



September 6, 2024

Sherri L. Golden, Secretary
New Jersey Board of Public Utilities
44 South Clinton Avenue, 1st Floor
P.O. Box 350
Trenton, NJ 08625-0350

Submitted electronically, no paper copies will follow.

This submission replaces the last file dated August 29, 2024 – Table 7 (Equity Performance) results were originally omitted.

DOCKET NOS. QO1901040, QO19060748 & QO17091004

Dear Secretary Golden:

Pursuant to the Board’s current filing procedures, herein is the Quarterly Progress Report for the fourth quarter for Program Year 2024¹ (“PY24”) of New Jersey Natural Gas (“NJNG” or “Company”) with respect to its Clean Energy Act of 2018 Energy Efficiency (“EE”) and Peak Demand Reduction (“PDR”) Programs.

In accordance with the Order issued by the Board in connection with I/M/O the New Jersey Board of Public Utilities’ Response to the COVID-19 Pandemic for a Temporary Waiver of Requirements for Certain Non-Essential Obligations, BPU Docket No. EO20030254, Order dated March 19, 2020, this document is being electronically filed. No paper copies will follow.

Energy Efficiency Program Progress - Executive Summary

Overall Portfolio

SAVEGREEN® (“SAVEGREEN”), the customer branded name for NJNG’s energy efficiency programs, has been serving customers since 2009. This report addresses new efforts for the expansion of SAVEGREEN that occurred on July 1, 2021² to meet the requirements of the Clean Energy Act, including the transition of many programs that were previously administered by New Jersey’s Clean Energy Program. NJNG worked closely with the other New Jersey Utilities (“Utilities”) to develop coordinated programs to offer comprehensive solutions for our customers.

¹ - For the purposes of the quarterly reports for Program Year 2024, the numbering of the quarters aligns 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).

² - During this quarter, NJNG was also performing activities to close out projects that were authorized under prior program approvals in BPU Docket No. GO18030355. NJNG will continue to comply with the reporting requirements established within that Docket.

Since NJNG had robust energy-efficiency programs in place and good working relationships with many contractors, NJNG was able to leverage many elements of our existing structure for program expansion, including the ability to refresh our online marketplace and microsite, established communication and marketing channels with customers and contractors, infrastructure and procedures for our On-Bill Repayment Program (“OBRP”) and knowledgeable employees, experienced in our energy-efficiency programs, many of whom have been with SAVEGREEN since 2009. NJNG continues to refine our Program Management Software System (“PMSS”) to properly support the tracking of the energy savings and investments of our expanded program portfolio and provide enhanced functionality for customers and contractors, as well as on-going coordination efforts with the Utilities. With limited exceptions noted within this report, NJNG is not using Third Party Implementation Contractors to administer most programs.

The Utilities continue to work on refining 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 PY24-Q4, all utilities have approved all market segments: Residential, Commercial, and Multifamily programs have begun exchanging data for certain programs. NJNG has distributed invoices to our partner utilities for HVAC, Community Kits, Online Marketplace, Home Performance with ENERGY STAR (“HPwES”), Quick Home Energy Checkup (“QHEC”), Moderate-Income Weatherization, and Direct Install on prior period activity covering PY1 and PY2. Additionally, NJNG has received invoices for various Residential and Commercial programs activity from NJNG’s electric partners (ACE, JCP&L, and PSE&G). As a result of the minor overlap in service territory between NJNG and PSE&G, there has been limited exchange activity with customer participation. As discussed during Utility Working Group discussions, Utilities are supporting incentives for comprehensive projects that address both fuels with the intention to transfer all information through the SWC which is integrated with each utility’s program management software and tracking system. Accordingly, the information presented within this report reflects all investments, financing, and savings attributable to NJNG as the Lead Utility, after accounting for inflows and outflows of investments and energy savings transactions between the Lead Utility and Partner Utility, that have been successfully exchanged.

All of NJNG’s approved programs that were expected to launch in July 2021 were accepting applications from customers and contractors that month. In addition, as noted in our filing and follow-up discussions, NJNG launched certain newer Additional Utility Led Programs, including Moderate-Income Weatherization, Energy Management, and Engineered Solutions, later in Program Year 1 (PY22). Due to longer lead times for commercial projects, Engineered Solutions and Energy Management did not have any closed projects as of the end of this reporting quarter, but the Commercial Team has four Engineered Solutions projects enrolled and two other potential projects for Energy Management.

Collectively, the utility administrated programs delivered over 512,000 Dth in savings (which includes Comfort Partners and legacy projects) through PY24-Q4. Additional information on the composition of the savings is presented both within this report and in Appendices B through E.

Additionally, NJNG is committed to improving our programs. NJNG has been working closely with DNV Energy Insights, the primary evaluation contractor, and their subcontractor APPRISE, Inc. For the purpose of this report, they will collectively be referred to as the DNV Team. The DNV Team is working as per the guidance provided by the Statewide Evaluator (“SWE”) Team that is under contract to the BPU. For the PY23 evaluation, final reports for all the programs have been sent to SWE along with the evaluation use memo which has all the recommendations compiled together. For PY24 evaluation, workplans for all of the programs have been finalized with SWE and DNV Team is currently conducting process and impact analysis. Some participant surveys have been launched and program staff interviews have been completed.

Residential Sector - year-to-date highlights include:

- **Energy Efficient Products**

- HVAC Program completed 8,067 measures.
- As noted in previous reported quarters, NJNG halted the distribution of community conservation kits as a result of the implementation of State Law A-5160 (enacted in January 2022). NJNG was no longer able to claim savings for the majority of the energy saving measures in conservation kits because of the increased efficiency standard and the inability to identify the current condition in the customers home for these products.
- Online Marketplace sold 3,601 efficient products to NJNG customers. Majority (79%) of these sales were driven by smart thermostats, but NJNG also offered discounted energy products for the home. NJNG previously also sold conservation kits on the Marketplace but also eliminated these sales as a result of the adoption of State Law A-5160, as noted in the previous bullet.
- NJNG processed 3,224 appliance rebate incentives for clothes washer/dryer units.

- **Existing Homes**

- HPwES Program completed 522 projects. Those projects do not include HPwES activity within the Multifamily market which is addressed further in this report.
- QHEC Program completed 993 customer visits which included the direct installation of energy saving measures. NJNG also offers an enhanced QHEC+ version that includes additional diagnostic tests and the installation of smart thermostats purchased through the Online Marketplace.
 - All QHEC visits and QHEC+ audits were conducted by NJNG employees with full BPI certification.
 - The original fee for the QHEC+ is \$49, however our approval allowed us to offer discounted rates during promotional periods and qualifying circumstances to encourage participation.
 - ✓ QHEC+ was offered free to residents who moved to a new NJNG service address within their first 12 months at the residence.
 - ✓ There is a limited time (June 12, 2024 through September 30, 2024) promotion on QHEC+ for \$1.
 - NJNG is continuing with social media campaigns thorough Facebook, Instagram, and Google targeting customers within the NJNG service territory.
 - A QHEC+ promotional video (<https://www.youtube.com/watch?v=r10JmdPLd6E&t=2s>) was developed and launched earlier PY24 and was promoted on social media (Facebook and Instagram) and streaming platforms (YouTube and Hulu). This video is also hosted on the NJNG YouTube page and SAVEGREEN website to help promote organic search and access. Impressions (number of times users were exposed to videos) across all channels totaled over 1.4M.
- Moderate-Income Weatherization Program completed 239 projects.
 - Moderate Income Weatherization was the focus of the Senior Expo and Fashion show that was part of our Senior Citizens Alliance Network (SCAN) sponsorship, held on May 10, 2024.
 - There were also limited targeted marketing campaigns specific to Moderate Income Weatherization during this reporting period, although 1,582 leads were received.
- Information continues to be provided to Monmouth, Ocean, and Morris counties agencies, including Affordable Housing Alliance (<https://housingall.org/>) and Ocean Inc. These agencies provide information on the Moderate-Income Weatherization Program to customers over income limits for Comfort Partners.

- **Home Energy Education and Management**

- Behavioral Program had more than 273,400 active treatment customers and achieved 310,001 Dth of the annual forecasted goal of 103,518 Dth.

Commercial Sector - year-to-date highlights include:

- The Direct Install Program completed 36 projects.
 - NJNG has seen greater participation in this program as a result of modifications to the screening tool for Direct Install Projects.
 - As of June 30, 2024, the Direct Install project pipeline had 54 applications submitted for future projects with a steady inflow of new applications.
- The Prescriptive/Custom Program completed 5 projects.
 - As noted in prior reports and discussions with BPU staff, NJNG has been successful in converting some Prescriptive Program requests into comprehensive Direct Install projects resulting in greater savings opportunities for customers. NJNG’s Commercial Team encourages all interested customers to consider pivoting to more comprehensive upgrades whenever possible.
- As of June 30, 2024, the Engineered Solutions project pipeline had 4 applications submitted for future projects which tend to have extended development cycles.
 - NJNG had 3 legacy projects (Engineered Solutions) close in prior reporting periods (PY24-Q1/Q3). Those savings (annual/lifetime) are reflected in Table 1 (Program Year 2024 Program Results) and Table 2 (Quantitative Performance Indicators).
- NJNG has 2 committed Energy Management projects in the pipeline (audit stage) and is engaged with other interested customers that have not yet committed to moving forward with the project.
- Although NJNG noticed steady growth in its project pipelines, supply chain challenges (equipment delays) are ongoing along with public bidding requirements for municipality and school customers. NJNG is actively working with its vendors to mitigate these challenges and deliver projects on schedule wherever possible to meet the needs of both customers and the program.
- NJNG incurred program costs in Engineered Solutions and Energy Management projects in progress, but had no projects close during this reporting period.
- NJNG launched our first commercial marketing campaign. Strategies included social media, e-mail, and direct mail.

Multifamily Sector - year-to-date highlights include:

- The Multifamily HPwES Program completed 608 units.
- Our outreach team is engaged in one-on-one discussions with customers who are interested in learning more about the available programs.
- NJNG was available to accept interested customers into the program for the initial screening and to process incentives for Prescriptive measures pathway. However, no customer applications for this pathway were submitted for this reporting period.
- NJNG also had the infrastructure in place to engage Multifamily property owners in Engineered Solutions. Applications for interested customers are currently under review.

Outreach

In order to support the lead generation efforts of NJNG's entire portfolio of programs (spanning across Residential, Commercial, and LMI), outreach initiatives which involved sponsoring events and exhibits for the purpose of sharing SAVEGREEN information included the following:

- Power of Community - Sparking Innovation, held on April 11, 2024;
- Property Owners Association Expo, held on April 17, 2024;
- 25th Annual NJ Emergency Preparedness Conference, held on April 22, 2024;
- Sustainable Jersey Summit, held on May 3, 2024;
- Blue Claws Baseball Games (Medusa and Irish Heritage nights), held on May 5th, May 31st, and June 29, 2024;
- Senior Expo and Fashion - Senior Citizens Alliance Network (SCAN), held on May 10, 2024;
- Assisted Living Conference, held on May 14, 2024;
- NJ Conference of Mayors, held from May 15th through 17th, 2024;
- Annual Ocean Fun Days, held on May 18th and 19th, 2024;
- New Jersey Apartment Association (NJAA), held from May 21st through 23rd, 2024;
- Greater Ocean Township Biz Expo, held on June 11, 2024.

NJNG continued digital carousel ads on social channels (Facebook and Instagram) and search engine platforms (Google and Bing), as well as a promotional video advertised on Facebook, YouTube, and Hulu.

- Program specific ads included Marketplace (thermostat promotions), HPwES (enhanced incentives), and QHEC (\$1 fee promotion).

Contractor Summary

- NJNG engages nearly 1,900 contractors through our monthly contractor newsletter.
- Any licensed contractor can offer rebates for qualifying residential HVAC equipment and commercial Prescriptive equipment.
- 248 Contractors have been onboarded to participate in our OBRP program, this includes 29 contractors for the HPwES Program.
- There were 49 commercial contractors onboarded for our Direct Install Program.
- There were 52 contractors for our Prescriptive Program who signed a participation agreement to allow them to offer our OBRP program.
- There were 13 engineering firms for our Engineered Solutions Program.

Workforce Development

To support the growth of the Clean Energy Jobs Workforce Development Program, Building Performance Institute, Inc. (BPI) Certification classes are being offered to eligible participants which include unemployed candidates, veterans, etc. in NJNG's service territory. Candidates receive the training and certification testing at no charge. Classes are a mix of online and hybrid to learn the fundamentals of the industry such as home inspections, energy modeling, enhanced in-field management, etc. Students must successfully complete 3 classes to obtain their BPI Certification.

- As of June 30, 2024, there were 27 graduates that obtained their BPI Certification.

Table 1 - Program Year 2024 Program Results shows the Company’s overall performance as a percentage of retail sales, which includes retail sales reductions achieved by the New Jersey Comfort Partners Program, which is the primary program serving low-income customers and is co-managed with the Division of Clean Energy in conjunction with NJNG and the other investor-owned electric and gas utility companies.

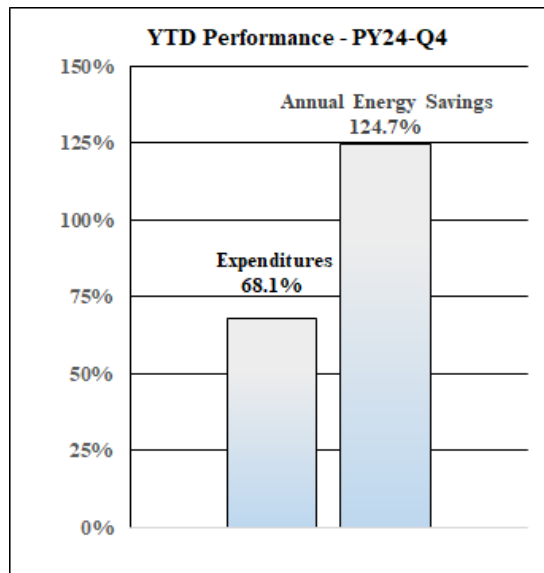
Table 1 - Program Year 2024 Program Results ²

Utility-Administered Programs Ex-ante Energy Savings (Dth)	Comfort Partners Ex-ante Energy Savings (Dth)	Other Programs Ex-ante Energy Savings (Dth) ¹	Total Ex-ante Energy Savings (Dth)	Compliance Baseline (Dth)	Annual Target (%)	Annual Target (Dth)	Percent of Annual Target (%)
(A)	(B)	(C)	(D) = (A) + (B) + (C)	(E)	(F)	(G) = (E) * (F)	(H) = (D) / (G)
485,970	8,382	17,653	512,005	67,337,153	0.51%	343,419	149.1%

¹ - Other Programs include Company-specific programs that are not part of the Clean Energy Act (CEA) energy efficiency programs, such as legacy programs and pilots. NJNG legacy programs that close within PY24 (Q1/Q3) only reflect savings from legacy programs that did not have an overlap with NJCEP, primarily Engineered Solutions.

² - Values displayed in the accompanying table are rounded to the nearest Dth.

Figure 1 - PY24-Q4 Performance of Expenditures and Annual Energy Savings



The chart above is reflective of expenditures and savings (which also include Comfort Partners and legacy projects) from NJNG’s approved plan (not reflective of the retail energy targets which is captured in Table 1 - Program Year 2024 Program Results).

Table 2 - Quantitative Performance Indicators 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 NJNG that were authorized or funded by or through a prior filing or authorization.

Table 2 - Quantitative Performance Indicators ⁹

	Utility-Administered Plan Year Results	Comfort Partners Plan Year Results	Other Programs Plan Year Results ⁸	Total Plan Year Results	Annual Target ⁵	Percent of Annual Target Achieved
Annual Energy Savings (Dth) ¹	485,970	8,382	17,653	512,005	410,483	124.7%
Lifetime Savings (Dth)	3,374,738	126,913	323,364	3,825,015	4,400,219	86.9%
Annual Demand Savings (Dth Peak Day) ²						
Lifetime Persisting Demand Savings (Dth-year) ⁵						
Low/Moderate-Income Lifetime Savings (Dth) ³	14,638	126,913	-	141,551		
Small Commercial Lifetime Savings (Dth) ⁴	14,612		-	14,612		
Net Present Value of Utility Cost Test Net Benefits (\$) ^{6/7}	\$ -			\$ -		

¹ - Calculated savings at the retail (customer meter) level. Savings are ex-ante.
² - Calculation methodology for Annual Demand Savings and Lifetime of Persisting Demand Savings for natural gas are in development.
³ - Low/Moderate-Income lifetime savings are the total of any income-qualified Residential or Multifamily program, including Comfort Partners. There are additional LMI customers that participate in other programs (Online Marketplace and Appliance Rebates-Washers/Dryers) however we do not distinguish their income.
⁴ - Small Commercial lifetime savings are Direct Install Program savings and those from C&I small business customers (<200 kW peak demand) in other programs.
⁵ - Annual Targets reflect estimated impacts as filed the Company's 2021-2024 Clean Energy Filing.
⁶ - Cost effectiveness impacts are not calculated for Comfort Partners or Other Programs.
⁷ - Net Present Value of Utility Cost Test Net Benefits was reported at \$665,739 during PY1 and \$3,131,483 during PY2.
⁸ - Other Programs include Company-specific programs that are not part of the Clean Energy Act (CEA) energy efficiency programs, such as legacy programs and pilots. NJNG legacy programs that close within PY24 (Q1/Q3) only reflect savings from legacy programs that did not have an overlap with NJCEP, primarily Engineered Solutions.
⁹ - Values displayed in the accompanying table are rounded to the nearest Dth.

Sector-Level Participation, Expenditures, and Energy Savings

Participation

NJNG has seen a strong start to the residential programs because we have been offering a range of residential energy-efficiency programs since 2009. NJNG has a robust network of participating contractors, active communication channels, and marketing efforts.

Project complexity, commissioning requirements, and supply chain delays contributed to no Engineered Solutions project completions. Based on experience supporting the commercial energy efficiency programs run by NJCEP, NJNG recognizes longer lead times for those programs. Due to this, NJNG expected to have a limited number of closed commercial projects during this timeframe. NJNG had similar expectations for the Multifamily program, especially since it launched mid-year during PY22. NJNG’s annual forecasted participation was based on commitments rather than closed projects. Additionally, as a result of the implementation of A-5160, NJNG was no longer claiming participants for Conservation Kits.

Table 3 - Sector-Level Participation

Sector ¹	Quarter Participants	YTD Participants	Annual Forecasted Participants	Percent of Annual Forecast
Residential	278,646	290,066	270,530	107.2%
Multifamily	78	608	1,341	45.3%
C&I ²	10	41	1,457	2.8%
Reported Totals for Utility Administered Programs	278,734	290,715	273,328	106.4%
Comfort Partners	138	617	824	74.9%
Utility Total	278,872	291,332	274,152	106.3%

¹ - Please note that these numbers are totals across all programs within a sector. Appendix B shows the participation results for individual programs or offerings.

² - During the initial planning, Annual Forecasted Participants in the Commercial Sector (C&I) were overestimated.

Expenditures

NJNG requested adjustments to the annual budget during PY24. As reflected in Table 4 below, NJNG has over 100% of the Residential sector budget, 21% of the Multifamily sector budget, and 43% of the Commercial sector budget. The smaller relative spend for the Multifamily and Commercial Programs reflects that limited incentives were processed during the reporting period; however, there is significant activity occurring on projects in process and regarding outreach to engage further customers. NJNG's annual forecasted expenditures were based on commitments rather than closed projects. Accordingly, some programs within the commercial sector spending are expected to remain at lower levels since many comprehensive projects with longer lead times will likely close after the conclusion of Triennial 1.

Table 4 - Sector-Level Expenditures ^{2/3}

Expenditures ¹	Quarter Expenditures (\$000)	YTD Expenditures (\$000)	Annual Budget Expenditures (\$000)	Percent of Annual Budget
Residential	\$ 12,092	\$ 40,926	\$ 38,929	105.1%
Multifamily	\$ 230	\$ 1,929	\$ 9,164	21.0%
C&I	\$ 7,436	\$ 17,594	\$ 40,622	43.3%
Reported Totals for Utility Administered Programs	\$ 19,758	\$ 60,449	\$ 88,715	68.1%
Comfort Partners	\$ 1,374	\$ 5,700	\$ 5,749	99.2%
Utility Total	\$ 21,132	\$ 66,149	\$ 94,464	70.0%

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

² - Budgets reflect PY3 budget prior to the PY3 extension, which was submitted April 4, 2024, along with the re-alignment of funds which was submitted on October 19, 2023 (BPU DOCKET NO. GO20090622). Actual total Triennium program budgets remain within approved amounts.

³ - Values displayed in the accompanying table are rounded to the nearest thousand.

Energy Savings

NJNG is working to refine procedures to improve the customer experience, engage more contractors, and reach more customers through marketing and outreach.

Table 5 - Sector-Level Energy Savings ³

Annual Energy Savings ¹	Quarter Retail (Dth)	YTD Retail (Dth)	Annual Target Retail Savings (Dth)	Percent of Annual Target
Residential	131,963	465,580	268,551	173.4%
Multifamily	516	5,778	18,710	30.9%
C&I ²	3,123	14,612	123,222	11.9%
Reported Totals for Utility Administered Programs	135,602	485,970	410,483	118.4%
Comfort Partners	2,933	8,382	5,680	147.6%
Utility Total	138,535	494,352	416,163	118.8%

¹ - Annual energy savings represent the total expected annual savings from all EE measures within each sector. Appendix B shows the annual energy savings results for individual programs or offerings.

² - During the initial planning, Annual Target Retail Savings in the Commercial Sector (C&I) were overestimated.

³ - Values displayed in the accompanying table are rounded to the nearest Dth.

Portfolio Expenditures Breakdown

Table 6 provides quarterly, and year-to-date costs compared to the full program year budget. As other Commercial and Multifamily Programs begin to close NJNG anticipants that spending will increase in the cost categories that represent program delivery. Those cost categories include Marketing, Rebates, Low-Interest Loans, EM&V, and Inspections/Quality Control.

Table 6 - Annual Costs and Budget Variances by Category ⁴

Total Utility EE/PDR ¹	Quarter Reported (\$000)	YTD Reported (\$000)	Full Year Budget (\$000)	Percent of Annual Budget Spent
Capital Costs ^{2/3}	\$ 108	\$ (152)	\$ 23	-661%
Utility Administration	\$ 3,186	\$ 8,546	\$ 6,076	140.7%
Marketing	\$ 199	\$ 933	\$ 1,496	62.4%
Outside Services ⁴	\$ (1,394)	\$ (1,173)	\$ 1,935	-60.6%
Rebates	\$ 10,785	\$ 26,231	\$ 40,269	65.1%
No or Low-Interest Loans	\$ 6,488	\$ 25,128	\$ 37,019	67.9%
Evaluation, Measurement & Verification (EM&V)	\$ 623	\$ 1,829	\$ 2,774	65.9%
Inspections & Quality Control	\$ 35	\$ 157	\$ 166	94.3%
Utility Total	\$ 20,030	\$ 61,499	\$ 89,757	68.5%

¹ - Categories herein align to NJNG's EE plan as approved by the BPU.

² - PY1 budget for Capital Cost was established at \$1.3M. At PY1-Q4 \$823K (61%) was spent. \$527K remained, which carried over and became PY2 full year budget. During PY2-Q4 \$504K was spent. \$23K remained and became PY3 budget.

³ - Outside Services is negative due to a correction that was made to how certain overhead expenses were categorized, wherein an adjusting journal entry was made to correct this program to date. Certain expenses were treated as Outside Services, however upon further review, it was determined these expenses should be allocated to Utility Administration retroactively for PY1-PY3. e.g., Fleet expenses for the SAVEGREEN program were reclassified from Outside Services to Utility Administration.

⁴ - Values displayed in the accompanying table are rounded to the nearest thousand.

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 specific census criteria are met¹, and metrics reported herein reflect further direction from BPU Staff².

NJNG devoted significant internal resources to developing the proper reports to extract the information used to populate this table from our Customer Information System to calculate the system wide reference points and our PMSS to develop related participation metrics. NJNG intends to improve our understanding of the implications of these metrics and pursue additional focused strategies to improve the participation levels for customers in OBC as needed.

NJNG has pursued distinct outreach strategies to benefit our low-to moderate-income customers living in (and outside, e.g., senior populations) OBCs. These strategies provide our customers with information about special programs and enhanced incentives the energy efficiency programs have to help lower their energy bills and potentially improve the comfort and safety of their homes. Activities include outreach events, customer bill inserts, newsletters, e-mail campaigns, social media advertising, and direct mail. NJNG works with community partners to reach customers in OBC communities. We continue to develop new approaches and strategies to increase participation.

Table 7 - Equity Performance ⁶

Territory-Level Benchmarks	Overburdened ¹	Non-Overburdened	Total	Ratio ²
# of Household Accounts ³	64,552	466,514	531,066	0.12
# of Large Commercial Accounts ³	1,097	4,925	6,022	0.18
# of Small Commercial Accounts ³	4,618	28,736	33,354	0.14
Totals	70,267	500,175	570,442	0.12

Territory-Level Benchmarks	Overburdened ¹	Non-Overburdened	Total	Ratio ²
Household Accounts - Annual Energy	54,951,872	477,761,510	532,713,382	0.10
Large Commercial Accounts - Annual Energy	24,519,742	100,048,084	124,567,826	0.20
Small Commercial Accounts - Annual Energy	47,618,975	276,913,011	324,531,986	0.15
Totals (Therms) ⁴	127,090,589	854,722,605	981,813,194	0.13
Totals (Dth) ⁴	12,709,059	85,472,261	98,181,319	0.13

Program	Sub-Program or Offering	Type of Sub-Program/Offering	Quarter Overburdened ¹	Quarter Non-Overburdened	Quarter Ratio ²	YTD Overburdened ¹	YTD Non-Overburdened	YTD Ratio ²
Participation								
Residential - Efficient Products	HVAC	Core	96	2,405	0.04	312	7,755	0.04
	Community Kits	Core	-	-	-	-	-	-
	Others (Online Marketplace & Washers/Dryers)	Core	237	2,026	0.10	662	6,163	0.10
	Total Efficient Products Participation		333	4,431	0.07	974	13,918	0.07
Residential - Existing Homes	Home Performance with Energy Star	Core	13	104	0.11	91	431	0.17
	Quick Home Energy Check-Up	Additional	16	215	0.07	60	933	0.06
	Moderate-Income Weatherization	Additional	39	75	0.34	81	158	0.34
Home Energy Education & Management	Behavioral	Additional	28,501	244,919	0.10	28,501	244,919	0.10
	Total Residential Participation		28,902	249,744	0.10	29,707	260,359	0.10
C&I Direct Install	Direct Install	Core	1	8	0.11	5	31	0.14
	Prescriptive/Custom	Core	-	1	-	2	3	0.40
Energy Solutions for Business	Energy Management	Additional	-	-	-	-	-	-
	Engineered Solutions	Additional	-	-	-	-	-	-
	Total Business Participation		1	9	0.10	7	34	0.17
Multifamily	HPwES	Core	-	78	-	120	488	0.20
	Direct Install	Core	-	-	-	-	-	-
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
	Total Multifamily Participation		-	78	-	120	488	0.20
	Total Core Participation ⁵		347	4,622	0.07	1,192	14,871	0.07
	Total Additional Participation ⁵		28,556	245,209	0.10	28,642	246,010	0.10
	TOTAL PARTICIPATION ⁵		28,903	249,831	0.10	29,834	260,881	0.10

Program	Sub-Program or Offering	Type of Sub-Program/Offering	Quarter Overburdened ¹	Quarter Non-Overburdened	Quarter Ratio ²	YTD Overburdened ¹	YTD Non-Overburdened	YTD Ratio ²
Annual Energy Savings (Dth)								
Residential - Efficient Products	HVAC	Core	1,300	30,593	0.04	3,542	89,999	0.04
	Community Kits	Core	-	-	-	-	-	-
	Others (Online Marketplace & Washers/Dryers)	Core	3,148	34,043	0.08	3,864	42,293	0.08
Total Efficient Products Annual Energy Savings (Dth)			4,448	64,636	0.06	7,406	132,292	0.05
Residential - Existing Homes	Home Performance with Energy Star	Core	212	2,405	0.08	1,316	9,610	0.12
	Quick Home Energy Check-Up	Additional	93	377	0.20	108	922	0.10
	Moderate-Income Weatherization	Additional	527	1,204	0.30	916	3,010	0.23
Home Energy Education & Management	Behavioral	Additional	7,392	50,670	0.13	31,032	278,969	0.10
Total Residential Annual Energy Savings (Dth)			12,672	119,292	0.10	40,778	424,803	0.09
C&I Direct Install	Direct Install	Core	1,976	1,123	0.64	3,516	10,991	0.24
Energy Solutions for Business	Prescriptive/Custom	Core	-	23	-	14	90	0.13
	Energy Management	Additional	-	-	-	-	-	-
	Engineered Solutions	Additional	-	-	-	-	-	-
Total Business Annual Energy Savings (Dth)			1,976	1,146	0.63	3,530	11,081	0.24
Multifamily	HPwES	Core	-	516	-	997	4,781	0.17
	Direct Install	Core	-	-	-	-	-	-
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Multifamily Annual Energy Savings (Dth)			-	516	-	997	4,781	0.17
Total Core Annual Energy Savings ⁵			-	-	-	-	-	-
Total Additional Annual Energy Savings ⁵			-	-	-	-	-	-
TOTAL ANNUAL ENERGY SAVINGS ⁵			-	-	-	-	-	-

Program	Sub-Program or Offering	Type of Sub-Program/Offering	Quarter Overburdened ¹	Quarter Non-Overburdened	Quarter Ratio ²	YTD Overburdened ¹	YTD Non-Overburdened	YTD Ratio ²
Lifetime Energy Savings (Dth)								
Residential - Efficient Products	HVAC	Core	24,250	571,686	0.04	66,613	1,696,948	0.04
	Community Kits	Core	-	-	-	-	-	-
	Others (Online Marketplace & Washers/Dryers)	Core	23,881	257,179	0.08	29,653	322,215	0.08
Total Efficient Products Lifetime Energy Savings (Dth)			48,131	828,865	0.05	96,266	2,019,163	0.05
Residential - Existing Homes	Home Performance with Energy Star	Core	3,341	37,148	0.08	19,888	147,393	0.12
	Quick Home Energy Check-Up	Additional	865	3,370	0.20	1,018	8,283	0.11
	Moderate-Income Weatherization	Additional	13,201	26,936	0.33	22,792	71,635	0.24
Home Energy Education & Management	Behavioral	Additional	15,523	106,408	0.13	65,167	585,835	0.10
Total Residential Lifetime Energy Savings (Dth)			81,061	1,002,727	0.07	205,131	2,832,309	0.07
C&I Direct Install	Direct Install	Core	36,947	17,287	0.68	60,459	176,856	0.25
Energy Solutions for Business	Prescriptive/Custom	Core	-	351	-	265	1,498	0.15
	Energy Management	Additional	-	-	-	-	-	-
	Engineered Solutions	Additional	-	-	-	-	-	-
Total Business Lifetime Energy Savings (Dth)			36,947	17,638	0.68	60,724	178,354	0.25
Multifamily	HPwES	Core	-	8,770	-	16,941	81,280	0.17
	Direct Install	Core	-	-	-	-	-	-
	Prescriptive/Custom	Core	-	-	-	-	-	-
	Engineered Solutions	Core	-	-	-	-	-	-
Total Multifamily Lifetime Energy Savings (Dth)			-	8,770	-	16,941	81,280	0.17
Total Core Lifetime Energy Savings ⁵			88,419	892,421	0.09	193,819	2,426,190	0.07
Total Additional Lifetime Energy Savings ⁵			29,589	136,714	0.18	88,977	665,753	0.12
TOTAL LIFETIME ENERGY SAVINGS ⁵			118,008	1,029,135	0.10	282,796	3,091,943	0.08

¹ - Across all programs, 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). The Overburdened Community (OBC) census blocks are defined with three criteria: at least 35% of households qualify as low-income, at least 40% of residents identify as minority, and at least 40% of households have limited English proficiency. If any of the three criteria is satisfied, the census block is defined as OBC. Staff directed to only include OBC census blocks where at least 35% of households qualify as low-income. For example, a census block that only satisfies the limited English proficiency criteria is not included.

² - The %OBC column shows the ratio of the overburdened metric over the total of overburdened plus non-overburdened. Comparing the territory-level benchmark %OBC (upper table) versus the program %OBC (lower table) shows how equitable the distribution of the program is between the overburdened and non-overburdened populations. If the program %OBC is greater than the benchmark %OBC, then the overburdened population is better represented in the program relative to the percentage of overburdened households or business in the utility territory.

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.

⁵ - Individual line items or totals as listed in the OBC table may differ slightly from those results in Appendix B table due to rounding.

⁶ - The 2020 census data was used for PY3 (all quarters) and PY2-Q3/Q4. Previous quarterly reports (PY1-Q1/Q2/Q3/Q4 and PY2-Q1/Q2) reflected 2019 census data.

Table 9 - Legacy Program Totals ¹

Utility	(\$000)		ELECTRIC SAVINGS - Installed			GAS & OTHER FUEL SAVINGS - Installed	
	Total Budget	Total Expenses	Peak Demand Electric Savings (kW)	Annual Electric Savings (MWh)	Lifetime Electric Savings (MWh)	Annual Gas Savings (MMBtu)	Lifetime Gas Savings (MMBtu)
NJNG ²	\$ 135,056	\$ 16,977	1,429	17,227	333,882	17,653	323,364

¹ - Other Programs include Company-specific programs that are not part of the Clean Energy Act (CEA) energy efficiency programs, such as legacy programs and pilots. NJNG legacy programs that close within PY24 (Q1/Q3) only reflect savings from legacy programs that did not have an overlap with NJCEP, primarily Engineered Solutions.

² - As of PY24-Q4 (June 2024), NJNG has closed (during quarters Q1 & Q3) 3 legacy programs, all Engineered Solutions.

NJNG is pleased to provide the above information regarding the performance of the Company's portfolio of EE Programs. Please contact the undersigned (via e-mail at tvanaken@njng.com) should you have any questions or concerns regarding this report.

Respectfully submitted,

A handwritten signature in black ink that reads "Todd Van Aken". The signature is written in a cursive style with a large, sweeping initial "T".

Todd Van Aken
Director - SAVEGREEN

Cc:
Philip Chao
Brian Lipman
Maura Caroselli
Mamie Purnell
Stacy Richardson

List of Appendices

The bolded appendices in this list also appear in the accompanying Annual Report Appendix Spreadsheet.

- **Appendix A - Participant Definitions**
- **Appendix B - Energy Efficiency and PDR Savings Summary**
- **Appendix C - Energy Efficiency and PDR Savings Summary, LMI Customers**
- **Appendix D - Energy Efficiency and PDR Savings Summary, Business Customers**
- **Appendix E - Annual Baseline Calculation**

Appendix A - Participant Definitions

NJ Program/Pathways		Participants (as lead utility)
Efficient Products	HVAC	Sum of HVAC units (multiple units per customer, counts as multiple participants)
	Rebated Products	Quantity of units rebated (based on SKU)
	Online Marketplace	Quantity of units sold (based on SKU) - net of returns (negative in current period)
	EE Kits - Giveaway	Per kit delivered
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	MF 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

Appendix B - Energy Efficiency and PDR Savings Summary ⁷

For Period Ending PY24-Q4																
NJNG		Participation				Actual Expenditures ⁴				Ex Ante Energy Savings ⁶						
		A	B	C	D = C / B	E	F	G	H = G / F	I	J	K	L = K / J	M	O	P
		Current Quarter	Annual Forecasted Participation Number	Reported Participation Number YTD	YTD % of Annual Participants	Current Quarter (\$000)	Forecasted Annual Program Costs 1 (\$000)	Reported Program Costs YTD (\$000)	YTD % of Annual Budget	Current Quarter Annual Retail Energy Savings (Dth)	Annual Forecasted Retail Energy Savings (Dth)	Reported Retail Energy Savings YTD (Dth)	YTD % of Annual Energy Savings	Current Quarter Reported Wholesale Energy Savings (Dth)	Current Quarter Lifetime Retail Savings (Dth)	YTD Lifetime Retail Savings (Dth)
Residential Programs	Sub-Program															
Efficient Products *	HVAC	2,501	7,375	8,067	109.4%	\$ 8,139	N/A	\$ 27,605	N/A	31,893	66,440	93,541	140.8%	32,212	595,936	1,763,561
	Community Kits ³	-	10,000	-	0.0%	\$ -	N/A	\$ (50)	N/A	-	11,188	-	0.0%	-	-	-
	Others (Online Marketplace & Washers/Dryers)	2,263	21,532	6,825	31.7%	\$ 1,103	N/A	\$ 1,639	N/A	37,191	57,277	46,157	80.6%	37,563	281,060	351,868
	Total Efficient Products	4,764	38,907	14,892	38.3%	\$ 9,242	\$ 26,661	\$ 29,194	109.5%	69,084	134,906	139,698	103.6%	69,775	876,996	2,115,429
Existing Homes	Home Performance with Energy Star *	117	774	522	67.4%	\$ 1,623	\$ 7,913	\$ 7,209	91.1%	2,617	23,901	10,926	45.7%	2,643	40,489	167,281
	Quick Home Energy Check-Up	231	1,733	993	57.3%	\$ 423	\$ 1,317	\$ 1,546	117.4%	470	2,268	1,030	45.4%	475	4,235	9,301
	Moderate-Income Weatherization	114	116	239	206.0%	\$ 730	\$ 1,783	\$ 1,669	93.6%	1,731	3,958	3,926	99.18%	1,748.31	40,137	94,427
Home Energy Education & Management	Behavioral ²	273,420	229,000	273,420	119.4%	\$ 75	\$ 1,255	\$ 1,308	104.2%	58,061	103,518	310,000	299.5%	58,642	121,930	651,001
Total Residential		278,646	270,530	290,066	107.2%	\$ 12,093	\$ 38,929	\$ 40,926	105.1%	131,963	268,551	465,580	173.4%	133,283	1,083,787	3,037,439
Business Programs	Sub-Program															
C&I Direct Install ⁵	Direct Install *	9	260	36	13.8%	\$ 2,293	\$ 16,408	\$ 6,739	41.1%	3,100	35,730	14,508	40.6%	3,131	54,234	237,315
Energy Solutions for Business ⁵	Prescriptive/Custom *	1	1,135	5	0.4%	\$ 183	\$ 8,461	\$ 688	8.1%	23	48,955	104	0.2%	23	351	1,763
	Energy Management	-	13	-	0.0%	\$ 100	\$ 1,138	\$ 244	21.4%	-	3,184	-	0.0%	-	-	-
	Engineered Solutions	-	49	-	0.0%	\$ 4,859	\$ 14,615	\$ 9,923	67.9%	-	35,354	-	0.0%	-	-	-
Total Business		10	1,457	41	2.8%	\$ 7,435	\$ 40,622	\$ 17,594	43.3%	3,123	123,222	14,612	11.9%	3,154	54,585	239,078
Multifamily *	HPwES	78	N/A	608	N/A	\$ 229	N/A	\$ 1,903	0.0%	516	N/A	5,778	0.0%	521	8,770	98,221
	Direct Install	-	N/A	-	N/A	\$ -	N/A	\$ -	0.0%	-	N/A	-	0.0%	-	-	-
	Prescriptive/Custom	-	N/A	-	N/A	\$ -	N/A	\$ -	0.0%	-	N/A	-	0.0%	-	-	-
	Engineered Solutions ⁴	-	N/A	-	N/A	\$ -	N/A	\$ 26	0.0%	-	N/A	-	0.0%	-	-	-
Total Multifamily		78	1,341	608	45.3%	\$ 229	\$ 9,164	\$ 1,929	21.0%	516	18,710	5,778	30.9%	521	8,770	98,221
Other Programs																
Home Optimization & Peak Demand Reduction		-	-	-	0.0%	\$ -	\$ -	\$ -	0.0%	-	-	-	0.0%	-	-	-
Total Other		-	-	-	0.0%	\$ -	\$ -	\$ -	0.0%	-	-	-	0.0%	-	-	-
Portfolio Total		278,734	273,328	290,715	106.4%	\$ 19,757	\$ 88,715	\$ 60,449	68.1%	135,602	410,483	485,970	118.4%	136,958	1,147,142	3,374,738
Supportive Costs Outside Portfolio						\$ 274	\$ 1,019	\$ 1,050	103.0%							

* - 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.

¹ - Annual Forecasted Program Costs reflect values anticipated in Board-approved Utility EE/PDR filings as provided for in the June 10, 2020 Board Order and for PY24-Q1 incorporates sub-program budget adjustments (BPU Docket: GO20090622, electronically filed October 19, 2023).

² - Behavioral lifetime retail savings (Dth) were calculated utilizing useful life of 2.1 years.

³ - Prior program years NJNG reported on the distribution of community conservation kits. NJNG has currently halted distribution of community conservation kits as a result of the implementation of A-5160. NJNG was no longer able to claim savings for the majority of the energy saving measures in conservation kits because of the increased efficiency standard and the inability to identify the current condition in the customers home for these products. This effectively eliminated NJNG's ability to claim savings for community conservation kits based on the mix of products.

Note - 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 - Expenditures for Engineered Solutions are reflective of audit fees on associated projects. During this reporting period, Engineered Solutions did not have completed projects or energy savings claimed.

⁵ - During the initial planning, Annual Forecasted Participation (B) and Retail Energy Savings (J) in the Commercial Sector (C&I) were overestimated.

⁶ - Values (expenditures and savings) displayed within this table reflects all investments, financing, and savings attributable to NJNG as the Lead Utility, after accounting for inflows and outflows of investments and energy savings transactions between the Lead Utility and Partner Utility, that have been successfully exchanged.

⁷ - Values displayed in the accompanying table are rounded to the nearest thousand (expenditures) and Dth (energy savings).

Appendix C - Energy Efficiency and PDR Savings Summary, LMI Customers ⁴

For Period Ending PY24-Q4							
NJNG		Participation		Incentive Expenditures ³ (Customer Rebates & Low/No-Cost Financing)		Ex Ante Energy Savings ³	
		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	263	7,804	\$ 1,554	\$ 23,753	3,364	90,177
	Community Kits	-	-	\$ (50)	\$ -	-	-
	Others (Online Marketplace - Washers/Dryers)	-	6,825	\$ -	\$ 1,637	-	46,157
Existing Homes	Home Performance with Energy Star ¹	-	522	\$ -	\$ 5,948	-	10,926
	Quick Home Energy Check-Up	-	993	\$ -	\$ (29)	-	1,030
	Moderate Income Weatherization	239	-	\$ 1,044	\$ -	3,926	-
Home Energy Education & Management	Behavioral ²	5,208	268,212	\$ 20	\$ 1,026	7,348	302,652
Total Residential		5,710	284,356	\$ 2,568	\$ 32,335	14,638	450,942
Multifamily Program	Sub-Program						
Multifamily	HPwES	-	608	\$ -	\$ 1,339	-	5,778
	Direct Install	-	-	\$ -	\$ -	-	-
	Prescriptive/Custom	-	-	\$ -	\$ -	-	-
	Engineered Solutions	-	-	\$ -	\$ -	-	-
Total Multifamily		-	608	\$ -	\$ 1,339	-	5,778
Other Programs							
Home Optimization & Peak Demand Reduction		-	-	\$ -	\$ -	-	-
Total Other		-	-	\$ -	\$ -	-	-
Portfolio Total		5,710	284,964	\$ 2,568	\$ 33,674	14,638	456,720
Supportive Costs Outside Portfolio				\$ -	\$ -		

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

² - Wave of LMI treatment group participants.

³ - Values (expenditures and savings) displayed within this table reflects all investments, financing, and savings attributable to NJNG as the Lead Utility, after accounting for inflows and outflows of investments and energy savings transactions between the Lead Utility and Partner Utility, that have been successfully exchanged.

⁴ - Values displayed in the accompanying table are rounded to the nearest thousand (expenditures) and Dth (energy savings).

Appendix D - Energy Efficiency and PDR Savings Summary, Business Customers ³

For Period Ending PY24-Q4							
NJNG		Participation		Incentive Expenditures (Customer Rebates and Low/no-cost Financing)		Ex Ante Energy Savings ³	
		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 ¹	Large Commercial	Small Commercial ¹	Large Commercial	Small Commercial ¹	Large Commercial
C&I Direct Install	Direct Install	36	-	\$ 5,677	\$ -	14,508	-
Energy Solutions for Business	Prescriptive/Custom	5	-	\$ 17	\$ -	104	-
	Energy Management ²	-	-	\$ -	\$ (2)	-	-
	Engineered Solutions ²	-	-	\$ -	\$ -	-	-
Total Business		41	-	\$ 5,694	\$ (2)	14,612	-
Other Programs							
Home Optimization & Peak Demand Reduction		-	-	\$ -	\$ -	-	-
Total Other		-	-	\$ -	\$ -	-	-
Portfolio Total		41	-	\$ 5,694	\$ (2)	14,612	-
Supportive Costs Outside Portfolio				\$ -	\$ -		

¹ - Customers with average annual peak demand less than 200 kW.

² - Expenditures for Energy Management and Engineered Solutions will not be reflected in this table until the completion of the project(s), which is when energy savings are claimed.

³ - Values (savings) displayed within this table reflects all savings attributable to NJNG as the Lead Utility, after accounting for energy savings transactions between the Lead Utility and Partner Utility, that have been successfully exchanged.

⁴ - Values displayed in the accompanying table are rounded to the nearest thousand (expenditures) and Dth (energy savings).

Appendix E - Annual Baseline Calculation ⁴

Energy Efficiency Compliance Baselines and Benchmarks (therms)												
Gas Utility	Plan Year	Sales Period	Sales (therms)	Adjustments	Adjusted Retail Sales	Compliance Baseline ²	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) ¹	(F) = (E) * (D)	(G) ¹	(H) = (G) * (D)	(I) ¹	(J) = (I) * (D)
NJNG	2021 ³	7/1/20 - 6/30/21	699,330,177	6,556,593	692,773,584							
	2022	7/1/21 - 6/30/22	687,821,314	5,642,322	682,178,992							
	2023	7/1/22 - 6/30/23	651,808,937	6,646,911	645,162,026							
						673,371,534	0.75%	5,050,287	0.24%	1,616,092	0.51%	3,434,195
						67,337,153 (Dth)						
(A) Includes calendar sales for firm and interruptible service classifications.												
(B) Includes adjustments to remove Distributed Generation volumes.												
¹ - (E,G,I) Per the PY3 targets established in the June 2020 CEA Framework Order.												
² - Calculated as average annual gas usage in the prior three plan years (July - June) per N.J.S.A. 48:3-87.9(a).												
³ - Adjusted retail sales for 2021 to match actuals, previous quarterly reports (PY1 Q1-Q2-Q3) reflected estimates.												
⁴ - Values displayed in the accompanying table are rounded to the nearest therm.												