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December 2, 2024

**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](mailto:Sherri.Golden@bpu.nj.gov)

**Re: Quarterly Progress Report of South Jersey Gas Company – 5th 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 fifth quarter (“Q5”) of Program Year 2024<sup>1</sup> (“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.

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<sup>1</sup> For the purposes of these quarterly reports, the numbering of the quarters align to these dates: **Q1** (7/1/23-9/30/23); **Q2** (10/1/23 - 12/31/23); **Q3** (1/1/24 - 3/31/24); **Q4** (4/1/24 - 6/30/24); **Q5** (7/1/24 – 9/30/24); **Q6** (10/1/24 – 12/31/24).

## **Energy Efficiency Program Progress - Executive Summary:**

As of the fifth 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.

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

The Utilities continue to work on the development of the Statewide Coordinator (SWC) system that will facilitate the exchange of both investments and energy savings between a Lead Utility and a Partner Utility. As of Q5 PY24, user acceptance testing has been completed for all market segments – Residential, C&I and Multi-Family. SJG has exchanged data with partner utilities for the Residential programs, and received invoices for all Residential Programs, Multi-Family Direct Install, Multi-Family HPwES and C&I Direct Install Program activity from electric partners. SJG is continuing to perform QA/QC on C&I and Multi-Family programs. SJG and its Partner utilities will continue to exchange investment and energy savings data for prior period activity covering PY1-PY2, subject to completion of QA/QC. The information reflected within this report reflects all investments, financing and savings attributable to SJG as the Lead Utility, after accounting for inflows and outflows of investment transactions between the Lead Utility and a Partner Utility for the Residential Programs, Multi-Family Direct Install, Multi-Family HPwES and C&I Direct Install program, that have been successfully exchanged.

SJG programs delivered an estimated 47,000 DTh of savings in the fifth quarter, or approximately 12% of the total portfolio annual savings 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 an estimated 2,800 DTh in energy savings or approximately 21% of the program's PY24 target. The Home Performance with ENERGY STAR Program saw up to 40 projects completed.
- The Behavioral program reported an estimated 8,600 DTh in energy savings or approximately 9% of the program's PY24 target. The Behavioral Program had up to 204,000 customers in this quarter's treatment group.
- The Efficient Products program reported an estimated 28,000 DTh in energy savings or approximately 14% 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 up to 1,200 participants in this quarter.
  - The Appliance Rebates Program saw up to 500 participants in this quarter.

- SJG offers appliance rebates at 60 retail outlets including large and independently owned stores.
  - The HVAC Program saw up to 1,300 participants in this quarter.
    - In this quarter, up to 40 of the HVAC program participants qualified for the supplemental incentive for Low to Moderate Income customers.
- The Quick Home Energy Check Up Program had up to 110 completed projects.
- The Moderate Income Weatherization Program had up to 100 completed projects.

### Commercial Sector

- South Jersey Gas has contracted Applied Energy Group as the implementation party for the Commercial Programs.
- Small Business Direct Install Program had 1 project completed but has had 10 audits completed during the reporting period.
- The Prescriptive and Custom Program had 2 completed projects 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
- Year to date, the Multi-Family sector has reported an estimated 7,000 DTh in energy savings or approximately 112% 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 up to 125 participants for this quarter resulting in an estimated 1,200 DTh annual savings.

Table 1 shows the Company's overall performance as a percentage of retail sales, which includes retail sales reductions achieved by the Comfort Partners program, which is the primary program serving low-income customers and is co-managed by the Division of Clean Energy in conjunction with 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) <sup>1,2</sup>	Comfort Partners Retail Savings (DTh) <sup>1,2</sup>	Other Programs Retail Savings (DTh) <sup>3</sup>	Total Portfolio Retail Savings (DTh) <sup>1,2</sup>	Compliance Baseline (DTh) <sup>4</sup>	Annual Target (%) <sup>5</sup>	Annual Target (DTh)	Percent of Annual Target (%)
	(A)	(B)	(C)	(D) = (A)+(B)+(C)	(E)	(F)	(G) = (E)*(F)	(H) = (D) / (G)
Quarter	46,222	1,232	N/A	47,455				
YTD	346,826	4,032	N/A	350,858	49,956,915	0.77%	382,170	92%

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

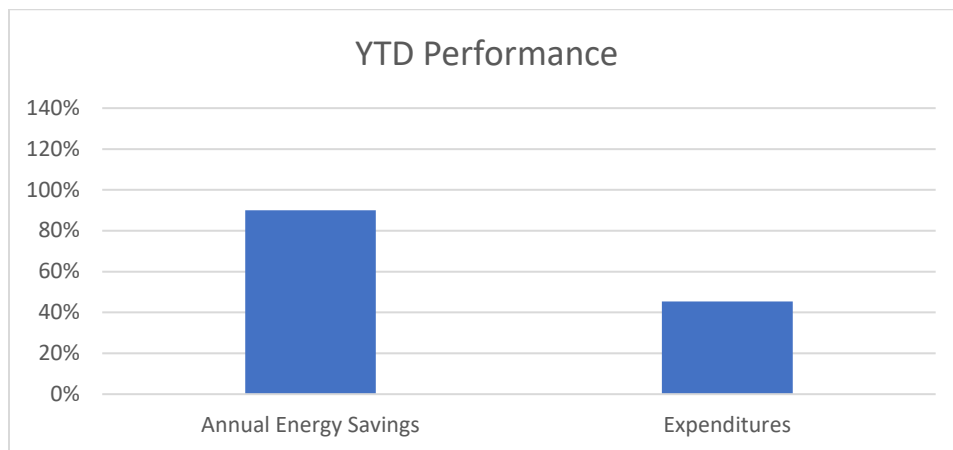
<sup>2</sup> Encompasses all ex-ante savings for the Plan Year, including prior adjustments.

<sup>3</sup> 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.

<sup>4</sup> 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.

<sup>5</sup> As per the October 25, 2023 Board Order extending PY24 from 12 months to 18 months, the Annual Target is multiplied by 150%.

Figure 1 shows that year to date natural gas savings is 92% of the PY24 total portfolio annual savings goal, and program year to date spending is 44% of the PY24 total portfolio expenditure target.



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

For this reporting period, the Residential sector has represented approximately 13% of the sector’s annual target savings. Low to Moderate-Income Savings was driven by the

Moderate-Income Weatherization Program at an estimated 2,500 DTh in annual savings and an estimated 38,000 DTh in lifetime 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 <sup>1</sup>	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 <sup>4</sup>	Comfort Partners YTD Retail Savings <sup>4</sup>	Other Programs YTD Retail Savings <sup>4</sup>	Total Portfolio YTD Retail Savings <sup>4</sup>		
Annual Energy Savings (Dth)	46,222	1,232	N/A	47,455	346,826	4,032	N/A	350,858	390,042	90%
Lifetime Savings (Dth)	646,574	22,748	N/A	669,322	3,258,638	69,041	N/A	3,327,679	3,733,589	89%
Annual Demand Savings (Dth Peak Day)										
Low/Moderate-Income Lifetime Savings (Dth) <sup>2</sup>	69,785	22,748	N/A	92,533	233,678	69,041	N/A	302,718		
Small Commercial Lifetime Savings (Dth) <sup>3</sup>	42,565		N/A	42,565	178,891		N/A	178,891		

<sup>1</sup> Annual targets reflect estimated impacts as filed in the Company’s EE filing and the Order approving the additional six-month extension.

<sup>2</sup> Low/Moderate-Income lifetime savings are provided separately for Comfort Partners and any income-qualified Residential or Multi-Family program.

<sup>3</sup> Small Commercial lifetime savings are Direct Install program savings and those from C&I small business customers (<200 kW peak demand) in other programs.

<sup>4</sup> Year to Date Retail Savings reflects an 18-month Program Year.

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

Residential Programs had up to 208,000 participants and delivered an estimated 44,000 DTh of energy savings during the reporting period, amounting to approximately 13% of the overall sector’s PY24 target. The savings were driven by the Efficient Products program, especially the Marketplace Program and its smart thermostats sales delivering an estimated 5,300 DTh of energy savings, and the exchange of energy savings between South Jersey Gas and its Partner Utilities. The Efficient Products programs had up to 3,000 participants and delivered an estimated 28,000 DTh of energy savings. The Behavioral program had up to 204,000 participants and delivered an estimated 8,600 DTh of energy savings. To date, the utility administered programs delivered an

estimated 346,000 DTh in savings or approximately 89% of the PY24 total portfolio annual savings target.

Expenditures during the quarter are approximately 9% of the budget for PY24 and were driven by Residential Programs and cost sharing with our Partner Utility on multiple Residential Programs through Statewide Coordinator. The closing of multiple C&I 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 <sup>1</sup>	Current Quarter Participants	YTD Participants	Annual Forecasted Participants <sup>3</sup>	Percent of Annual Forecast
Residential	207,275	225,064	211,825	106%
Multi-Family	0	412	1,853	22%
C&I	3	38	1,592	2%
Reported Totals for Utility Administered Programs	207,278	225,514	215,270	105%
Comfort Partners <sup>2 3</sup>	125	600	6,409	N/A
Utility Total	207,403	226,114	215,270	105%

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

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

<sup>3</sup> Annual Forecasted Participants and Percent of Annual Forecast reflects an 18-month Program Year.

### Quarterly Level Expenditures

The following table provides quarterly level expenditures by sector. South Jersey Gas’s expenses for this quarter were an estimated 9% of the PY24 budget.

**Table 4 – Quarterly Sector-Level Expenditures**

Expenditures <sup>1</sup>	Current Quarter Expenditures (\$000)	YTD Expenditures (\$000) <sup>2</sup>	Annual Budget Expenditures (\$000) <sup>2</sup>	Percent of Annual Budget <sup>2</sup>
Residential	\$6,227	\$31,590	\$61,650	51%
Multi-Family	\$160	\$1,258	\$4,761	26%
C&I	\$760	\$3,849	\$16,810	23%
Reported Totals for Utility Administered Programs	\$7,146	\$36,697	\$83,221	44%
Comfort Partners	\$1,073	\$4,909	\$6,435	76%
Utility Total	\$8,220	\$41,606	\$89,656	46%

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

<sup>2</sup> YTD Expenditures, Annual Budget Expenditures and Percent of Annual Budget reflects an 18-month Program Year

## **Quarterly Level Energy Savings**

The Residential Sector largely contributed to the energy savings in this quarter, reporting approximately 44,000 DTh of energy savings, or an estimated 11% of the PY24 total portfolio annual savings 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 <sup>1</sup>	Current Quarter Retail (DTh)	YTD Retail (DTh) <sup>3</sup>	Annual Target Retail (DTh) <sup>3</sup>	Percent of Annual Target <sup>3</sup>
Residential	43,997	317,216	332,516	95%
Multi-Family	0	7,044	6,298	112%
C&I	2,225	22,565	51,228	44%
Reported Totals for Utility Administered Programs	46,222	346,826	390,042	89%
Comfort Partners <sup>2</sup>	1,232	4,032	38,242	N/A
Utility Total	47,455	350,858	390,042	90%

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

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

<sup>3</sup> YTD Retail, Annual Target Retail and Percent of Annual Target reflects an 18-month Program Year.

## **Portfolio Expenditures Breakdown**

Program expenditures reflect South Jersey Gas expenditures for the fifth quarter as an estimated 9% of the PY24 budget.

**Table 6 – Quarterly Costs and Budget Variances by Category <sup>1</sup>**

Total Utility EE/PDR	Quarter Reported (\$000)	YTD Reported (\$000) <sup>3</sup>	Full Year Budget (\$000) <sup>3</sup>	Percent of Budget Spent <sup>3</sup>
Capital Costs	\$0	\$0	\$0	N/A
Utility Administration	\$415	\$1,672	\$3,144	53%
Marketing	\$103	\$646	\$1,726	37%
Outside Services	\$446	\$2,125	\$7,593	28%
Rebates <sup>2</sup>	\$3,626	\$17,120	\$30,601	56%
No- or Low-Interest Loans	\$2,379	\$14,460	\$37,221	39%
Evaluation, Measurement & Verification (“EM&V”)	\$133	\$528	\$2,441	22%
Inspections & Quality Control	\$45	\$146	\$495	29%
Utility EE/PDR Total	\$7,146	\$36,697	\$83,221	44%

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

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

<sup>3</sup> YTD Reported, Full Year Budget and Percent of Budget Spent reflects an 18-month Program Year

## 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 met<sup>1</sup>, and metrics reported herein reflect further direction from BPU Staff<sup>2</sup>. 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.

<sup>1</sup> 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.

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

Programs	Sub Program or Offering	Types of Sub Program Offering	Quarter Overburdened <sup>1</sup>	Quarter Non-Overburdened	% OBC <sup>2</sup>	YTD Overburdened	YTD Non-Overburdened	% OBC <sup>2</sup>
<b>Participation</b>								
Residential - Efficient Products	HVAC	Core	143	1,172	11%	824	5,916	12%
	Appliance Rebates	Core	70	444	14%	306	2,183	12%
	Online Marketplace	Core	198	1,051	16%	1,722	8,288	17%
	EE Giveaway Kits	Core	0	0	N/A	0	1	0%
Residential - Existing Homes	Home Performance with Energy Star	Core	2	39	5%	12	177	6%
	Quick Home Energy Checkup	Additional	14	94	13%	177	841	17%
	Moderate Income Weatherization	Additional	21	77	21%	135	532	20%
Behavioral	Behavioral	Additional	34,402	169,608	17%	34,402	169,608	17%
C&I Direct Install	Direct Install	Core	1	0	100%	7	5	58%
Energy Solutions for Business	Prescriptive/Custom	Core	0	2	0%	5	21	19%
	Energy Management	Additional	0	0	N/A	0	0	N/A
	Engineered Solutions	Additional	0	0	N/A	0	0	N/A
Multi-Family	Multi-Family Home Performance with Energy Star	Core	0	0	N/A	0	2	0%
	Multi-Family Direct Install	Core	0	0	N/A	102	259	28%
	Multi-Family Prescriptive / Custom	Core	0	0	N/A	1	1	50%
	Multi-Family Engineered Solutions	Core	0	0	N/A	1	0	100%
Total Core Participation			414	2,708	13%	2,980	16,853	15%
Total Additional Participation			34,437	169,779	17%	34,714	170,981	17%
Total Participation			34,851	172,487	17%	37,694	187,834	17%
<b>Annual Energy Savings (dth)</b>								
Residential - Efficient Products	HVAC	Core	2,046	16,610	11%	11,420	77,046	13%
	Appliance Rebates	Core	31	194	14%	134	943	12%
	Online Marketplace	Core	777	4,130	16%	6,762	32,628	17%
	EE Giveaway Kits	Core	0	0	N/A	0	3	0%
Residential - Existing Homes	Home Performance with Energy Star	Core	50	341	13%	206	2,263	8%
	Quick Home Energy Check-Up	Additional	39	487	7%	864	3,909	18%
	Moderate Income Weatherization	Additional	316	1,043	23%	2,013	8,534	19%
Behavioral	Behavioral	Additional	1,453	7,163	17%	30,289	112,967	21%
C&I Direct Install	Direct Install	Core	2,109	0	100%	4,167	2,552	62%
Energy Solutions for Business	Prescriptive/Custom	Core	0	116	0%	1,497	12,171	11%
	Energy Management	Additional	0	0	N/A	0	0	N/A
	Engineered Solutions	Additional	0	0	N/A	0	0	N/A
Multi-Family	Multi-Family Home Performance with Energy Star	Core	0	179	0%	0	508	0%
	Multi-Family Direct Install	Core	0	0	N/A	646	1,301	33%
	Multi-Family Prescriptive / Custom	Core	0	0	N/A	129	1,840	7%
	Multi-Family Engineered Solutions	Core	0	0	N/A	2,348	0	100%
Total Core Annual Energy Savings			5,014	21,571	19%	27,310	131,255	17%
Total Additional Annual Energy Savings			1,809	8,693	17%	33,166	125,410	21%
Total Annual Energy Savings			6,823	30,265	18%	60,475	256,665	19%
<b>Lifetime Energy Savings (dth)</b>								
Residential - Efficient Products	HVAC	Core	38,881	316,069	11%	217,427	1,458,344	13%
	Appliance Rebates	Core	371	2,285	14%	1,574	11,082	12%
	Online Marketplace	Core	5,904	31,181	16%	51,167	246,308	17%
	EE Giveaway Kits	Core	0	0	N/A	0	31	0%
Residential - Existing Homes	Home Performance with Energy Star	Core	1,048	9,030	10%	4,961	57,151	8%
	Quick Home Energy Checkup	Additional	397	4,908	7%	8,687	39,442	18%
	Moderate Income Weatherization	Additional	6,887	20,454	25%	42,641	170,112	20%
Behavioral	Behavioral	Additional	1,453	7,163	17%	30,289	112,967	21%
C&I Direct Install	Direct Install	Core	40,969	0	100%	74,196	40,055	65%
Energy Solutions for Business	Prescriptive/Custom	Core	0	1,596	0%	27,673	136,186	17%
	Energy Management	Additional	0	0	N/A	0	0	N/A
	Engineered Solutions	Additional	0	0	N/A	0	0	N/A
Multi-Family	Multi-Family Home Performance with Energy Star	Core	0	4,310	0%	0	12,931	0%
	Multi-Family Direct Install	Core	0	0	N/A	6,456	13,007	33%
	Multi-Family Prescriptive / Custom	Core	0	0	N/A	1,940	32,408	6%
	Multi-Family Engineered Solutions	Core	0	0	N/A	39,425	0	100%
Total Core Lifetime Energy Savings			87,173	364,471	19%	424,821	2,007,504	17%
Total Additional Participation			8,737	32,525	21%	81,617	322,521	20%
Total Lifetime Energy Savings			95,910	396,996	19%	506,438	2,330,025	18%

<sup>1</sup> 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](http://www.nj.gov/dep/ej/communities.html)).

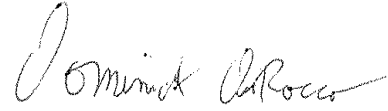
<sup>2</sup> The Ratio column shows the ratio of the overburdened metric over the non-overburdened metric. Comparing the territory-level benchmark ratios versus the program ratios shows how equitable the distribution of the program is between the overburdened and non-overburdened populations. If the program ratio is greater than the benchmark ratio, then the overburdened population is better represented in the program.

<sup>3</sup> Estimation of accounts with overburdened designation determined to be active immediately preceding the current Plan Year.

<sup>4</sup> 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' and a long horizontal stroke at the end.

Dominick DiRocco

DD/caj

cc: Brian Lipman  
Maura Caroselli  
Mamie Purnell  
Karen Forbes  
Stacy Richardson  
Phillip Chao  
Ed McFadden  
Maureen Minkel  
Peter Druckenmiller  
Michael Savacool  
Frank Vetri  
Andrew Lee  
Dylan Bakley

## 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