>	<b>112,416</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 proposals and may incorporate budget adjustments as provided for in the June 10, 2020 Board Order.

<sup>3</sup> Quick Home Energy Check-Up costs in PY3 are supported by merger funding. For consistency with the Company's approved plan, the costs and participation counts for projects funded this way are excluded from the table above. Savings from these programs is included in this report as permitted by the June 10th Board Order.

<sup>4</sup> The participant definition for the Prescriptive/Custom component of the Energy Solutions for Business program as agreed upon by the joint utilities represents the count of projects while the forecast established in ACE's filed plan represents the count of measures.

\* 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.



## Appendix C - Energy Efficiency and PDR Savings Summary, Electric LMI Customers

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings	
		A	B	C	D	E	F
		YTD Reported Participation Number		YTD Reported Incentive Costs (\$000)		YTD Reported Retail Energy Savings (MWh)	
Residential Programs	Sub Program	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified	LMI	Non-LMI or Unverified
Efficient Products	HVAC	11	942	\$ 4	\$ 387	6	264
	Food Banks	0	800	\$ -	\$ 22	0	216
	Others	52	9,873	\$ 58	\$ 98	24	1,700
Existing Homes	Home Performance with Energy Star <sup>1,2</sup>	9	31	\$ 44	\$ 125	8	20
	Quick Home Energy Check-Up <sup>2</sup>	1,389	1,021	\$ 389	\$ 290	746	670
	Moderate Income Weatherization	-	N/A	\$ 240	N/A	-	N/A
Home Energy Education & Management	Behavioral <sup>3</sup>	N/A	73,033	N/A	\$ 141	N/A	329
<b>Total Residential</b>		<b>1,461</b>	<b>85,700</b>	<b>\$ 735</b>	<b>\$ 1,062</b>	<b>784</b>	<b>3,198</b>
Multi-Family	HPwES	-	-	\$ -	\$ -	-	-
	Direct Installation/MF QHEC <sup>2</sup>	-	-	\$ -	\$ -	-	-
<b>Total Multi-Family</b>		<b>-</b>	<b>-</b>	<b>\$ -</b>	<b>\$ -</b>	<b>-</b>	<b>-</b>
<b>Other Programs</b>							
NONE		N/A	N/A	N/A	N/A	N/A	N/A
<b>Total Other</b>		<b>-</b>	<b>-</b>	<b>\$ -</b>	<b>\$ -</b>	<b>-</b>	<b>-</b>
<b>Portfolio Total</b>		<b>1,461</b>	<b>85,700</b>	<b>\$ 735</b>	<b>\$ 1,062</b>	<b>784</b>	<b>3,198</b>
<b>Supportive Costs Outside Portfolio</b>				<b>\$ -</b>	<b>\$ -</b>		

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

<sup>2</sup> In previous quarters, only low-income customers included in LMI values. LMI values include low and moderate-income customers for PY3 Q1 filing.

<sup>3</sup> LMI assumption factor of 31.1% was used to calculate incentive costs.

## Appendix D - Energy Efficiency and PDR Savings Summary, Electric Business Customers

		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost financing)		Ex Ante Energy Savings							
		A	B	C	D	E	F	G	H	I	J	K	L
		YTD Reported Participation Number		YTD Reported Incentive Costs (\$000)		YTD Reported Annual Retail Energy Savings (MWh)		Reported Lifetime Retail Energy Savings Current Quarter (MWh)		Reported Lifetime Retail Energy Savings YTD (MWh)		Reported Lifetime Wholesale Energy Savings Current Quarter (MWh)	
Business Programs	Sub-Program	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial	Small Commercial	Large Commercial
C&I Direct Install	Direct Install	15	N/A	\$806	N/A	674	N/A	674	N/A	10,003	N/A	5,845	N/A
Energy Solutions for Business	Prescriptive/Custom	41	26	\$363	\$220	1,718	1,775	1,718	1,775	24,729	26,299	1,874	1,937
	Energy Management	-	1	\$0	\$112	0	319	0	319	0	1,595	0	344
	Engineered Solutions	-	-	\$-	\$-	-	-	-	-	-	-	-	-
<b>Total Business</b>		<b>56</b>	<b>27</b>	<b>\$ 1,169</b>	<b>\$ 332</b>	<b>2,392</b>	<b>2,094</b>	<b>2,392</b>	<b>2,094</b>	<b>34,732</b>	<b>27,894</b>	<b>7,719</b>	<b>2,280</b>
Multi-Family	Prescriptive/Custom	-	-	\$-	\$-	-	-	-	-	-	-	-	-
	Engineered Solutions	-	-	\$-	\$-	-	-	-	-	-	-	-	-
<b>Other Programs</b>													
Home Optimization & Peak Demand Reduction		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
<b>Total Other</b>		<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Supportive Costs Outside Portfolio</b>				<b>\$ -</b>	<b>\$ -</b>			<b>2,392</b>	<b>2,094</b>	<b>34,732</b>	<b>27,894</b>	<b>7,719</b>	<b>2,280</b>
<b>Portfolio Total</b>		<b>56</b>	<b>27</b>	<b>\$ 1,169</b>	<b>\$ 332</b>	<b>2,392</b>	<b>2,094</b>						

## Appendix E - Annual Baseline Calculation

Energy Efficiency Compliance Baselines and Benchmarks (MWh)												
Electric Utility	Plan Year	Sales Period	Sales (MWh)	Adjustments (MWh)	Adjusted Retail Sales (MWh)	Compliance Baseline (MWh)	Overall Annual Energy Reduction Target (%)	Overall Annual Energy Reduction Target (MWh)	State-Administered Annual Energy Reduction Target (%)	State-Administered Annual Energy Reduction Target (MWh)	Utility-Administered Annual Energy Reduction Target (%)	Utility-Administered Annual Energy Reduction Target (MWh)
			(A)	(B)	(C) = (A)-(B)	(D) = Average (C)	(E)	(F) = (E) * (D)	(G)	(H) = (G) * (D)	(I)	(J) = (I) * (D)
ACE	2021	7/1/20 - 6/30/21	9,725,505	954,628	8,770,877							
	2022	7/1/21 - 6/30/22	10,200,284	1,407,029	8,793,255							
	2023	7/1/22 - 6/30/23	8,607,976	34,600	8,573,376							
	Plan Year 2024	7/1/23 - 6/30/24		-	-	8,712,503	1.45%	126,331	0.48%	41,820	0.97%	84,511

**Notes:**

(A) Includes sales as reported on FERC Form-1, as adjusted for the given sales period (planning year)

(B) ACE totals for resale

(E,G,I) No formal targets were established for PY22 in the June 2020 CEA Framework Order

In the Matter of the Petition of Atlantic City Electric Company for Approval of an Energy Efficiency Program,  
Cost Recovery Mechanism and Other Related Relief for Plan Years One Through Three  
BPU Docket No. EO20090621

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