Agenda Date: 4/27/21
Agenda Item: 2C

STATE OF NEW JERSEY

Board of Public Utilities
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Trenton, New Jersey 08625-0350
www.nj.gov/bpu/

DIVISIONS OF ENERGY AND CLEAN ENERGY

IN THE MATTER OF THE IMPLEMENTATION OF L. 2018, C. 17 REGARDING THE ESTABLISHMENT OF ENERGY EFFICIENCY AND PEAK DEMAND REDUCTION PROGRAMS IN THE MATTER OF THE VERIFIED PETITION OF JERSEY CENTRAL POWER & LIGHT COMPANY FOR APPROVAL OF JCP&L'S ENERGY EFFICIENCY AND CONSERVATION PLAN INCLUDING ENERGY AND PEAK DEMAND REDUCTION PROGRAMS (JCP&L EE&C)	ORDER ADOPTING STIPULATION DOCKET NOS. QO19010040 AND EO20090620

Parties of Record:

Stefanie A. Brand, Esq., Director, New Jersey Division of Rate Counsel
James C. Meyer, Esq., Riker Danzig Scherer Hyland Perretti, LLP, on behalf of Jersey Central Power & Light Company
Nathan Howe, Esq., Counsel for the Energy Efficiency Alliance of New Jersey
Steven S. Goldenberg, Esq., Giordano, Halleran & Ciesla, P.C., and **Paul F. Forshay, Esq.**, Eversheds Sutherland (US) LLP, Counsel for the New Jersey Large Energy Users Coalition

BY THE BOARD:

On September 25, 2020, Jersey Central Power & Light Company ("JCP&L" or "Company") filed a petition with the New Jersey Board of Public Utilities ("Board" or "BPU") requesting approval of a proposed Energy Efficiency ("EE") and Conservation Plan Including Energy and Peak Demand Reduction ("PDR") Programs ("EE&C Plan") ("Petition"). By this Order, the Board considers a stipulation of settlement ("Stipulation") executed by JCP&L, Board Staff ("Staff"), the New Jersey Division of Rate Counsel ("Rate Counsel"), and the Energy Efficiency Alliance of New Jersey ("EEANJ") (collectively, "Signatory Parties") that addresses several issues in this matter. The New Jersey Large Energy Users Coalition ("NJLEUC") filed a letter of non-opposition.

BACKGROUND

On January 13, 2008, L. 2007, c. 340 ("RGGI Act") was signed into law based on the New Jersey Legislature's findings that EE and conservation measures must be essential elements of the State's energy future and that greater reliance on EE and conservation will provide significant benefits to the citizens of New Jersey. The Legislature also found that public utility involvement and competition in the conservation and EE industries are essential to maximize efficiencies.[1]

Pursuant to Section 13 of the RGGI Act, codified as N.J.S.A. 48:3-98.1(a)(1), an electric or gas public utility may provide and invest in EE and conservation programs in its service territory on a regulated basis. Upon petition, such investment in EE and conservation programs may be eligible for rate treatment approved by the Board, including a return on equity, or other incentives or rate mechanisms that decouple utility revenue from sales of electricity and gas.[2] Ratemaking treatment may include placing appropriate technology and program costs investments in the utility's rate base, or recovering the utility's technology and program costs through another ratemaking methodology approved by the Board.[3] An electric or gas utility seeking cost recovery for any EE and conservation programs pursuant to N.J.S.A. 48:3-98.1 must file a petition with the Board.[4]

In May 2018, Governor Murphy ordered the Board and several executive branch agencies to prepare an Energy Master Plan ("EMP") that would chart a path for New Jersey to convert its energy production profile to 100% clean energy sources by January 1, 2050. The draft EMP was released in June 2019, and the final EMP was released in January 2020.

Also in May 2018, Governor Murphy signed into law the Clean Energy Act, L. 2018, c. 17 ("CEA"), which set forth ambitious goals to advance EE in the state. In the two (2) years following passage of the CEA, the Board, Staff, Rate Counsel, electric and natural gas public utility companies, and a broad range of stakeholders worked diligently and collaboratively to review and consider options and best practices on a myriad of topics related to EE.[5]

By Order dated June 10, 2020, the Board approved an EE transition framework for EE programs implemented pursuant to the CEA, including requirements for the utilities to establish programs that reduce the use of electricity and natural gas within their territories.[6] In the June 2020 Order, the Board directed New Jersey's electric and gas companies to file petitions by September 25, 2020 for approval of three-year EE programs by the Board by May 1, 2021 to be implemented beginning July 1, 2021.

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[1] N.J.S.A. 26:2C-45.
[2] N.J.S.A. 48:3-98.1(b).
[3] Id.
[4] Id.
[5] The subject matter included details of program design and administration, application of utility targets, filing requirements, cost recovery mechanisms, performance incentives and penalties, evaluation, measurement, and verification, tracking and reporting requirements, a triennial review process, and ongoing stakeholder working groups.
[6] In re the Implementation of P.L. 2018, c. 17 Regarding the Establishment of Energy Efficiency and Peak Demand Reduction Programs, BPU Docket No. QO19010040, Order dated June 10, 2020, ("June 2020 Order").

JCP&L September 2020 Petition

In the Petition, the Company sought approval to implement 11 subprograms, including five (5) residential subprograms, one (1) multi-family subprogram, four (4) commercial and industrial ("C&I") subprograms, and one (1) PDR subprogram. The residential subprograms would, among other initiatives, promote the purchase and installation of high-efficiency products through rebates and on-bill repayment; provide customers with energy audits and installation of EE measures; allow customers to monitor and compare their energy usage with similar buildings in the area; and provide moderate-income customers with enhanced opportunities to participate in EE programs. Several of these subprograms are grouped under the Existing Homes Program. The C&I subprograms would, among other initiatives, incentivize the installation of energy efficient equipment; optimize energy consumption in existing buildings; provide enhanced incentives for small non-residential customers; and promote comprehensive custom EE projects in C&I buildings. Several of these subprograms are grouped under the Energy Solutions for Business Program. The multi-family program would provide a dedicated pathway for multi-family buildings owners and tenants alike to take advantage of EE opportunities, including comprehensive projects, while the Home Optimization & Peak Demand Reduction subprogram would manage residential customer energy usage year-round and in peak periods through connected devices such as smart thermostats.

The Company proposed a total EE&C Plan budget of approximately $230.1 million (investment and expenses) over a three-year period from July 1, 2021 to June 30, 2024. The proposed investment is summarized in the following table:

Program	**Sub-Programs/Products**	**Proposed Budget**
Efficient Products		$67,647,413
Existing Homes	• Home Performance with Energy Star • Quick Home Energy Check-Up • Moderate Income Weatherization	$22,463,087 $7,271,529 $13,709,728
Home Energy Education and Management	Behavioral	$4,146,482
Direct Install		$26,135,580
Energy Solutions for Business	• Prescriptive/Custom • Energy Management • Engineered Solutions	$64,609,040 $4,281,446 $10,802,198
Multi-family		$5,755,006
Home Optimization and Peak Demand Reduction		$3,321,963
TOTAL		$230,143,473

In addition to approval to implement the EE&C Plan, the Company requested approval of a cost recovery mechanism. Specifically, JCP&L requested authority to recover the revenue requirement associated with the costs to implement the EE&C Plan, including incentives, outside services, inspections and quality control, information technology costs, and operations and maintenance ("O&M") costs. The Company proposed to recover program costs through a separate surcharge clause of its tariff, Rider EE&C. The revenue requirement recovered through

Rider EE&C would be designed to recover the annual costs of the EE&C Plan, such as customer incentives, outside services, inspections and quality control, information technology, and O&M, including related administrative and marketing evaluation expense, as well as any prior period over/under amounts in subsequent true-ups. Additionally, the Company proposed to recover lost revenues from reduced electricity sales associated with the EE&C Plan by way of a lost revenue adjustment mechanism ("LRAM") through a separate reconcilable tariff clause, Rider LRAM. JCP&L proposed to initially set the Rider LRAM rate based upon forecasted EE sales loss targets, with rates effective July 1, 2021.

JCP&L estimated that the initial Rider EE&C monthly bill impact for a typical residential customer using 768 kilowatt-hours ("kWh") per month would be an increase of $1.25 or 1.2%, for the first year of the EE&C Plan.

Procedural History

On August 21, 2020, the Company met with Staff and Rate Counsel for a pre-filing meeting, as required by the May 2008 Order and June 2020 Order to discuss the Company's filing.[7]

By Order dated September 23, 2020, the Board designated President Joseph L. Fiordaliso as the presiding commissioner, authorized to rule on all motions that arise during the pendency of the Petition and modify any schedules that may be set as necessary to secure a just and expeditious determination of the issues.[8] Further, the September 23, 2020 Order directed that any entities seeking to intervene or participate in this matter file the appropriate application with the Board by October 2, 2020 and that entities file with the Board any responses to those motions by October 9, 2020.

On September 25, 2020, JCP&L filed the Petition with the Board.

By the October 2, 2020 deadline, four (4) entities filed to intervene and six (6) entities filed to participate. Specifically, EEANJ, NJLEUC, New Jersey Natural Gas Company ("NJNG") and Public Service Electric and Gas Company ("PSE&G") moved to intervene. Atlantic City Electric Company ("ACE"), the Building Performance Association ("BPA"), Elizabethtown Gas Company ("ETG"), Google LLC ("Google"), Rockland Electric Company ("RECO"), and South Jersey Gas Company ("SJG") moved to participate.

On October 9, 2020, JCP&L submitted a letter responding to the filed motions to intervene and participate. JCP&L indicated that it had no opposition to the motions to participate filed by ACE, BPA, ETG, Google, RECO, and SJG. Similarly, JCP&L did not oppose the motions to intervene of EEANJ and NJLEUC. JCP&L requested the Board deny intervener status to NJNG and PSE&G, but indicated that participant status was appropriate.

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[7] In re Electric Public Utilities and Gas Public Utilities Offering Energy Efficiency and Conservation. Programs, Investing in Class I Renewable Energy Resources, and Offering Class I Renewable Energy Programs in Their Respective Service Territories on a Regulated Basis, Pursuant to N.J.S.A. 48:3-98.1, BPU Docket. No. EO08030164, Order dated May 12, 2008 ("May 2008 Order").

[8] In re the Implementation of P.L. 2018, c. 17 Regarding the Establishment of Energy Efficiency and Peak Demand Reduction Programs, BPU Docket No. QO19010040, Order dated September 23, 2020 ("September 23, 2020 Order").

On October 16, 2020, Staff notified JCP&L that the Petition was administratively deficient. In response, the Company made supplemental filings on October 5, 8, 27, and 30, 2020. On November 2, 2020, Staff issued a letter indicating that, with the submission of the supplemental filings, the Petition satisfied the minimum filing requirements. Accordingly, pursuant to the May 2008 Order, the 180-day period commenced on October 30, 2020.

President Fiordaliso issued a Prehearing Order on December 15, 2020 that established the issues to be determined by the Board, set forth a procedural schedule, granted intervener status to the EEANJ and NJLEUC, and granted participant status to the remaining movants.[9]

With the Petition, JCP&L filed the direct testimonies of Mr. Edward C. Miller, Manager, Compliance & Development, Ms. Carol Pittavino, Consultant, Rate & Regulatory Affairs, and Mr. Brendon J. Baatz, Vice President, Gabel Associates, Inc.

Following publication of notice in newspapers of general circulation within JCP&L's service territory and the serving of notice upon affected municipalities and counties within the Company's service area, two (2) telephonic public hearings were held at 1:00 p.m. and 4:30 p.m. on February 25, 2021.[10] One (1) member of the public attended but did not provide comment at the 1:00 p.m. hearing and no members of the public attended the 4:30 p.m. hearing. The Board's Secretary received two (2) written comments, including one (1) in favor of and one (1) in opposition to the Company's Petition. No written comments were received by JCP&L or Rate Counsel.

STIPULATION

Subsequent to conducting discovery and participating in settlement discussions, the Signatory Parties executed the Stipulation, which provides for the following:[11]

General Terms

1. Term. The JCP&L EE&C Plan, as modified in the Stipulation, shall continue for a term of three (3) years commencing on July 1, 2021 and ending on June 30, 2024.

2. Streetlighting Withdrawn. The Company withdraws its request to include Tariff Streetlighting conversions as an eligible measure under its Energy Solutions for Business Program, Prescriptive/Custom Subprogram, which offered incentives to customers participating on the Company's streetlighting tariffs to offset the customer's one-time or monthly cost and promote the replacement of Company-owned streetlighting with LED streetlighting equipment, as part of the EE&C Plan.

3. EE&C Plan Programs and Subprograms. The Signatory Parties agree that the Company may offer the approved programs and subprograms for the EE&C Plan term described in

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[9] In re the Matter of the Implementation of P.L. 2018, c. 17 Regarding the Establishment of Energy Efficiency and Peak Demand Reduction Programs, and In re the Petition of Jersey Central Power and Light Company for Approval of JCP&L's Energy Efficiency and Conservation Plan Including Energy and Peak Demand Reduction Programs (JCP&L EE&C), BPU Docket Nos. QO19010040 and GO20090620, Order dated December 15, 2020.
[10] Due to the COVID-19 pandemic, hearings were held virtually.
[11] Although summarized in this Order, the detailed terms of the Stipulation are controlling, subject to the findings and conclusions of this Order. Paragraphs are numbered to coincide with the Stipulation.

greater detail in Attachment A of the Stipulation. The Signatory Parties agree that the EE&C Plan budget, exclusive of third-party financing loan principal, shall not exceed $203,032,357 (which includes future financing commitments resulting from the EE&C Plan). The agreed sub-program budgets are specified below:

JCP&L Summary of Program Costs		
Program	**Sub-Program**	**Total Program Budget ($)**
Efficient Products	Efficient Products	*$59,136,139*
Existing Homes	Home Performance with Energy Star	*$19,907,837*
	Quick Home Energy Check-up	*$6,290,830*
	Moderate Income Weatherization	*$13,951,299*
Home Energy Education and Management	Behavioral	*$3,700,804*
Direct Install	Direct Install	*$24,270,994*
Energy Solutions for Business	Prescriptive / Custom	*$50,633,091*
	Energy Management	*$5,645,320*
	Engineered Solutions	*$9,763,104*
Multifamily	Multifamily	*$6,678,525*
Home Optimization & Peak Demand Reduction	Home Optimization & Peak Demand Reduction	*$3,054,413*
	Total	**$203,032,357**

4. The Company shall make an effort to maximize diverse participation in the Energy Solutions for Business: Engineered Solutions program, with a particular focus on governmental entities such as public schools and municipalities provided that the Company retains the flexibility to use the funds allocated to the program as practicable to maximize EE savings.

5. The estimated bill impact for the first year of the EE&C Plan for the typical residential customer using 783 kWh per month is an increase of 0.6% or approximately $0.67 per month.

6. The recoverable O&M expense for the EE&C Plan, including Utility Administration, Marketing, Inspections and Quality Control, and Evaluation shall not exceed $26.6 million. To facilitate the start-up of the EE&C Plan, the Company may incur costs upon the effective date of the Board Order which will be reviewed for prudency in the Company's subsequent EE&C cost recovery true up filing. JCP&L's recovery of these costs will occur in the first year of the EE&C Plan and will be reviewed in the Company's subsequent annual EE&C rate filing. Staff and Rate Counsel reserve their rights to challenge the prudency of all costs, including administrative costs, in future cost recovery filings.

7. Based upon market response, the Company may shift the timing of investments and expenses between Program Years (which run from July 1 through June 30 of the following calendar year) within any subprogram, as necessary to provide flexibility to respond to

market conditions, customer demand, and to ensure achievement of EE&C Plan targets during the term of the EE&C Plan.

8. During EE&C Plan implementation, certain sub-programs may be more or less successful in the near term and require less or additional budget in order to respond to the market need and to continue operations. Accordingly, the Signatory Parties agree that a process enabling the Company to make adjustments to subprogram budgets in response to actual market conditions experienced is justified. The process, in accordance with the June 2020 Order, shall be as follows:

   - JCP&L can shift budgeted amounts from an individual sub-program within the Residential sector or within the Commercial & Industrial ("C&I") sector: by up to 25% of the individual sub-program's total budget with Staff notification (which should be provided within 30 days following the change); by 25–50% with Staff approval; and over 50% with Board approval.
   - JCP&L can shift budgeted amounts from the Residential, Multifamily or C&I sector: up to 5% of individual utility sector budgets with Staff notification (which should be provided within 30 days following the change); 5–10% with Staff approval; and over 10% with Board approval. Amounts shifted may be added to any sub-program(s) within the sector to which it is being transferred without limitation when the budget shift does not exceed 5%.
   - All notifications and requests for budget adjustments shall be submitted to Staff and Rate Counsel. Staff retains the right to reject shifts requiring Staff notification. Requests for budget adjustments within the three-year Program filing necessitating Staff approval shall be submitted to Staff and Rate Counsel with a written description of and rationale for the proposed transfers, and shall be responded to within 30 days. Rate Counsel may object within 30 days, in which case Staff shall review within 30 days of Rate Counsel's objection. If there is no response from Rate Counsel or Staff within 30 days of JCP&L's request, those requests shall be deemed granted.

9. The Signatory Parties agree that the program design for all programs and subprograms will be as described in Attachment A of the Stipulation, the EE&C Plan, subject to modification consistent with the June 2020 Order and in cooperation with the Board's Utility Working Group and EE Working Groups, as approved by the Board. The Company commits to complying with all Board Orders regarding modifications to the EE&C Plan programs and program details it is required to offer, subject to the availability of funds within the budget.

10. Regarding the transition of programs to the utilities (including program delivery, program data, and marketing), the Company will continue to coordinate with the current New Jersey Clean Energy Program ("NJCEP") program administrator and the natural gas utilities with whom the Company has overlapping service territories.

11. The Signatory Parties anticipate that programs will continue to evolve after initial launch. The Company commits to continue engaging in ongoing collaborative processes with the other natural gas and electric utilities to achieve consistency where possible in the design and delivery of core programs, as permissible under law and within approved budgets, including with respect to the following coordinated program elements:

   - Common forms for use by customers and contractors;

- Contractor requirements, open and competitive procurement protocols where feasible, and training; procurement protocols should include policies and practices (e.g., scoring systems) developed in collaboration with the Equity Working Group and Workforce Development Working Group that encourage supplier diversity (including contractors and subcontractors) and contractor coaching/mentoring of diverse business enterprises;
- Customer and property eligibility requirements and processes, including alternative/automatic eligibility methods for low- to moderate-income customers (e.g., based on census tracts, environmental justice communities, Urban Enterprise Zones, etc.);
- Eligible measures;
- Incentive ranges;
- Incentive payment processes and timeframes;
- Customer and contractor engagement platforms;
- Data platforms and database sharing among program administrators, where appropriate; and
- Quality control standards and remediation policies.

12. Third-Party Financing. In support of the EE&C Plan, JCP&L shall offer low to no interest financing for applicable program/subprogram measures through a third-party administrator ("Third-Party Financing"). Under Third-Party Financing, the Company has incorporated the estimated costs of offering such loans within JCP&L's budget and plans to make periodic payments to the third-party administrator for the cost of buying down the interest rate on customer loans, as well as administrative fees and loan default costs associated with same ("Third-Party Financing Costs"). The structure of Third-Party Financing, including, but not limited to, the amount and timing of payments to vendors for Third-Party Financing Costs, may differ from the assumptions on which the budget was based. The Company shall inform Board Staff and Rate Counsel if actual Third-Party Financing Costs exceed budgeted Third-Party Financing Costs by 15% or more, and will seek approval from the Board to continue to provide and recover the costs of Third-Party Financing if actual costs are expected to exceed budgeted costs by more than 30%. The structure of Third-Party Financing will be finalized following negotiations with vendors responding to a Request for Proposal solicitation, with, subject to the availability of favorable commercial terms, such finalized structure being chosen to meet the objectives of the Board's financing requirements within the stated budget at a cost that is economical for customers. Subject to the final terms of the Third-Party Financing agreement with its vendor, some of the Company's Third-Party Financing Costs for loans initiated within the initial EE&C Plan cycle may be incurred at the time of the loan's initiation, and some may be incurred over the term of the loan, which may be up to 10 years following the initial three (3) year term of the EE&C Plan. JCP&L shall recover the costs of providing Third-Party Financing in accordance with the EE&C Rate Mechanism (recovered as a component of Rider RGGI Recovery Charge ("RRC") set forth in paragraphs 14 through 21 of the Stipulation. JCP&L shall recover its Third-Party Financing Costs associated with the EE&C Plan, regardless of the year in which such costs are incurred.

13. Benefit-to-Cost Ratios. While recognizing that the Signatory Parties are not in agreement regarding the inputs and calculations used to implement the New Jersey Cost Test ("NJCT"), the Company agrees to work cooperatively with the Signatory Parties in the context of the Evaluation, Measurement, and Verification ("EM&V") Working Group to

further refine and formalize the calculation of the inputs to the NJCT.

Cost Recovery Mechanism

14. The Signatory Parties agree that Company may recover the revenue requirements for the EE&C Plan costs through the EE&C Rate Mechanism, as described in paragraphs 14 through 22 of the Stipulation and Attachments B through F of the Stipulation. The EE&C Plan costs include all planned investments and expenses related to the EE&C Plan, such as Customer Incentives, Outside Services, Information Technology ("IT") costs, Third-Party Financing Costs, and O&M costs, including related Utility Administration, Inspections and Quality Control, Marketing, and Evaluation expenses. The revenue requirement shall be modified by any net revenue offsets from PJM capacity resources, marketplace revenues negotiated with vendors, or any other source of revenues as a result of the implementation of the EE&C Plan, as well as financial benefits from the usage of data as provided in Paragraph 35 of the Stipulation. There will be no Allowance for Funds Used During Construction associated with the EE&C program and subprogram expenditures.

15. Revenue Requirements Calculation. In the rate adjustment proceedings provided for in paragraph 22 of the Stipulation (and in establishing the initial rates set forth in paragraph 20 of the Stipulation), the projected and actual revenue requirements for the EE&C Plan investments and expenses recovered through a component of JCP&L's Rider RRC, via the EE&C Rate Mechanism, which shall be calculated as summarized in this paragraph.

- The revenue requirement for the rate adjustments in the EE&C Rate Mechanism will be calculated using the following formula:

  Revenue Requirement = [(Pre-Tax Cost of Capital * Rate Base) + Amortization + O&M Expense - Revenue Offsets]. The Company will also apply the appropriate factor to collect applicable Sales and Use Taxes ("SUT"). Uncollectible expense associated with the EE&C Plan is not included in the Revenue Requirement because it will be recovered along with other uncollectible expenses in existing Rider UNC.

- "Pre-Tax Cost of Capital" means JCP&L's pre-tax overall weighted average cost of capital ("WACC") for the Plan. JCP&L's pre-tax weighted average cost of capital for the Plan is 9.34%, as set forth in Attachment B to the Stipulation based on its current authorized return on equity ("ROE"), long-term debt and capital structure approved by the Board on October 28, 2020 in BPU Docket No. ER20020146, [including income tax effects]. Any change in the WACC authorized by the Board in a base rate case following this Stipulation will be reflected in the revenue requirement calculations and subsequent rate adjustment filings for JCP&L Rider RRC. Any changes to current tax rates will be reflected in an adjustment to the WACC.

- "Rate Base" = Cumulative Investments – Accumulated Amortization of Investments – Accumulated Deferred Income Tax ("ADIT"). (Note that the "Pre-Tax Cost of Capital * Rate Base component of the formula provides recovery of the return on the [unamortized] EE&C Plan investments in rate base.)
  - "Cumulative Investments" = Plan-to-date investments, such as Customer Incentives, Outside Services, IT and Third-Party Financing Costs.

  - "ADIT" is calculated as Book Amortization less Tax Depreciation, multiplied by the statutory composite federal and state income tax rate, which is currently 28.11%. Any future changes to the book amortization or tax depreciation rates during the EE&C Plan period and at the time of each rate adjustment, will be reflected in the accumulated amortization and/or ADIT calculation described above. All EE&C Plan investments in Rate Base will be expensed in the year of investment for tax purposes.

- "Amortization" provides for recovery of EE&C Plan investments based on a 10-year amortization of such investments, except for Third-Party Financing Costs. Amortization for ratemaking purposes will be done monthly, using a straight-line method. The current month's amortization will be included in the current month's revenue requirement and will also increase the current month's Accumulated Amortization of Investments.

- "O&M Expense" means expenses for Utility Administration, Inspections/Quality Control, Marketing, and Evaluation required to conduct the EE&C Plan.

- "Revenue Offsets" encompasses PJM capacity market revenues (net of costs associated with auction participation, including but not limited to, replacement capacity charges, capacity deficiency charges and any unavoidable PJM charges), marketplace revenues negotiated with vendors, financial benefits from the usage of data, or any other source of revenue that results from the implementation of the EE&C Plan, which are credited as a reduction to revenue requirements.

- "Third-Party Financing Costs" include all costs associated with customer loans provided by a third-party lender, including, but not limited to, the costs of the interest rate buydown payments, loan service fees, and loan default costs. Third-Party Financing Costs will be recovered in the year incurred.

16. JCP&L's recovery of costs associated with providing Third-Party Financing shall be as set forth in Paragraph 15 of the Stipulation.

17. The Signatory Parties agree that the Company is authorized to defer for recovery as a component of the Company's O&M expense the incremental costs upon the effective date of the Board Order which will be reviewed for prudency in the Company's subsequent EE&C cost recovery true-up filing, as referenced in paragraph 6 of the Stipulation. These costs include, but are not limited to, those incurred in support of settlement and final plan approval, utility and Staff led working group activities for program coordination and transition, Statement of Work and Request for Proposal development and procurement of Third-Party Implementation Contractors ("TPICs"), Statewide Coordinator and Tracking and Reporting system development, program financing arrangements, program marketing, and program launch preparations. These costs will be recovered in the initial rates set for Rider EE&C for the first year of the EE&C Plan as a component of the Company's O&M expense.

18. Rate Design/Rates. The Company shall apply the following rate design to all applicable rate classes to recover EE&C Plan costs. The Company will collect the revenue requirement through a $/kWh consumption charge for all rate schedules.

19. Tariffs. The Company will recover its EE&C Plan revenue requirements through the EE&C Rate Mechanism component set forth in Rider RRC, which is attached as Attachment G of the Stipulation. The Company will recover lost revenues from reduced electricity sales associated with the EE&C Plan through Rider LRAM, which is attached as Attachment H to the Stipulation.

20. Initial Rates. The Signatory Parties agree that the initial EE&C rates are set forth in Attachment G (Rider RRC) of the Stipulation shall become effective on July 1, 2021 to recover a forecasted revenue requirement of $11.34 million during the period July 1, 2021 through June 30, 2022. The detailed calculations supporting the initial rates in Rider RRC are shown in Attachments D and E, as well as Attachment C of the Stipulation showing a summary of projected investments for the first program year.

21. The True-Up Filing will be subject to review by the Signatory Parties with opportunity for discovery and evidentiary hearings (if necessary) prior to the issuance of a Board Order establishing the Company's revised Rider RRC rates. The issuance of a written Board Order will be preceded by adequate public notice and public hearings including evidentiary hearings, if necessary.

22. JCP&L will adjust Rider RRC rates and reconcile prior period recoveries in the annual Rider RRC rate adjustment filings targeted to be submitted on February 1 of each year, as follows.

JCP&L EE&C Plan Targeted Rate Filing Schedule				
Filing	**Filing (On or About)**	**Projected Spending Through**	**True-Up of Prior Period Actuals**	**Rates Effective**
0 (Initial Rate)	**September 2020 Petition**	**June 30, 2022**	**N/A**	**July 1, 2021**
1	**February 1, 2022**	**June 30, 2023**	**July 1, 2021 through December 31, 2021**	**July 1, 2022**
2	**February 1, 2023**	**June 30, 2024**	**January 1, 2022 through December 31, 2022**	**July 1, 2023**

The foregoing annual filing process will adjust Rider RRC rates for the subsequent period to: 1) provide refunds or adjustments to reconcile the projected Revenue Requirements for the prior period to actual Revenue Requirements based on actual EE&C Plan costs, and 2) recover projected EE&C Plan Revenue Requirements for investments and expenses costs for the prospective period. The adjustment of Rider RRC rates in this annual filing process shall include the reconciliation of any over or under-recovery of Third-Party Financing Costs for the prior period based on actual costs, and the recovery of Third-Party Financing Costs that are projected to be incurred in the prospective period. In addition, the Company will accrue carrying costs on a monthly basis on the over/under recovered balance calculated based on the average balance net of tax at an interest rate equal to the rate on two (2) year constant maturity Treasuries, as shown in the Federal Reserve Statistical Release on or closest to January 1 of each year, plus 60 basis points, compounded annually as of January 1 of each year. The Company will continue annual filings, with changes to Rider RRC rates occurring once per year, while the EE&C Plan remain in effect and until all costs associated with the EE&C Plan (including Third Party Financing Costs) have been recovered. Staff and Rate Counsel will have the opportunity to review each rate filing and ask discovery. As the agreed upon filing date of February 1 conflicts with prior Board Orders regarding JCP&L filing requirements for Rider RRC, the Signatory Parties agree that such requirements are superseded in order to reflect the February 1 filing date agreed to above beginning in 2022. In accordance with the Signatory Parties' agreement to have JCP&L recover its costs associated with the EE&C Plan through Rider RRC, JCP&L withdraws its request in its filed Petition to recover the costs associated with the EE&C Plan through a new surcharge, Rider EE&C.

23. Lost Revenue Adjustment Mechanism and Earnings Test. The Company shall recover lost revenues from reduced electricity sales demonstrated to have resulted from the EE&C Plan by way of an LRAM that includes a tariff clause, Rider LRAM. The demonstration of energy savings eligible for lost revenue recovery and associated revenue impact of sales losses resulting from implementation of the EE&C Plan, the calculation of lost revenues to be recovered through Rider LRAM, and the process for adjusting Rider LRAM via annual LRAM adjustment filings, shall be in accordance with the Attachment I to the Stipulation. The Company shall make a filing at the end of each Program Year for recovery of lost revenues under Rider LRAM pursuant to the following schedule:

JCP&L LRAM Targeted Rate Filing Schedule

Filing	Filing (on or about)	Lost Distribution Revenue through	True-Up of Prior Period Actuals	Rates Effective
0 (Initial Rate)	August 30, 2022	June 30, 2022	N/A	November 1, 2022
1	August 30, 2023	June 30, 2023	July 1, 2021 through June 30, 2022	November 1, 2023
2	August 30, 2024	June 30, 2024	July 1, 2022 through June 30, 2023	November 1, 2024

Recovery of lost revenues through the LRAM for an applicable filing period is subject to an earnings test set forth in the Attachment J to the Stipulation. As set forth in the above schedule, JCP&L's Rider LRAM filing will be updated upon the Company's receipt of the report from its independent evaluator determining the actual amount of verified savings resulting from the Company's EE&C Plan during the Program Year. The initial rates in Rider LRAM at the commencement of the EE&C Plan on July 1, 2021 shall be set to $0.0-.

24. Base Rate Case. Based on the Board's approval of this LRAM, the Company agrees to file a base rate case not later than five (5) years after the commencement of the approved EE&C Plan, i.e., by July 1, 2026.

25. No Incentives/Penalties. There shall be no adjustment for performance incentives and penalties during the term of the Stipulation, in accordance with the June 2020 Order adopting Staff's recommendation that incentives and penalties not be awarded or imposed until after the conclusion of Program Year 5.

Filing Requirements/Reporting

26. Minimum Filing Requirements ("MFRS"). Each annual filing to adjust the EE&C component of Rider RRC rates shall include the MFRs that are set forth in the June 2020 Order and Attachment K to the Stipulation. Each annual filing to set and adjust Rider LRAM rates shall include the MFRs that are set forth in Attachment L to the Stipulation.

27. Reporting. The Company shall provide the Quarterly Progress Reports, Annual Progress Reports, and Triennial Reports, in accordance with the June 2020 Order. Quarterly progress reports shall be provided no later than 60 days following the end of each quarter, including a user-friendly public report, with accompanying spreadsheet(s), that includes an overview of program performance, a narrative about customer participation and incentives paid, and results (energy savings, participation and program expenditures) on program-level parameters compared to program projections and goals. Annual progress reports shall be provided no later than 75 days following the end of each program year and include the same information as included in the quarterly reports. The Annual Progress Reports shall also provide benefit-cost test results for the programs and portfolio, provide assessment of the portfolio compliance with the Quantitative Performance Indicator ("QPI") targets and detail any proposed changes or additions for the next year or cycle. The Triennial Report shall be provided no later than 90 days following the end of the third program year and include the same information as in the Annual Progress Reports but shall also review the portfolio's data and assess the portfolio's success over the three (3) year program cycle. The Company shall complete its Quarterly, Annual, and Triennial Progress Reports consistent with standard report formats that are established by Staff in collaboration with the utilities.

28. The Company will also provide the following information on a quarterly/annual basis as required after consideration and recommendation of the EM&V Working Group. This information may include: (a) estimated free ridership and spillover with any Cost-Benefit Analysis required; (b) participant costs (net of utility incentives), including a breakdown by sub-program with any Cost-Benefit Analysis required; and (c) results of program evaluations, including a breakdown by sub-program when required by the June 2020 Order.

29. The Signatory Parties shall revisit the specific incentive levels in the EE&C Plan before the conclusion of the first triennial period in time to support consideration of revised incentive levels in the next triennial.

30 The Company shall continue to submit data regarding all of the EE&C programs and related expenses in accordance with the content, format, and timing dictated by both the June 2020 Order and subsequent directives from either the Board, based on recommendations from the Statewide Evaluator procured by the Board or the EM&V Working Group.

Further Provisions

31. The Signatory Parties recognize that the EE Working Groups referenced in the June 2020 Order have not completed their work as of the time of this settlement. The Signatory Parties recognize that these EE Working Groups will be addressing many long-term issues that will impact planning for future triennial program periods. However, the Signatory Parties recognize that the EE Working Groups may issue recommendations for the current triennial that are inconsistent with any programs and/or subprograms covered by the Stipulation and/or have the potential to increase or decrease the level of investment beyond the amount agreed to in the Stipulation. To the extent that any particular aspect of the Stipulation concerning establishment of core programs and subprograms and coordinated elements (such as incentives, marketplace, marketing, workforce development, and contractor procurement), or program and subprogram structure in overlapping territories, are not consistent with the final consensus reached by the EE Working Groups and approved by the Board with regard to the current triennial, the Signatory Parties agree that they shall meet to address any inconsistencies and define a path for resolution of these items.

32. The Signatory Parties further recognize that, while the Board established the NJCT on an interim basis through the August 24, 2020 Board Order, the Signatory Parties are not in agreement regarding the inputs and calculations used to implement the NJCT. Further, the NJ Cost Test Order already noted that the interim NJCT may not include the full range of possible benefits and costs and committed to further review of the NJCT with the guidance of the EM&V Working Group. All Signatory Parties further agree that further deliberation of both the underlying elements included within the NJCT and the proper approach to calculating those elements is critical to accurately evaluating the cost effectiveness of EE program offerings for future triennials. To support that effort, the Signatory Parties agree, through the EM&V Working Group, without waiving any rights to due process, to further develop the NJCT in support of establishing a consistent and transparent approach to implementing this test.

33. Data. JCP&L shall continue to submit data regarding all of the EE&C Plan programs and related investments and expenses in accordance with the content, format, and timing dictated by both the June 2020 Order and/or as amended by subsequent directives from the Board, based on recommendations from the Statewide Evaluator procured by the BPU or the EM&V Working Group.

34. Customer Information. The Company agrees that customer information shall be used by the Company to deliver an effective customer experience in compliance with any applicable Board regulations and statutory obligations. The Company shall adopt privacy and data handling policies and procedures for the EE&C Plan that are consistent with JCP&L's customer data security protections, the June 2020 Order, and any applicable Board regulations and statutory obligations. In the event of any breach of the above confidentiality by an affiliate, JCP&L shall remediate such breach to the full extent required by the law. In the event of any breach of confidentiality by a vendor hired to deliver the

EE&C Plan or to evaluate subprograms, the Company commits to enforcing the contractual confidentiality requirement to the extent allowed by the law. Any "breach of security" with respect to customers' "personal information," as those terms are defined in N.J.S.A. 56:8-161, shall be treated in accordance with the New Jersey Identity Theft Prevention Act, N.J.S.A. 56:8-161 et seq., and Section 3b of the Board's Cybersecurity Order of March 18, 2016 in BPU Docket No. AO16030196.

35. JCP&L agrees that customer-specific data is confidential, and belongs to the customer, who may request or authorize JCP&L to share it with suppliers, and that data gathered during the operation of these sub-programs not specific to any particular customer shall be used solely to support current or future regulated utility programs. Such data may not be used for other purposes without Board approval. Any financial benefits derived from the data shall be used to offset the costs of the EE&C Plan. The Company shall also submit non-customer-specific data to the Board in compliance with reporting requirements, as established by the Board.

36. Collaborative Meeting: No later than January 31, 2022, JCP&L agrees to hold at least one (1) non-confidential collaborative meeting with interested parties to receive input on additional "non-core" program design. The non-core programs subject to discussion in the collaborative include, but are not limited to, demand response, PDR programs, non-wire alternatives, building electrification/decarbonization, and other programs that further the clean energy goals of the State of New Jersey.

37. Attachments. All attachments referenced in and attached to the Stipulation are incorporated by reference as if set forth in the body of the Stipulation.

On April 22, 2021, NJLEUC submitted a letter of non-opposition to the Stipulation. In its letter, NJLEUC stated it could not sign the Stipulation due to its members ongoing objection that a $/kWh rate design imposes an inordinate burden on large energy users and inter-class rate subsidization. NJLEUC also requested that the Company advise large users of programs specifically available to them under the C&I programs presented in this filing.

DISCUSSION AND FINDINGS

Having carefully reviewed the record in this matter, including the Petition, testimony, and Stipulation, the Board **HEREBY FINDS** the Stipulation to be reasonable, in the public interest, and in accordance with the law. The Board **FURTHER FINDS** that the Stipulation will benefit New Jersey's residents, energy users, and ratepayers and is consistent with the goals of the CEA and the EMP, as well as the requirements of the Board's June 2020 Order. The Board **FINDS** that the Stipulation will bolster New Jersey's clean energy workforce and will greatly improve the ability of low- and moderate-income customers to take advantage of EE programs, initiatives, and opportunities. Accordingly, the Board **HEREBY APPROVES** the attached Stipulation in its entirety and **HEREBY INCORPORATES** its terms and conditions as though fully stated herein.

The Board **HEREBY AUTHORIZES** JCP&L to implement a new component for the EE&C Plan to Rider RRC to recover the costs associated with the EE&C Plan. The initial EE&C Plan rate will be set to $0.000627 per kWh, including Sales and Use Tax for services rendered on or after July 1, 2021.

The Board also **HEREBY AUTHORIZES** JCP&L to implement an LRAM, as set forth in the Stipulation and related attachments, to account for the lost revenue resulting from the potential decrease in customer energy usage.

As a result of the Stipulation, a typical residential customer using 783 kWh per month would experience an increase in their l bill of $0.67 or 0.6% for the first year of the EE&C Plan.

The Board **HEREBY RATIFIES** the decisions made by President Fiordaliso during the pendency of this proceeding for the reasons stated in his decisions and Orders.

The Board **HEREBY ORDERS** the Company to file the appropriate revised tariff sheets conforming to the terms of this Order by July 1, 2021.

The Company's costs, including those related to the EE&C Plan, remain subject to audit by the Board. This Decision and Order shall not preclude nor prohibit the Board from taking any actions deemed to be appropriate as a result of any such audit.

The effective date of this Order is April 30, 2021.

DATED: April 27, 2021

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BY:

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COMMISSIONER

DIANNE SOLOMON
COMMISSIONER

UPENDRA J. CHIVUKULA
COMMISSIONER

ROBERT M. GORDON
COMMISSIONER

ATTEST:

AIDA CAMACHO-WELCH
SECRETARY

IN THE MATTER OF THE IMPLEMENTATION OF L. 2018, C. 17 REGARDING THE ESTABLISHMENT OF ENERGY EFFICIENCY AND PEAK DEMAND REDUCTION PROGRAMS

IN THE MATTER OF THE VERIFIED PETITION OF JERSEY CENTRAL POWER & LIGHT COMPANY FOR APPROVAL OF JCP&L'S ENERGY EFFICIENCY AND CONSERVATION PLAN INCLUDING ENERGY AND PEAK DEAMND REDUCTION PROGRAMS (JCP&L EE&C)

DOCKET NOS. QO19010040 AND EO20090620

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April 23, 2021

VIA ELECTRONIC MAIL
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Honorable Joseph L. Fiordaliso
President of the Board and Presiding Officer
Aida Camacho-Welch, Secretary
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Re: *In the Matter of the Verified Petition of Jersey Central Power and Light Company for Approval of JCP&L's Energy Efficiency and Conservation Plan Including Energy and Peak Demand Reduction Programs*
BPU Docket No. EO20090620

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

Dear President Fiordaliso and Secretary Camacho-Welch:

Enclosed for filing is a fully executed Stipulation of Settlement (the ("Stipulation") in the above-referenced matter. The Stipulation has been executed by Jersey Central Power & Light Company ("JCP&L" or the "Company"), Staff of the New Jersey Board of Public Utilities (the "Board" or "BPU"), the New Jersey Division of Rate Counsel ("Rate Counsel"), and Energy Efficiency Alliance of New Jersey ("EEANJ") .

It is the Company's understanding there is no opposition to the Stipulation from New Jersey Large Energy Users Coalition ("NJLEUC") and the participants, who are: Atlantic City Electric Company ("ACE"), Rockland Electric Company ("RECO"), Public Service Electric and

Gas Company ("PSE&G"), New Jersey Natural Gas Company ("NJNG"), South Jersey Gas Company (SJG") and Elizabethtown Gas Company ("ETG"), and Google, LLC ("Google").

The Company respectfully requests that this matter be scheduled for the Board agenda meeting on April 27, 2021 so that implementation of the Stipulation can commence without delay.

Consistent with the Order issued by the Board of Public Utilities (the "Board" or "BPU") in connection with *In 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 document is being electronically filed with the Secretary of the Board and served by email on the Service List. No paper copies will follow.

Thank you for your consideration of this request. Please do not hesitate to contact me with any questions or if I can be of further assistance.

Respectfully submitted,

s/ James C. Meyer

James C. Meyer

cc: Service List (email only)

BPU

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STATE OF NEW JERSEY
BOARD OF PUBLIC UTILITIES

In the Matter of the Implementation of L. 2018, c. 17 Regarding the Establishment of Energy Efficiency and Peak Demand Reduction Programs In the Matter of the Verified Petition of Jersey Central Power & Light Company For Approval of JCP&L's Energy Efficiency and Conservation Plan Including Energy Efficiency and Peak Demand Reduction Programs (JCP&L EE&C)	:	**STIPULATION OF SETTLEMENT** BPU Docket Nos. QO19010040 and and EO20090620

APPEARANCES:

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Nathan Howe, Esq. (K&L Gates LLP), for intervenor Energy Efficiency Alliance of New Jersey

TO THE HONORABLE BOARD OF PUBLIC UTILITIES:

This Stipulation of Settlement ("Stipulation" or "Settlement") is made by and among the Petitioner, Jersey Central Power & Light Company ("JCP&L" or "Company"), the New Jersey Division of Rate Counsel ("Rate Counsel"), and the Energy Efficiency Alliance of New Jersey ("EEANJ") (collectively, "Signatory Parties")[1] to resolve JCP&L's Petition in these dockets and join in recommending that the New Jersey Board of Public Utilities ("Board" or "BPU") issue a final Decision and Order approving this Stipulation and the Company's Energy Efficiency and Conservation ("EE&C") Plan, as modified herein.

BACKGROUND

On January 13, 2008, L. 2007, c. 340 ("RGGI Act") was signed into law based on the New Jersey Legislature's findings that energy efficiency ("EE") and conservation measures must be essential elements of the State's energy future and that greater reliance on EE and conservation will provide significant benefits to the citizens of New Jersey. The Legislature also found that public utility involvement and competition in the conservation and EE industries are essential to maximize efficiencies.

Pursuant to Section 13 of the RGGI Act, codified as N.J.S.A. 48:3-98.1(a)(1), an electric or gas public utility ("Utility" or collectively "Utilities") may provide and invest in EE and conservation programs in its service territory on a regulated basis. Upon petition, such investment in EE and conservation programs may be eligible for rate treatment approval by the Board, including a return on equity, or other incentives or rate mechanisms that decouple Utility revenue from sales of electricity and gas. Ratemaking treatment may include placing appropriate

[1] While not a Signatory Party, New Jersey Large Energy Users Coalition ("NJLEUC") has represented that it does not oppose the Stipulation.

technology and program cost investments in the Utility's rate base or recovering the Utility's technology and program costs through another ratemaking methodology approved by the Board.

On May 23, 2018, Governor Murphy signed the Clean Energy Act ("Clean Energy Act" or "CEA") into law.[2] Sections 3(a) and (e)(1) of the CEA, codified at N.J.S.A. 48:3-87.9(a) and (e)(1), require New Jersey's electric distribution utilities to achieve annual reductions in their customers' electricity usage of at least two percent (2%) of the average annual usage in the prior three (3) years and require New Jersey's natural gas utilities to achieve annual reductions in their customers' gas usage of 0.75 percent (0.75%) from the average annual usage of the prior three (3) years. Such usage reductions are required to be achieved within five (5) years of the utilities' implementation of EE programs in accordance with the CEA.

By Order dated June 10, 2020, the Board approved an EE transition framework for EE programs to be implemented pursuant to the CEA, including requirements for the Utilities to establish programs that reduce the use of electricity and natural gas within their territories.[3] In the June 2020 Order, the Board directed the Utilities to file three (3)-year program petitions by September 25, 2020, for approval by the Board by May 1, 2021 and implementation beginning July 1, 2021.

JCP&L's EE&C FILING

On September 25, 2020, JCP&L filed a petition with the Board in compliance with the June 2020 Order. In its Petition, the Company proposed to spend approximately $230.1 million (investment and expenses) in its EE&C Plan over a three (3) year period, from July 1, 2021 through

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[2] The CEA, L. 2018, c. 17, is codified as N.J.S.A. 48:3-87.8 et seq.

[3] 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, Order dated June 10, 2020 ("June 2020 Order").

June 30, 2024 ("September 2020 Petition" or "Petition").[4] This amount includes the net allocations to and from gas utilities within JCP&L's service territory for dual fuel projects. The proposed programs and subprograms, as proposed in the Petition, are summarized in the table below:

JCP&L Summary of Program Costs		
Program	**Sub-Program**	**Total 2021-2023 Program Budget ($)**
Efficient Products	Efficient Products	$67,647,413
Existing Homes	Home Performance with Energy Star	$22,463,087
	Quick Home Energy Check-up	$7,271,529
	Moderate Income Weatherization	$13,709,728
Home Energy Education and Management	Behavioral	$4,146,482
Direct Install	Direct Install	$26,135,580
Energy Solutions for Business	Prescriptive / Custom	$64,609,040
	Energy Management	$4,281,446
	Engineered Solutions	$10,802,198
Multifamily	Multifamily	$5,755,006
Home Optimization & Peak Demand Reduction	Home Optimization & Peak Demand Reduction	$3,321,963
	Total	**$230,143,473**

Detailed descriptions of each proposed program and subprogram were provided in Sections 4.0 and 5.0 of the EE&C Plan, which is Attachment B to the direct testimony of Edward C. Miller filed with the Petition on behalf of JCP&L.

In addition to the approval of the EE&C Plan, the Company requested approval of a cost recovery mechanism. Specifically, the Company requested authority to recover the revenue requirement associated with the costs to implement the EE&C Plan, including, but not limited to, incentives, outside services, inspections and quality control, utility administration, marketing,

[4] On October 5, 2020 the Company submitted certain excel spreadsheets from the Petition filing, and on October 8, 2020, the Company provided confidential information from the Petition filing.

evaluation, and any additional operations and maintenance ("O&M") costs. The Company proposed to recover revenue requirements and EE&C Plan costs through a separate surcharge clause of its tariff, Rider EE&C. The revenue requirement recovered through Rider EE&C is designed to recover the estimated annual costs of the EE&C Plan with any over or under collection, from the prior period, being trued-up in future annual filings. The Company also proposed to recover lost revenues from reduced electricity sales associated with the EE&C Plan by way of a reconcilable tariff clause, Rider Lost Revenue Adjustment Mechanism ("LRAM"). Rider LRAM is designed to recover the revenue impact of sales losses resulting from implementation of EE and peak demand reduction ("PDR") programs, as well as true-up for any over or under collection from the prior annual period.

In the Petition, the Company requested approval to implement the initial Rider EE&C rates for the first year of the EE&C Plan based on estimated revenue requirements, to be effective July 1, 2021, coincident with the commencement of the proposed EE&C Plan. Additionally, pursuant to Rider EE&C, JCP&L proposed to submit annual filings for changes to the Rider EE&C rates. Similarly, the Company requested approval in this proceeding for the initial Rider LRAM rates based upon forecasted EE sales loss targets, to be effective July 1, 2021. Pursuant to the proposed Rider LRAM, the Company proposed to submit annual filings for changes to the Rider LRAM rates.

The Company estimated that the initial bill impact for the first year of the proposed EE&C Plan for a typical residential customer using 768 kWh per month would be an increase of 1.2% or $1.25 per month.

PROCEDURAL HISTORY

On August 21, 2020, the Company met with Staff and Rate Counsel, a date at least 30 days in advance of submitting the September 2020 Petition, to provide an overview of the elements of the filing and cost recovery mechanism proposed pursuant to the Board's May 2008 Order and June 2020 Order.[5]

By Order dated September 23, 2020, the Board determined that JCP&L's Petition should be retained by the Board for hearing and, pursuant to N.J.S.A. 48:2-32, designated President Joseph L. Fiordaliso as the presiding commissioner authorized to rule on all motions that arise during the pendency of the proceeding and modify any schedules that may be set as necessary to secure a just and expeditious determination of the issues.[6] The September 23, 2020 Order also directed that any entity seeking to intervene or participate in this matter file the appropriate application with the Board by October 2, 2020 and that any responses to those motions by October 9, 2020.

On October 2, 2020, NJLEUC, EEANJ, Public Service Electric and Gas Company ("PSE&G"), and New Jersey Natural Gas Company ("NJNG") filed motions to intervene in this matter. Atlantic City Electric Company ("ACE"), the Building Performance Association ("BPA"), Google, LLC ("Google"), Rockland Electric Company ("RECO"), South Jersey Gas Company ("SJG"), and Elizabethtown Gas Company ("ETG") each submitted motions to participate.

On October 9, 2020, JCP&L submitted a letter indicating it did not oppose the motions to intervene of EEANJ and NJLEUC or the motions to participate of ACE, RECO, SJG, ETG,

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[5] I/M/O Electric Public Utilities and Gas Public Utilities Offering Energy Efficiency and Conservation Programs, Investing in Class I Renewable Energy Resources, and Offering Class I Renewable Energy Programs in their Respective Service Territories on a Regulated Basis, Pursuant to N.J.S.A. 48:3-98.1, BPU Docket No. EO08030164, Order dated May 12, 2008 ("May 2008 Order").

[6] In re the Implementation of P.L. 2018, c. 17 Regarding the Establishment of Energy Efficiency and Peak Demand Reduction Programs, BPU Docket No. QO19010040, Order dated September 23, 2020 ("September 23, 2020 Order").

Google, and BPA.[7] With respect to the motions to intervene filed by NJNG and PSE&G, the Company stated that, as permitted by N.J.A.C. 1:1-16.5, NJNG's and PSE&G's motions to intervene should be denied and treated as motions to participate (and granted as such).

On October 16, 2020, Board Staff provided a letter to the Company listing deficiencies in the Company's September 2020 Petition and identifying information/documentation required to remedy the deficiencies. The Company submitted additional information/documentation to remedy the deficiencies to Staff and the service list on October 5, 8, 27, and 30, 2020.

On November 2, 2020, following receipt of the supplementary information/documentation from the Company, Staff notified the Company that the Petition was deemed administratively complete and that the 180-day review period commenced on October 30, 2020.

On December 15, 2020, President Fiordaliso issued a Prehearing Order Setting the Procedural Schedule and Ruling on Motions to Participate and Intervene and for Admission Pro Hac Vice ("Prehearing Order"). The motions for intervention of NJLEUC and EEANJ were granted. PSE&G's and NJNG's motions for intervention were denied, but, in the alternative, PSE&G and NJNG were granted participant status. The motions to participate filed on behalf of ACE, ETG, SJG, RECO, and Google were granted.

Notice of the Company's Petition, including the date, time and place of public hearings, was placed in newspapers having a circulation in the Company's electric service territory and was served by mail on the Clerks of the municipalities, the Clerks of the Boards of County Commissioners, and the County Executives within the Company's service territory.

In accordance with that notice, two (2) telephonic public hearings on the Company's Petition were conducted at 1:00 pm and 4:30 pm on February 25, 2021. One (1) member of the

[7] On October 16, 2020 the BPA withdrew its motion to participate.

public attended the 1:00 pm hearing but did not provide comment, and no members of the public attended the 4:30 pm hearing. The Board's Secretary received two (2) written comments, including one (1) in favor of and one (1) in opposition to the Company's Petition. No written comments were received by Rate Counsel or the Company.

As of the date of this Stipulation, JCP&L has responded to all discovery requests that have been propounded in this proceeding by Rate Counsel and Staff.

The Parties held a series of telephonic settlement conferences beginning on January 11, 2021.

In order to facilitate ongoing settlement discussions, on January 20, 2021, JCP&L submitted a letter to President Fiordaliso requesting a suspension of the Procedural Schedule embodied in the Prehearing Order.

STIPULATED MATTERS

Based upon further discussions, the Signatory Parties reached an agreement to enter into this Stipulation establishing the EE&C Plan, establishing a cost recovery mechanism, and resolving all issues raised in or related to the Company's September 2020 Petition. Upon review of the September 2020 Petition, updates thereto, and responses to discovery, and based upon the terms and conditions set forth herein, the Signatory Parties HEREBY STIPULATE AND AGREE AS FOLLOWS:

JCP&L EE&C Plan Programs

1. Term. The JCP&L EE&C Plan, as modified herein, shall continue for a term of three (3) years commencing on July 1, 2021 and ending on June 30, 2024.

2. Streetlighting Withdrawn. The Company withdraws its request to include Tariff Streetlighting conversions as an eligible measure under its Energy Solutions for Business Program,

Prescriptive/Custom Subprogram, which offered incentives to customers participating on the Company's streetlighting tariffs to offset the customer's one-time or monthly cost and promote the replacement of Company-owned streetlighting with LED streetlighting equipment, as part of the EE&C Plan.

3. EE&C Plan Programs and Subprograms. The Signatory Parties agree that the Company may offer the approved programs and subprograms for the EE&C Plan term described in greater detail in Attachment A. The Signatory Parties agree that the EE&C Plan budget, exclusive of third-party financing loan principal, shall not exceed $203,032,357 (which includes future financing commitments resulting from the EE&C Plan). The agreed sub-program budgets are specified below:

JCP&L Summary of Program Costs		
Program	**Sub-Program**	**Total Program Budget ($)**
Efficient Products	Efficient Products	*$59,136,139*
Existing Homes	Home Performance with Energy Star	*$19,907,837*
	Quick Home Energy Check-up	*$6,290,830*
	Moderate Income Weatherization	*$13,951,299*
Home Energy Education and Management	Behavioral	*$3,700,804*
Direct Install	Direct Install	*$24,270,994*
Energy Solutions for Business	Prescriptive / Custom	*$50,633,091*
	Energy Management	*$5,645,320*
	Engineered Solutions	*$9,763,104*
Multifamily	Multifamily	*$6,678,525*
Home Optimization & Peak Demand Reduction	Home Optimization & Peak Demand Reduction	*$3,054,413*
	Total	**$203,032,357**

4. The Company shall make an effort to maximize diverse participation in the Energy Solutions for Business: Engineered Solutions program, with a particular focus on governmental entities such as public schools and municipalities provided that the Company retains the flexibility to use the funds allocated to the program as practicable to maximize EE savings.

5. The estimated bill impact for the first year of the EE&C Plan for the typical residential customer using 783 kWh per month is an increase of 0.6% or approximately $0.67 per month.

6. The recoverable O&M expense for the EE&C Plan, including Utility Administration, Marketing, Inspections and Quality Control, and Evaluation shall not exceed $26.6 million. To facilitate the start-up of the EE&C Plan, the Company may incur costs upon the effective date of the Board Order which will be reviewed for prudency in the Company's subsequent EE&C cost recovery true up filing. JCP&L's recovery of these costs will occur in the first year of the EE&C Plan and will be reviewed in the Company's subsequent annual EE&C rate filing. Staff and Rate Counsel reserve their rights to challenge the prudency of all costs, including administrative costs, in future cost recovery filings.

7. Based upon market response, the Company may shift the timing of investments and expenses between Program Years (which run from July 1 through June 30 of the following calendar year) within any subprogram, as necessary to provide flexibility to respond to market conditions, customer demand, and to ensure achievement of EE&C Plan targets during the term of the EE&C Plan.

8. During EE&C Plan implementation, certain sub-programs may be more or less successful in the near term and require less or additional budget in order to respond to the market need and to continue operations. Accordingly, the Signatory Parties agree that a process enabling

the Company to make adjustments to subprogram budgets in response to actual market conditions experienced is justified. The process, in accordance with the June 2020 Order, shall be as follows:

> • JCP&L can shift budgeted amounts from an individual sub-program within the Residential sector or within the Commercial & Industrial ("C&I") sector: by up to 25% of the individual sub-program's total budget with Staff notification (which should be provided within 30 days following the change); by 25–50% with Staff approval; and over 50% with Board approval.
>
> • JCP&L can shift budgeted amounts from the Residential, Multifamily or C&I sector: up to 5% of individual utility sector budgets with Staff notification (which should be provided within 30 days following the change); 5–10% with Staff approval; and over 10% with Board approval. Amounts shifted may be added to any sub-program(s) within the sector to which it is being transferred without limitation when the budget shift does not exceed 5%.
>
> • All notifications and requests for budget adjustments shall be submitted to Staff and Rate Counsel. Staff retains the right to reject shifts requiring Staff notification. Requests for budget adjustments within the three-year Program filing necessitating Staff approval shall be submitted to Staff and Rate Counsel with a written description of and rationale for the proposed transfers, and shall be responded to within 30 days. Rate Counsel may object within 30 days, in which case Staff shall review within 30 days of Rate Counsel's objection. If there is no response from Rate Counsel or Staff within 30 days of JCP&L's request, those requests shall be deemed granted.

9. The Signatory Parties agree that the program design for all programs and subprograms will be as described in Attachment A, the EE&C Plan, subject to modification consistent with the June 2020 Order and in cooperation with the Board's Utility Working Group and EE Working Groups, as approved by the Board. The Company commits to complying with all Board Orders regarding modifications to the EE&C Plan programs and program details it is required to offer, subject to the availability of funds within the budget

10. Regarding the transition of programs to the utilities (including program delivery, program data, and marketing), the Company will continue to coordinate with the current New Jersey Clean Energy Program ("NJCEP") program administrator and the natural gas utilities with whom the Company has overlapping service territories.

11. The Signatory Parties anticipate that programs will continue to evolve after initial launch. The Company commits to continue engaging in ongoing collaborative processes with the other natural gas and electric utilities to achieve consistency where possible in the design and delivery of core programs, as permissible under law and within approved budgets, including with respect to the following coordinated program elements:

- Common forms for use by customers and contractors;
- Contractor requirements, open and competitive procurement protocols where feasible, and training; procurement protocols should include policies and practices (e.g., scoring systems) developed in collaboration with the Equity Working Group and Workforce Development Working Group that encourage supplier diversity (including contractors and subcontractors) and contractor coaching/mentoring of diverse business enterprises;
- Customer and property eligibility requirements and processes, including alternative/automatic eligibility methods for low- to moderate-income customers (e.g., based on census tracts, environmental justice communities, Urban Enterprise Zones, etc.);
- Eligible measures;
- Incentive ranges;
- Incentive payment processes and timeframes;
- Customer and contractor engagement platforms;
- Data platforms and database sharing among program administrators, where appropriate; and
- Quality control standards and remediation policies.

12. Third-Party Financing. In support of the EE&C Plan, JCP&L shall offer low to no interest financing for applicable program/subprogram measures through a third-party administrator ("Third-Party Financing"). Under Third-Party Financing, the Company has incorporated the estimated costs of offering such loans within JCP&L's budget and plans to make periodic payments to the third-party administrator for the cost of buying down the interest rate on customer loans, as well as administrative fees and loan default costs associated with same ("Third-Party Financing Costs"). The structure of Third-Party Financing, including, but not limited to, the amount and timing of payments to vendors for Third-Party Financing Costs, may differ from the assumptions on which the budget was based. The Company shall inform Board Staff and Rate

Counsel if actual Third-Party Financing Costs exceed budgeted Third-Party Financing Costs by 15% or more, and will seek approval from the Board to continue to provide and recover the costs of Third-Party Financing if actual costs are expected to exceed budgeted costs by more than 30%. The structure of Third-Party Financing will be finalized following negotiations with vendors responding to a Request for Proposal solicitation, with, subject to the availability of favorable commercial terms, such finalized structure being chosen to meet the objectives of the Board's financing requirements within the stated budget at a cost that is economical for customers. Subject to the final terms of the Third-Party Financing agreement with its vendor, some of the Company's Third-Party Financing Costs for loans initiated within the initial EE&C Plan cycle may be incurred at the time of the loan's initiation, and some may be incurred over the term of the loan, which may be up to 10 years following the initial three (3) year term of the EE&C Plan. JCP&L shall recover the costs of providing Third-Party Financing in accordance with the EE&C Rate Mechanism (recovered as a component of Rider RGGI Recovery Charge ("RRC")) set forth in paragraphs 14 through 21 of this Stipulation. JCP&L shall recover its Third-Party Financing Costs associated with the EE&C Plan, regardless of the year in which such costs are incurred.

13. Benefit-to-Cost Ratios. While recognizing that the Signatory Parties are not in agreement regarding the inputs and calculations used to implement the New Jersey Cost Test ("NJCT"), the Company agrees to work cooperatively with the Signatory Parties in the context of the Evaluation, Measurement, and Verification ("EM&V") Working Group to further refine and formalize the calculation of the inputs to the NJCT.

Cost Recovery Mechanism

14. The Signatory Parties agree that Company may recover the revenue requirements for the EE&C Plan costs through the EE&C Rate Mechanism, as described in paragraphs 14

through 22 and Attachments B through F. The EE&C Plan costs include all planned investments and expenses related to the EE&C Plan, such as Customer Incentives, Outside Services, Information Technology ("IT") costs, Third-Party Financing Costs, and O&M costs, including related Utility Administration, Inspections and Quality Control, Marketing, and Evaluation expenses. The revenue requirement shall be modified by any net revenue offsets from PJM capacity resources, marketplace revenues negotiated with vendors, or any other source of revenues as a result of the implementation of the EE&C Plan, as well as financial benefits from the usage of data as provided in Paragraph 35 below. There will be no Allowance for Funds Used During Construction associated with the EE&C program and subprogram expenditures.

15. Revenue Requirements Calculation. In the rate adjustment proceedings provided for in paragraph 22 below (and in establishing the initial rates set forth in paragraph 20 below), the projected and actual revenue requirements for the EE&C Plan investments and expenses recovered through a component of JCP&L's Rider RRC, via the EE&C Rate Mechanism, which shall be calculated as summarized in this paragraph.

- The revenue requirement for the rate adjustments in the EE&C Rate Mechanism will be calculated using the following formula:

  Revenue Requirement = [(Pre-Tax Cost of Capital * Rate Base) + Amortization + O&M Expense - Revenue Offsets]. The Company will also apply the appropriate factor to collect applicable Sales and Use Taxes ("SUT"). Uncollectible expense associated with the EE&C Plan is not included in the Revenue Requirement because it will be recovered along with other uncollectible expenses in existing Rider UNC.

- "Pre-Tax Cost of Capital" means JCP&L's pre-tax overall weighted average cost of capital ("WACC") for the Plan. JCP&L's pre-tax weighted average cost of capital for the Plan is 9.34%, as set forth in Attachment B based on its current authorized return on equity ("ROE"), long-term debt and capital structure approved by the Board on October 28, 2020 in BPU Docket No. ER20020146, [including income tax effects]. Any change in the WACC authorized by the Board in a base rate case following this Stipulation will be reflected in the revenue requirement calculations and subsequent rate adjustment filings for JCP&L Rider RRC. Any changes to current tax rates will be reflected in an adjustment to the WACC.

- “Rate Base” = Cumulative Investments – Accumulated Amortization of Investments – Accumulated Deferred Income Tax (“ADIT”). (Note that the “Pre-Tax Cost of Capital * Rate Base component of the formula provides recovery of the return on the [unamortized] EE&C Plan investments in rate base.)

    - “Cumulative Investments” = Plan-to-date investments, such as Customer Incentives, Outside Services, IT and Third-Party Financing Costs.

    - “ADIT” is calculated as Book Amortization less Tax Depreciation, multiplied by the statutory composite federal and state income tax rate, which is currently 28.11%. Any future changes to the book amortization or tax depreciation rates during the EE&C Plan period and at the time of each rate adjustment, will be reflected in the accumulated amortization and/or ADIT calculation described above. All EE&C Plan investments in Rate Base will be expensed in the year of investment for tax purposes.

- “Amortization” provides for recovery of EE&C Plan investments based on a 10 year amortization of such investments, except for Third-Party Financing Costs. Amortization for ratemaking purposes will be done monthly, using a straight-line method. The current month’s amortization will be included in the current month’s revenue requirement and will also increase the current month’s Accumulated Amortization of Investments.

- “O&M Expense” means expenses for Utility Administration, Inspections/Quality Control, Marketing, and Evaluation required to conduct the EE&C Plan.

- “Revenue Offsets” encompasses PJM capacity market revenues (net of costs associated with auction participation, including but not limited to, replacement capacity charges, capacity deficiency charges and any unavoidable PJM charges), marketplace revenues negotiated with vendors, financial benefits from the usage of data, or any other source of revenue that results from the implementation of the EE&C Plan, which are credited as a reduction to revenue requirements.

- “Third-Party Financing Costs” include all costs associated with customer loans provided by a third-party lender, including, but not limited to, the costs of the interest rate buydown payments, loan service fees, and loan default costs. Third-Party Financing Costs will be recovered in the year incurred.

16. JCP&L’s recovery of costs associated with providing Third-Party Financing shall be as set forth in Paragraph 15 above.

17. The Signatory Parties agree that the Company is authorized to defer for recovery as a component of the Company’s O&M expense the incremental costs upon the effective date of

the Board Order which will be reviewed for prudency in the Company's subsequent EE&C cost recovery true-up filing, as referenced in paragraph 6 of this Stipulation. These costs include, but are not limited to, those incurred in support of settlement and final plan approval, utility and Staff led working group activities for program coordination and transition, Statement of Work and Request for Proposal development and procurement of Third-Party Implementation Contractors ("TPICs"), Statewide Coordinator and Tracking and Reporting system development, program financing arrangements, program marketing, and program launch preparations. These costs will be recovered in the initial rates set for Rider EE&C for the first year of the EE&C Plan as a component of the Company's O&M expense.

18. Rate Design/Rates. The Company shall apply the following rate design to all applicable rate classes to recover EE&C Plan costs. The Company will collect the revenue requirement through a $/kWh consumption charge for all rate schedules.

19. Tariffs. The Company will recover its EE&C Plan revenue requirements through the EE&C Rate Mechanism component set forth in Rider RRC, which is attached hereto as Attachment G. The Company will recover lost revenues from reduced electricity sales associated with the EE&C Plan through Rider LRAM, which is attached hereto as Attachment H.

20. Initial Rates. The Signatory Parties agree that the initial EE&C rates set forth in Attachment G (Rider RRC) shall become effective on July 1, 2021 to recover a forecasted revenue requirement of $11.34 million during the period July 1, 2021 through June 30, 2022. The detailed calculations supporting the initial rates in Rider RRC are shown in Attachments D and E, as well as Attachment C showing a summary of projected investments for the first program year.

21. The True-Up Filing will be subject to review by the Signatory Parties with opportunity for discovery and evidentiary hearings (if necessary) prior to the issuance of a Board

Order establishing the Company's revised Rider RRC rates. The issuance of a written Board Order will be preceded by adequate public notice and public hearings including evidentiary hearings, if necessary.

22. JCP&L will adjust Rider RRC rates and reconcile prior period recoveries in the annual Rider RRC rate adjustment filings targeted to be submitted on February 1 of each year, as follows.

JCP&L EE&C Plan Targeted Rate Filing Schedule				
Filing	**Filing (On or About)**	**Projected Spending Through**	**True-Up of Prior Period Actuals**	**Target Rate Effective Date**
0 (Initial Rate)	September 2020 Petition	June 30, 2022	N/A	July 1, 2021
1	February 1, 2022	June 30, 2023	July 1, 2021 through December 31, 2021	July 1, 2022
2	February 1, 2023	June 30, 2024	January 1, 2022 through December 31, 2022	July 1, 2023

The foregoing annual filing process will adjust Rider RRC rates for the subsequent period to: 1) provide refunds or adjustments to reconcile the projected Revenue Requirements for the prior period to actual Revenue Requirements based on actual EE&C Plan costs, and 2) recover projected EE&C Plan Revenue Requirements for investments and expenses costs for the prospective period. The adjustment of Rider RRC rates in this annual filing process shall include the reconciliation of any over or under-recovery of Third-Party Financing Costs for the prior period based on actual costs, and the recovery of Third-Party Financing Costs that are projected to be incurred in the prospective period. In addition, the Company will accrue carrying costs on a monthly basis on the over/under recovered balance calculated based on the average balance net of tax at an interest rate equal to the rate on two (2) year constant maturity Treasuries, as shown in the Federal Reserve Statistical Release on or closest to January 1 of each year, plus 60 basis points, compounded annually as of January 1 of each year. The Company will continue annual filings, with changes to Rider RRC rates occurring once per year, while the EE&C Plan remain in effect and until all costs associated with the EE&C Plan (including Third Party Financing Costs) have been recovered. Staff and Rate Counsel will have the opportunity to review each rate filing and ask discovery. As the agreed upon filing date of February 1 conflicts with prior Board Orders regarding JCP&L filing requirements for Rider RRC, the Signatory Parties agree that such requirements are superseded in order to reflect the February 1 filing date agreed to above beginning in 2022. In accordance with the Signatory Parties' agreement to have JCP&L recover its costs associated with the EE&C Plan through Rider RRC, JCP&L withdraws its request in its filed Petition to recover the costs associated with the EE&C Plan through a new surcharge, Rider EE&C.

23. <u>Lost Revenue Adjustment Mechanism and Earnings Test</u>. The Company shall recover lost revenues from reduced electricity sales demonstrated to have resulted from the EE&C Plan by way of an LRAM that includes a tariff clause, Rider LRAM. The demonstration of energy savings eligible for lost revenue recovery and associated revenue impact of sales losses resulting from implementation of the EE&C Plan, the calculation of lost revenues to be recovered through Rider LRAM, and the process for adjusting Rider LRAM via annual LRAM adjustment filings, shall be in accordance with Attachment I. The Company shall make a filing at the end of each Program Year for recovery of lost revenues under Rider LRAM pursuant to the following schedule:

JCP&L LRAM Targeted Rate Filing Schedule				
Filing	**Filing (on or about)**	**Lost Distribution Revenue through**	**True-Up of Prior Period Actuals**	**Rates Effective**
0 (Initial Rate)	August 30, 2022	June 30, 2022	N/A	November 1, 2022
1	August 30, 2023	June 30, 2023	July 1, 2021 through June 30, 2022	November 1, 2023
2	August 30, 2024	June 30, 2024	July 1, 2022 through June 30, 2023	November 1, 2024

Recovery of lost revenues through the LRAM for an applicable filing period is subject to an earnings test set forth in Attachment J. As set forth in the above schedule, JCP&L's Rider LRAM filing will be updated upon the Company's receipt of the report from its independent evaluator determining the actual amount of verified savings resulting from the Company's EE&C Plan during the Program Year. The initial rates in Rider LRAM at the commencement of the EE&C Plan on July 1, 2021 shall be set to $0.0-.

24. Base Rate Case. Based on the Board's approval of this LRAM, the Company agrees to file a base rate case not later than five (5) years after the commencement of the approved EE&C Plan, i.e., by July 1, 2026.

25. No Incentives/Penalties. There shall be no adjustment for performance incentives and penalties during the term of this Stipulation, in accordance with the June 2020 Order adopting Staff's recommendation that incentives and penalties not be awarded or imposed until after the conclusion of Program Year 5.

Filing Requirements/Reporting

26. Minimum Filing Requirements ("MFRS"). Each annual filing to adjust the EE&C component of Rider RRC rates shall include the MFRs that are set forth in the June 2020 Order and Attachment K hereto. Each annual filing to set and adjust Rider LRAM rates shall include the MFRs that are set forth in Attachment L.

27. Reporting. The Company shall provide the Quarterly Progress Reports, Annual Progress Reports, and Triennial Reports, in accordance with the June 2020 Order. Quarterly progress reports shall be provided no later than 60 days following the end of each quarter, including a user-friendly public report, with accompanying spreadsheet(s), that includes an overview of program performance, a narrative about customer participation and incentives paid, and results (energy savings, participation and program expenditures) on program-level parameters compared to program projections and goals. Annual progress reports shall be provided no later than 75 days following the end of each program year and include the same information as included in the quarterly reports. The Annual Progress Reports shall also provide benefit-cost test results for the programs and portfolio, provide assessment of the portfolio compliance with the Quantitative Performance Indicator ("QPI") targets and detail any proposed changes or additions for the next year or cycle. The Triennial Report shall be provided no later than 90 days following the end of the third program year and include the same information as in the Annual Progress Reports but shall also review the portfolio's data and assess the portfolio's success over the three (3) year program cycle. The Company shall complete its Quarterly, Annual, and Triennial Progress Reports consistent with standard report formats that are established by Staff in collaboration with the utilities.

28. The Company will also provide the following information on a quarterly/annual basis as required after consideration and recommendation of the EM&V Working Group. This information may include: (a) estimated free ridership and spillover with any Cost-Benefit Analysis required; (b) participant costs (net of utility incentives), including a breakdown by sub-program with any Cost-Benefit Analysis required; and (c) results of program evaluations, including a breakdown by sub-program when required by the June 2020 Order.

29. The Signatory Parties shall revisit the specific incentive levels in the EE&C Plan before the conclusion of the first triennial period in time to support consideration of revised incentive levels in the next triennial.

30. The Company shall continue to submit data regarding all of the EE&C programs and related expenses in accordance with the content, format, and timing dictated by both the June 2020 Order and subsequent directives from either the Board, based on recommendations from the Statewide Evaluator procured by the Board or the EM&V Working Group.

Further Provisions

31. The Signatory Parties recognize that the EE Working Groups referenced in the June 2020 Order have not completed their work as of the time of this settlement. The Signatory Parties recognize that these EE Working Groups will be addressing many long-term issues that will impact planning for future triennial program periods. However, the Signatory Parties recognize that the EE Working Groups may issue recommendations for the current triennial that are inconsistent with any programs and/or subprograms covered by this Stipulation and/or have the potential to increase or decrease the level of investment beyond the amount agreed to herein. To the extent that any particular aspect of this Stipulation concerning establishment of core programs and subprograms and coordinated elements (such as incentives, marketplace, marketing, workforce development,

and contractor procurement), or program and subprogram structure in overlapping territories, are not consistent with the final consensus reached by the EE Working Groups and approved by the Board with regard to the current triennial, the Signatory Parties agree that they shall meet to address any inconsistencies and define a path for resolution of these items.

32. The Signatory Parties further recognize that, while the Board established the NJCT on an interim basis through the August 24, 2020 Board Order[8], the Signatory Parties are not in agreement regarding the inputs and calculations used to implement the NJCT. Further, the NJ Cost Test Order already noted that the interim NJCT may not include the full range of possible benefits and costs and committed to further review of the NJCT with the guidance of the EM&V Working Group. All Signatory Parties further agree that further deliberation of both the underlying elements included within the NJCT and the proper approach to calculating those elements is critical to accurately evaluating the cost effectiveness of EE program offerings for future triennials. To support that effort, the Signatory Parties agree, through the EM&V Working Group, without waiving any rights to due process, to further develop the NJCT in support of establishing a consistent and transparent approach to implementing this test.

33. Data. JCP&L shall continue to submit data regarding all of the EE&C Plan programs and related investments and expenses in accordance with the content, format, and timing dictated by both the June 2020 Order and/or as amended by subsequent directives from the Board, based on recommendations from the Statewide Evaluator procured by the BPU or the EM&V Working Group.

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[8] In re the Implementation of P.L. 2018, c. 17 Regarding the Establishment of Energy Efficiency and Peak Demand Reduction Programs, and In re the Clean Energy Act of 2018 – New Jersey Cost Test, BPU Docket Nos. QO19010040 and QO20060389, Order dated August 24, 2020 ("NJ Cost Test Order").

34. Customer Information. The Company agrees that customer information shall be used by the Company to deliver an effective customer experience in compliance with any applicable Board regulations and statutory obligations. The Company shall adopt privacy and data handling policies and procedures for the EE&C Plan[9] that are consistent with JCP&L's customer data security protections, the June 2020 Order, and any applicable Board regulations and statutory obligations. In the event of any breach of the above confidentiality by an affiliate, JCP&L shall remediate such breach to the full extent required by the law. In the event of any breach of confidentiality by a vendor hired to deliver the EE&C Plan or to evaluate subprograms, the Company commits to enforcing the contractual confidentiality requirement to the extent allowed by the law. Any "breach of security" with respect to customers' "personal information," as those terms are defined in N.J.S.A. 56:8-161, shall be treated in accordance with the New Jersey Identity Theft Prevention Act, N.J.S.A. 56:8-161 et seq., and Section 3b of the Board's Cybersecurity Order of March 18, 2016 in BPU Docket No. AO16030196.

35. JCP&L agrees that customer-specific data is confidential, and belongs to the customer, who may request or authorize JCP&L to share it with suppliers, and that data gathered during the operation of these sub-programs not specific to any particular customer shall be used solely to support current or future regulated utility programs. Such data may not be used for other purposes without Board approval. Any financial benefits derived from the data shall be used to offset the costs of the EE&C Plan. The Company shall also submit non-customer-specific data to the Board in compliance with reporting requirements, as established by the Board.

[9] A separate written policy for the EE&C Plan shall only be required to the extent necessary to address any issues that are not covered by the Company's then-current privacy and data handling policies. Such additional policy will be made available to Board Staff and Rate Counsel, subject to their execution of an appropriate non-disclosure agreement.

36. Collaborative Meeting: No later than January 31, 2022, JCP&L agrees to hold at least one (1) non-confidential collaborative meeting with interested parties to receive input on additional "non-core" program design. The non-core programs subject to discussion in the collaborative include, but are not limited to, demand response, PDR programs, non-wire alternatives, building electrification/decarbonization, and other programs that further the clean energy goals of the State of New Jersey.

37. Attachments. All attachments referenced in and attached to this Stipulation are incorporated by reference herein as if set forth in the body of this Stipulation.

38. Voluntariness. The Signatory Parties stipulate and agree that this Stipulation is voluntary, fully disposes of all issues in this proceeding, is consistent with law, and is in the public interest. The Signatory Parties have entered this Stipulation after consideration of the Petition, the discovery, the CEA, relevant Board orders, and after settlement discussions.

39. Board Approval. The Signatory Parties agree that the EE&C Plan and cost recovery provisions established in this Stipulation satisfies the requirements set forth in the CEA and the June 2020 Order, and provide for the establishment of just and reasonable rates. The Signatory Parties agree and recommend that the Board should approve, without modification, this Stipulation and authorize the Company to implement the EE&C Plan, including the cost recovery mechanism, based on the terms and conditions set forth herein, commencing July 1, 2021. The Signatory Parties hereby request that the Board address this matter not later than at its agenda meeting occurring April 27, 2021 and that the Board issue a written Order approving this Stipulation as soon as practicable following that agenda meeting.

40. Rights Upon Disapproval or Modification. This Stipulation represents a mutual balancing of interests, contains interdependent provisions and the various parts hereof are not

severable without upsetting the balance of agreements and compromises achieved among the parties. The Signatory Parties therefore agree that this Stipulation is intended to be accepted and approved in its entirety. In the event any particular aspect of this Stipulation is not accepted and approved in its entirety by the Board, without modification, or is modified by a court of competent jurisdiction, then any party aggrieved thereby shall not be bound to proceed with this Stipulation and shall have the right upon written notice to the other Signatory Parties within 10 days after receipt of such adverse decision, to proceed with the litigation at the point in the procedural schedule where the matter was left off at the date of the Stipulation and litigate all issues addressed herein to a conclusion. More particularly, in the event that this Stipulation is not adopted in its entirety by the Board in any applicable Order, without modification, or is modified by a court of competent jurisdiction, then any Signatory Party hereto is free, upon the timely provision of such written notice, to pursue its then available legal remedies with respect to all issues addressed in this Stipulation as though this Stipulation has not been signed.

41. Binding/Signatory Party Reservations. The Signatory Parties agree that they consider the Stipulation to be binding on them for all purposes herein. It is specifically understood and agreed that this Stipulation represents a negotiated agreement and has been made exclusively for the purpose of these proceedings. Except as expressly provided herein, the Signatory Parties shall not be deemed to have approved, agreed to, or consented to any principle or methodology underlying or supposed to underlie any agreement provided herein, in total or by specific item.

42. Captions. The subject headings set forth within and between the paragraphs of this Stipulation are inserted solely for the purposes of convenient references and are not intended to, nor shall they, affect the meaning of any provision of this Stipulation.

43. Governing Law. This Stipulation shall be governed and construed in accordance with the laws of the State of New Jersey.

44. Amendments. This Stipulation shall not be amended without a written amendment executed by the Signatory Parties.

45. Execution. This Stipulation may be executed in any number of counterparts, each of which shall be considered one and the same and shall become effective when one or more counterparts has been signed by each of the Signatory Parties. Each Signatory Party has caused its duly authorized representative to execute below and deliver this Stipulation. The Signatory Parties further acknowledge that a written Board Order approving this Stipulation will become effective upon the service of said Board Order, or upon such date after the service thereof as the Board may specify, in accordance with N.J.S.A. 48:2-40.

WHEREFORE, the Signatory Parties respectfully submit this Stipulation to the Board and recommend that the Board issue a Final Decision and Order adopting and approving this Stipulation in its entirety, and without modification, in accordance with the terms hereof.

JERSEY CENTRAL POWER & LIGHT COMPANY

By:__________________________
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By:__________________________
BRANDON SIMMONS
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Director, Division of Rate Counsel

By:__________________________
Sarah H. Steindel, Esq.
Assistant Deputy Rate Counsel

ENERGY EFFICIENCY ALLIANCE OF NEW JERSEY

By:______________________
Nathan Howe
K&L Gates LLP
Attorneys for EEANJ

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JERSEY CENTRAL POWER & LIGHT COMPANY

Energy Efficiency and Peak Demand Reduction Programs

(For the period July 1, 2021 through June 30, 2024)

Docket Nos. QO19010040; QO19060748 and QO17091004

April XX, 2021

1.0 TABLE OF CONTENTS & LIST OF ACRONYMS

Table of Contents

LIST OF ACRONYMS

A/C	Air Conditioner
AHU	Air Handling Units
AMI	Advanced Metering Infrastructure
ASHRAE	American Society of Heating, Refrigerating, and Air Conditioning Engineers
BOC	Building Operations Certification
BPI	Building Performance Institute
BPU	Board of Public Utilities
BRA	Base Residual Auction
C&I	Commercial and Industrial
CEA	Clean Energy Act of 2018
CEE	Consortium for Energy Efficiency
DI	Direct Install
DLC	Design Lights Consortium
DSM	Demand Side Management
EDC	Electric Distribution Company
EE	Energy Efficiency
EE&C	Energy Efficiency and Conservation
EM&V	Evaluation, Measurement and Verification
EPRI	Electric Power Research Institute
FRR	Fixed Resource Requirement
HE	High Efficiency
HES	Home Energy Score
HP	Horsepower
HPwES	Home Performance with ENERGY STAR
HVAC	Heating Ventilation and Air Conditioning
IA	Incremental Auction
ICAP	Installed Capacity
IT	Information Technology
JCP&L	Jersey Central Power and Light
kW	Kilowatt
kWh	Kilowatt-hour
LED	Light-Emitting Diode
LMI	Low-to-Moderate income
M&V	Measurement & Verification
MFR	Minimum Filing Requirements
MI	Moderate Income
MOPR	Minimum Offer Price Rules
MUSH	Municipalities, Universities, Schools, Hospitals
MW	Megawatt
MWh	Megawatt-hour

MWVBEs	Minority, Women, Veteran and Service Disabled Veteran Owned Businesses
NJ	New Jersey
NJACCA	New Jersey Air Conditioning Contractors Association
NJAEE	New Jersey Association of Energy Engineers
NJBPU	New Jersey Board of Public Utilities
NJCEP	New Jersey's Clean Energy Program
NJCT	New Jersey Cost Test
NJPHCC	New Jersey Association of Plumbing, Heating, and Cooling Contractors
OBRP	On-Bill Repayment Program
PDR	Peak Demand Reduction
PJM	Pennsylvania, Jersey, Maryland Power Pool/PJM Interconnection, L.L.C.
POS	Point of Sales
PTAC	Packaged Terminal Air Conditioner
PTHP	Packaged Terminal Heat Pump
PY	Plan Year
QA/QC	Quality Assurance/Quality Control
QHEC	Quick Home Energy Check-up
QPIs	Quantitative Performance Indicators
RCx	Retro-Commissioning
RTU	Roof Top Units
SEE Action	State and Local Energy Efficiency Action Network
SEM	Strategic Energy Management
SEMP	Strategic Energy Management Plan
SHEMS	Smart Home Energy Management Systems
SWC	Statewide Coordinator
T&D	Transmission and Distribution
T&R System	Tracking and Reporting System
TPICs	Third-Party Implementation Contractors
TRM	Technical Reference Manual
TVs	Televisions
UCAP	Unforced Capacity
UCT	Utility Cost Test
UEZ	Urban Enterprise Zones
UPS	Uninterruptable Power Supply
VCx	Virtual Commissioning
VFDs	Variable Frequency Drive

2.0 EXECUTIVE SUMMARY

2.1 Summary of Proposal

In response to the Board of Public Utilities ("BPU" or "Board") Order of June 10, 2020 that directs each electric public utility and gas public utility in the State of New Jersey ("NJ") to establish energy efficiency ("EE") and peak demand reduction ("PDR") programs pursuant to the EE provisions of the Clean Energy Act of 2018 ("CEA" or the "Act"), Jersey Central Power and Light ("JCP&L" or "Company") submits, for review and approval by the BPU, this Energy Efficiency and Conservation ("EE&C") Plan ("EE&C Plan" or "Plan") that includes a portfolio of programs for the period July 1, 2021 through June 30, 2024.

The Act directs the BPU to require each electric company to procure or provide cost-effective programs and services with projected verifiable electricity savings that are designed on a trajectory to achieve annual reductions of at least 2% of the average annual electricity usage in the prior three years within five years of implementation of its electric energy efficiency program. The June 10, 2020 Board Order at Docket Nos. QO19010040, QO19060748 and QO17091004 ("Board Order") provides guidance for energy efficiency and peak demand reduction programs pursuant to the Act, outlines a framework for cost-effectiveness screening and establishes a methodology for determining electric energy efficiency goals.

The Board Order established energy use reduction targets including target percentages for the "Utility Program Annual Energy Savings Target" for Plan Year ("PY") 2 and PY3. Based on these target percentages and the Company's actual retail sales for the period July 1, 2018 through June 30, 2020, and its forecasted retail sales for the period July 1, 2020 through June 30, 2023, the Company's planning targets for PY1-PY3 are shown in the following table:

Table 1: JCP&L 2021-2023 Planning Targets			
Year	**Energy Efficiency Baseline MWh[1]**	**Utility Program Annual Energy Savings Target[2]**	**Required Energy Efficiency Savings MWh**
2021	20,095,384	0.50%	100,477
2022	19,595,537	0.74%	145,007
2023	19,451,028	0.97%	188,675

[1] Based on actual and forecasted retail sales, excluding wholesale sales, for the prior three-year period for each year (e.g. 2021 based on average of actual retail sales for 2018 and 2019, and forecasted retail sales for 2020).
[2] 2021 for planning purposes only, 2022 and 2023 targets pursuant June 10, 2020 Board Order.

The figures in Table 1 represents the Company's planning targets as required by the Board Order. The three-year rolling average energy efficiency baselines upon which the energy efficiency benchmarks are based, are also shown in Table 1. These energy savings reduction targets have been established for planning purposes.

The programs outlined in the Company's EE&C Plan were designed based on the Company's three primary goals:

- Comply with CEA and Board Order requirements and directives;
- Establish a program framework that is adaptable and scalable to meet the aggressive and increasing energy savings targets over time; and
- Implement programs to establish systems and processes, customer awareness, program and trade ally participation, and experience and momentum for the future.

The EE&C Plan includes a comprehensive portfolio of EE&C programs for the residential, commercial and industrial, and multifamily sectors, and other Company initiatives included as part of the "Other" sector of the Plan. The Plan incorporates Core Utility Programs and Additional Utility Programs based on enhancements to existing NJ programs and successful programs in other jurisdictions. The Core Programs and Additional Company Initiatives are based on extensive collaboration with other NJ utilities to promote coordinated program designs and delivery. The Plan incorporates both near-term and longer-term energy saving opportunities for customers including single and prescriptive measures, multiple prescriptive and custom measures, direct install, and comprehensive whole building solutions. It provides opportunities for all customer classes to participate in EE programs. The Plan includes a commitment to workforce development and job training through participation in the Workforce Development Working Group as well as consideration of the amount of business placed with minority, women, veteran and service disabled veteran owned businesses ("MWVBEs") when evaluating contract proposals from vendors and contractors to support the program offerings. The Plan relies on experienced outsourced Third-Party Implementation Contractors ("TPICs"), and leverages prior experiences, volume cost efficiencies, and a variety of delivery channels that will support successful and efficient program operations and customer participation. The table below provides an overview of the Company's Plan including the proposed programs and subprograms by sector and identification of program type:

Table 2: JCP&L 2021-2023 Program Portfolio Plan		
Program	**Subprogram**	**Program Type**
Residential Programs		
Efficient Products	Efficient Products	Core Utility
Existing Homes	Home Performance with Energy Star	Core Utility
	Quick Home Energy Check-up	Additional Utility
	Moderate Income Weatherization	Additional Utility
Home Energy Education and Management	Behavioral	Additional Utility
Commercial & Industrial Programs		
Direct Install	Direct Install	Core Utility
Energy Solutions for Business	Prescriptive / Custom	Core Utility
	Energy Management	Additional Utility
	Engineered Solutions	Additional Utility
Multifamily		
Multifamily	Multifamily	Core Utility
Other Programs		
Home Optimization & Peak Demand Reduction	Home Optimization & Peak Demand Reduction	Additional Utility

Residential Sector Programs – Residential programs were designed to address both educational and initial cost barriers and to tap a variety of delivery channels and vendors to support customer engagement, education, and participation. The residential programs include direct or targeted programs that engage customers and serve as a portal for other program offerings because they serve a dual purpose of providing customers with energy efficiency education as well as information regarding other program services and opportunities upon which they can act. The residential programs incorporate strategies to change behaviors and include incentives and access to financing to address the initial cost barrier to promote the participation of all residential customers. The programs provide opportunities for prescriptive equipment and direct install, so that customers who are unable or unwilling to undertake whole home/comprehensive solutions are still able to increase efficiency, and the programs also provide opportunities for customers interested in whole home/comprehensive solutions that encourage customers to consider a holistic approach to EE.

Throughout implementation of the Plan, the Company will strive to identify and promote participation by low- to moderate-income customers in the Company's program offerings including the Co-Managed Comfort Partners program[1]. The Company has also designed certain residential programs to coordinate with its overlapping gas companies. The coordinated programs will provide shared customers of the Company and the overlapping gas companies with access to both gas and electric measures to target greater energy savings opportunities through coordinated program delivery.

[1] The Co-Managed Comfort Partners program is not included in the Company's Plan. Board Order at pages 15 and 24 establishes that Staff and the utilities will collaborate to develop three-year program plans for any co-managed program and to file joint program filings with the Board as part of the State's annual budget process.

Commercial and Industrial Sector Programs – The Commercial and Industrial Programs were designed to provide customer engagement and education, incorporate energy controls and strategies to change behaviors, include incentives to address the initial cost barrier, and tap a variety of delivery channels and vendors that promote the participation of all customers. Commercial businesses and industrial customers are also addressed through programs that provide opportunities including prescriptive rebates, custom measures, direct install, and whole building/comprehensive solutions. The programs include specific opportunities that ensure access for small customers, provide opportunities for single or multiple prescriptive and/or custom measures, so that customers who are unable or unwilling to undertake whole building/comprehensive solutions are still able to increase efficiency. And the programs include opportunities that encourage customers to consider a holistic approach to EE for customers interested and able to participate in whole building/comprehensive solutions.

The Company has also designed certain Commercial & Industrial programs to coordinate with its overlapping gas companies. The coordinated programs will provide shared customers of the Company and the overlapping gas companies with access to both gas and electric measures to target greater energy savings opportunities through coordinated program delivery.

Multifamily Sector Programs – Similarly to the Residential and Commercial & Industrial Sector programs, the Multifamily Sector program is designed to address both educational and initial cost barriers to support customer engagement, education, and participation. The program will be targeted to engage customers, provide energy efficiency education as well as information regarding program services and opportunities upon which they can act. The program incorporates strategies to change behaviors and includes incentives and access to financing to address the initial cost barrier to promote the participation of all customers. The program provides opportunities for direct install and prescriptive equipment, so that customers who are unable or unwilling to undertake whole building/comprehensive solutions are still able to increase efficiency, and the program also provides opportunities for customers interested in whole building/comprehensive solutions that encourages customers to consider a holistic approach to energy efficiency.

The Company has also designed the Multifamily Program to coordinate with its overlapping gas companies. The coordinated programs will provide shared customers of the Company and the overlapping gas companies with access to both gas and electric measures to target greater energy savings opportunities through coordinated program delivery.

Other Sector Programs – The Company has included an "Other" sector as part of its plan for other Company initiatives in addition to the Core and Additional Utility Programs in the Residential, C&I and Multi-family sectors. More specifically, the Company proposes a Home Optimization & Peak Demand Reduction program to be implemented in PY3 that manages customer energy usage year-round and in peak periods through connected devices initially targeting smart thermostats. This program is planned in PY3 to establish program processes, systems and begin to ramp up program operations in advance of PY4 recognizing the Board Order sets forth expectations for peak demand reduction program requirements beginning in PY4.

As discussed above, the plans provide access to financing to address the initial cost barrier to promote the participation of all customers. To offer customers financing options, the Company plans to leverage third-party financing options for qualified EE investments in utility programs. JCP&L will make arrangements with third-party loan providers to finance customer loans, and has incorporated the estimated costs associated with buying down the interest, fees, and default costs associated with such third-party loans within its budget to be able to provide low- to no-interest loan opportunities to its participating customers.

Collectively, the proposed programs and subprograms across all sectors cover all the major energy-consuming devices in the home, building or business, thus increasing the opportunity for more customers to participate and benefit from one or more programs. Furthermore, the proposed programs promote and support comprehensive whole home/whole building/comprehensive solutions as called for under the Board Order. The table below provides the Company's programs and subprograms along with summary program descriptions as proposed in the Plan:

Table 3: JCP&L 2021-2023 Program Summary Description

Program	Subprogram	Program Type	Description
Residential Programs			
Efficient Products	Efficient Products	Core Utility	Provides incentives for HVAC, lighting, appliances, appliance recycling, consumer electronics and other energy saving equipment through a variety of channels
Existing Homes	Home Performance with Energy Star	Core Utility	Provides a customer a whole home approach for direct install of efficient equipment and comprehensive retrofits
	Quick Home Energy Check-up	Additional Utility	Audits with direct installed measures provided at no additional cost to participants with education about the opportunities to save energy including other program opportunities
	Moderate Income Weatherization	Additional Utility	Audits with direct installed measures, weatherization services, and HVAC repair/replacement provided at no additional cost to participating income qualified customers
Home Energy Education and Management	Behavioral	Additional Utility	Provides education of energy usage through Home Energy Reports and on-line audits, with targeted customized messaging to promote energy savings and conservation opportunities
Commercial & Industrial Programs			
Direct Install	Direct Install	Core Utility	Audits with direct installed measures to small business customers including lighting, controls, HVAC upgrades and refrigeration
Energy Solutions for Business	Prescriptive / Custom	Core Utility	Provides incentives for HVAC, Lighting, Motors & Drives, Refrigeration, Water Heaters, Air Compressors, Food Service Equipment and other efficient equipment and projects
	Energy Management	Additional Utility	Customer engagement targeting efficient building operations through building tune-up, retro commissioning and customized energy management solutions.
	Engineered Solutions	Additional Utility	Provides consultative service throughout delivery, including comprehensive audits, detailed analysis and recommendations of energy efficiency measures and development of project specifications, to assist customers in identifying and undertaking large comprehensive energy-efficiency projects
Multifamily			
Multifamily	Multifamily	Core Utility	Provides audits, direct install measures, prescriptive and custom incentives as well as comprehensive projects for multifamily buildings
Other Programs			
Home Optimization & Peak Demand Reduction	Home Optimization & Peak Demand Reduction	Additional Utility	Provides control and/or optimization of connected devices (e.g. smart thermostats, smart home energy management systems) to target and achieve energy and peak demand savings

2.2 Overall results for the plan including MWh, MW, costs and forecasted cost-effectiveness

The following chart illustrates the energy and demand savings results projected under the Plan, by sector, program type, year and in total:

Table 4: JCP&L 2021-2023 Summary of Portfolio Energy and Demand Savings [1,2]

Sector	Program Type	2021		2022		2023		Total	
		KWh Savings	kW Savings	KWh Savings	kW Savings	KWh Savings	kW Savings	KWh Savings	kW Savings
Residential	**Total**	**68,456,009**	**6,006**	**84,756,312**	**9,756**	**95,234,750**	**12,890**	**248,447,071**	**28,652**
	Core Utility	67,164,734	5,794	68,727,412	6,626	66,977,400	6,801	202,869,546	19,221
	Additional Utility	1,291,275	211	16,028,900	3,130	28,257,350	6,090	45,577,525	9,430
Commercial & Industrial	**Total**	**43,321,863**	**8,861**	**78,574,702**	**15,963**	**104,507,334**	**21,083**	**226,403,899**	**45,908**
	Core Utility	43,046,863	8,836	73,197,844	14,989	87,836,488	17,749	204,081,195	41,574
	Additional Utility	275,000	26	5,376,858	974	16,670,846	3,334	22,322,705	4,334
Multifamily	**Total**	**1,110,346**	**122**	**1,390,789**	**153**	**1,671,231**	**183**	**4,172,366**	**458**
	Core Utility	1,110,346	122	1,390,789	153	1,671,231	183	4,172,366	458
Other	**Total**	**0**	**0**	**0**	**0**	**2,738,574**	**13,200**	**2,738,574**	**13,200**
	Additional Utility	0	0	0	0	2,738,574	13,200	2,738,574	13,200
EE&C Plan Totals	**Total**	**112,888,218**	**14,989**	**164,721,803**	**25,872**	**204,151,890**	**47,356**	**481,761,911**	**88,217**
	Core Utility	111,321,943	14,752	143,316,045	21,768	156,485,120	24,732	411,123,107	61,253
	Additional Utility	1,566,275	237	21,405,758	4,104	47,666,770	22,624	70,638,804	26,964

[1] Values are Retail Net Electricity Savings. To reflect actual realized system-wide savings at the wholesale/generator level, line loss savings would need to be added to the retail net electricity savings.

[2] Does not include savings from the Co-Managed Comfort Partners program. Savings projections for the Co-Managed Comfort Partners program will be established as part of three-year program plans developed and filed jointly by Staff and the utilities as part of the State's annual budget process. Savings from the Co-Managed Comfort Partners program will be included in the Company's annual compliance filing assessing performance towards its QPIs.

The Company projects the total Plan costs to average nearly $65 million per year for the 2021-2023 period. The chart below provides the summary of portfolio cost by sector, program type, year and in total:

Table 5: JCP&L Summary of Portfolio Costs [1 2]

Sector	Program Type	2021		2022		2023		2021-2023 Total		2024-2033		2021-2033 Total	
		Portfolio Budget ($)	% of Portfolio Budget	Portfolio Budget ($)	% of Portfolio Budget	Portfolio Budget ($)	% of Portfolio Budget	Portfolio Budget ($)	% of Portfolio Budget	Portfolio Budget ($)	% of Portfolio Budget	Portfolio Budget ($)	% of Portfoli o Budget
Residential	**Residential Total**	**$ 25,705,599**	**59%**	**$ 32,981,118**	**51%**	**$ 38,399,608**	**46%**	**$ 97,086,326**	**51%**	**$ 5,900,584**	**3%**	**$102,986,910**	**51%**
	Core Utility	*$ 20,366,610*	*54%*	*$ 24,979,658*	*48%*	*$ 27,797,124*	*46%*	*$ 73,143,392*	*49%*	*$ 5,900,584*	*4%*	*$ 79,043,976*	*53%*
	Additional Utility	*$ 5,338,989*	*92%*	*$ 8,001,460*	*64%*	*$ 10,602,484*	*46%*	*$ 23,942,933*	*58%*	*$ -*	*0%*	*$ 23,942,933*	*58%*
Commercial & Industrial	**C&I Total**	**$ 16,040,046**	**37%**	**$ 29,270,248**	**45%**	**$ 40,124,772**	**48%**	**$ 85,435,066**	**44%**	**$ 4,877,443**	**3%**	**$ 90,312,509**	**44%**
	Core Utility	*$ 15,549,885*	*41%*	*$ 25,123,082*	*48%*	*$ 30,138,007*	*50%*	*$ 70,810,974*	*47%*	*$ 4,093,111*	*3%*	*$ 74,904,085*	*50%*
	Additional Utility	*$ 490,161*	*8%*	*$ 4,147,166*	*33%*	*$ 9,986,765*	*43%*	*$ 14,624,092*	*35%*	*$ 784,332*	*2%*	*$ 15,408,424*	*37%*
Multifamily	**Multifamily Total**	**$ 1,836,392**	**4%**	**$ 2,179,518**	**3%**	**$ 2,583,252**	**3%**	**$ 6,599,163**	**3%**	**$ 79,363**	**0%**	**$ 6,678,525**	**3%**
	Core Utility	*$ 1,836,392*	*5%*	*$ 2,179,518*	*4%*	*$ 2,583,252*	*4%*	*$ 6,599,163*	*4%*	*$ 79,363*	*0%*	*$ 6,678,525*	*4%*
Other	**Other Total**	**$ -**	**0%**	**$ 380,951**	**1%**	**$ 2,673,463**	**3%**	**$ 3,054,413**	**2%**	**$ -**	**0%**	**$ 3,054,413**	**2%**
	Additional Utility	*$ -*	*0%*	*$ 380,951*	*3%*	*$ 2,673,463*	*11%*	*$ 3,054,413*	*7%*	*$ -*	*0%*	*$ 3,054,413*	*7%*
Plan Total	**Plan Total**	**$ 43,582,037**	**100%**	**$ 64,811,835**	**100%**	**$ 83,781,095**	**100%**	**$192,174,968**	**100%**	**$ 10,857,390**	**6%**	**$203,032,357**	**100%**
	Core Utility Total	$ 37,752,887	87%	$ 52,282,258	81%	$ 60,518,384	72%	$ 150,553,529	78%	$ 10,073,057	93%	$ 160,626,586	79%
	Additional Utility Total	$ 5,829,150	13%	$ 12,529,577	19%	$ 23,262,712	28%	$ 41,621,439	22%	$ 784,332	7%	$ 42,405,771	21%

[1] Does not include budget for the Co-Managed Comfort Partners program. The budget for the Co-Managed Comfort Partners program will be established as part of three-year program plans developed and filed jointly by Staff and the utilities as part of the State's annual budget process.

[2] The EE&C Plan budget includes third-party financing costs and future commitments which may differ in timing from the Company's budget assumptions. Third-party financing costs for loans initiated within the initial EE&C Plan cycle may be incurred at the time of the loan's initiation, and some may be incurred over the term of the loan. (Stipulation of Settlement Paragraph 12, BPU Docket Nos. QO19010040 and EO20090620)

To respond to market conditions, customer demand, and to ensure achievement of EE&C Plan targets during the term of the EE&C Plan, the Company may shift the timing of spending between Program Years (which run from July 1 through June 30 of the following calendar year) as necessary, in accordance with the Stipulation of Settlement.

The successful implementation of the Plan is projected to be cost-effective at the portfolio and sector level under the New Jersey Cost Test ("NJCT"), having benefit-cost ratios greater than 1.0 based on the Company's cost-effectiveness analysis.

The Company refers the Board to the testimony of Brendon J. Baatz from Gabel Associates, Inc. for the detailed information regarding the cost-effectiveness of the Company's Plan and programs. To further refine and formalize the calculation of the inputs to the NJCT, the Company will actively participate and work cooperatively with interested parties through the Evaluation, Measurement, and Verification ("EM&V") Working Group.

3.0 PORTFOLIO ANALYSIS AND PROGRAM DESIGN

3.1 Describe Plan design objectives and approaches (MFR a 1)

As discussed earlier, the programs outlined in the Company's EE&C Plan were designed based on the Company's three primary goals:

- Comply with CEA and Board Order requirements and directives;
- Establish a program framework that is adaptable and scalable to meet the aggressive and increasing energy savings targets over time; and
- Implement programs to establish and develop systems and processes, program and trade ally participation, customer awareness, and experience and momentum for the future.

In setting out to achieve these goals, the Company pursued the following themes:

- Leverage the program offerings of the Company's affiliates in other jurisdictions that have proven to be successful
- Align and coordinate program designs, measures, and services with other New Jersey utilities as well as with its affiliates where appropriate
- Incorporate additional programs or measures identified as successful from other peer utilities or based on the expertise and input from other NJ utilities, or the Company's or Company affiliate's consultants, vendors, and stakeholders
- Incorporate new programs or measures that are considered promising to target new customer segments or end uses, increase savings, or promote new innovative program concepts

The Company strived to develop a program framework that not only would meet its targets and requirements for PY1 to PY3 but would work long term to avoid potential market disruption or confusion from unnecessary changing program structures between plan cycles. The Company sought to leverage the experience and successes of its affiliates in other jurisdictions, while seeking opportunities to improve and expand program offerings. The Company strived to design a portfolio of programs that will be flexible enough to meet an assortment of customer needs to drive customer participation and to provide the opportunity for all customers to participate in the programs. The Company also strived to develop coordinated and/or consistent program offerings both among NJ utilities following the requirements and directives of the Board Order to ease participation by contractors and customers and with its affiliates in other states to leverage economies of scale and target cost savings for its customers.

3.2 Describe how the Plan and programs were developed (MFR II a 2)

In developing the Plan, the Company's EE&C program design team reviewed the existing NJ Clean Energy Programs as well as existing or proposed programs at other NJ utilities, its affiliates or peers in other states. The program design team extensively participated in weekly program design meetings with the NJ utilities to discuss at length and develop consistent core programs and additional utility initiatives, and also considered input that it received from consultants, vendors and stakeholders both in NJ and in other states. The program design team also coordinated program design with its plan development activities in both Maryland and Pennsylvania and reviewed both existing and potential new programs and measures to develop a broad and comprehensive program portfolio. As a result, the program design team created a portfolio of potential programs and measures that draws upon the programs and measures offered through the EE&C plans of the Company's affiliates and other New Jersey, Pennsylvania and Maryland utilities, other NJ or industry programs and measures and incorporates stakeholder, consultant and vendor input. Once the proposed program portfolio was developed, the program development team created measure level participation projections and plan and program budgetary inputs and performed preliminary modeling to determine plan and program level projections. The Company finalized the plan, program and measure projections based on its experience, collaboration with other NJ utilities, performance of the existing Clean Energy Programs, and consultation with the Company's implementation team and consultant.

The Company's approach to developing the Plan balanced and considered several key sources of information, including:

- New Jersey specific information including the EE Potential in New Jersey study, the Straw Proposal for New Jersey's Energy Efficiency and Peak Demand Reduction Programs and the Board Order, the Utility Demographic and Firmographic Profile 2020 study ("Demographics Study"), the NJ Clean Energy Program and the NJ Protocols to Measure Resource Savings
- TPICs' expertise in delivering programs and program performance
- Industry experience from market potential studies, consultants, verification results and Technical Reference Manuals from other states
- NJ Utility, external stakeholder and vendor experience and opinions captured in meetings and other discussions
- Customer attitudes and preferences based on program performance in other jurisdictions

The Company utilized a comprehensive bottom-up approach in designing the programs and selecting measures for inclusion in the Plan. Under this approach, the Company identified potential measures from extensive sources including but not limited to the Electric Power Research Institute ("EPRI"), ENERGY STAR, ESource, other utilities, other jurisdictions, and input from vendors, the Company's EE&C consultant, TPICs and stakeholders. The Company established measure eligibility in coordination with the other NJ utilities, and in consideration of industry ratings such as ENERGY STAR, the Consortium for Energy Efficiency ("CEE") and other efficiency ratings.

The Company primarily utilized the Protocols developed for New Jersey and the Mid-Atlantic Technical Reference Manual ("TRM") developed for Maryland and other jurisdictions to quantify the energy and demand savings, the "measure life" and other assumptions of the measures included in the Plan. The Mid-Atlantic TRM has been developed and frequently updated based on actual data when available, and with input of stakeholders with extensive experience in EE&C programs. In limited cases where the Protocols or TRMs did not cover a proposed measure, the Company utilized estimates based on other sources as listed in Appendix C, Table C-2. The Company also utilized the Protocols, TRM, or Company calculation, as the source of the incremental costs of measures included in the Plan. The incentive values for common measures included in the Plan are also based on coordination with the NJ utilities or, in cases where the measures are different, are based on targeting a portion of the incremental cost of the energy efficient equipment versus equipment meeting current standards, with consideration of similar programs offered in other jurisdictions and of customer payback. For program modeling, the Company incorporated the most recent realization rates established by evaluation for similar program offerings in other jurisdictions.

One of the primary objectives was to make certain that participation would be straightforward for customers, contractors, and trade allies. The Company established projected participation rates for the proposed programs portfolio and measures through a multiple-step process leveraging industry experience. First, the Company established participation rates based on the performance of the existing programs and measures operating in the Company's affiliates in other jurisdictions, the NJCEP or other New Jersey utilities, and the Market Potential Studies completed in New Jersey and other jurisdictions. The review of projected results for each program and measure included assessing the reasonableness of the projected results based on customer participation, estimated costs, and potential savings. Checks are then made between the results from the "bottom-up" analysis and selected data points (such as number of customers by customer segments and number of kWh sales by class, energy savings potential by major end use) to see how proportional the savings are to these figures. Logical and intuitive feasibility about the program assumptions were examined next, and adjustments were made as necessary, rebalancing the portfolio as appropriate. The Company then solicited input from the Company's implementation team and finalized its program projections.

The program development process included the following activities, with several activities encompassing the program development timeline and being performed coincidently or iteratively:

- The Company's EE&C program design team consulted the documents and stakeholders discussed above.
- Technologies were grouped by: (i) sectors, such as residential and C&I; (ii) program/subprogram types, such as Efficient Products and Energy Solutions for Business - Prescriptive/Custom; and (iii) end uses, such as HVAC, Appliances and Lighting.

- The potential programs and measures were considered by the program design team, which included, among other things, coordination with the other NJ utilities or Company affiliates, assessment of the market availability, and anticipated participation and savings impacts.
- Program cost characteristics were developed at the program component or technology level, including, for example, incentive levels; incremental measure costs; the availability of other benefits; and TPIC marketing or delivery costs. The value of benefits was developed from savings estimates or formulas that were included in the Protocols for those measures covered, and for measures not covered by the Protocols, from other industry sources including the Mid-Atlantic TRM and other sources.
- Program modeling was completed on an iterative basis and participation, savings, and costs were determined for each program.
- The results from the New Jersey and other recent industry Market Potential Studies were reviewed to confirm the final program designs and assumptions where applicable are reasonable for the PY1 – PY3 programs.
- Economic modelling was completed by Gabel Associates to assess and review program cost-effectiveness results.

The preliminary Plan and results were reviewed with the Company's implementation team and energy efficiency consultants, incorporating (when appropriate) suggestions for refinement from these groups. The Company also utilized the resources of Gable Associates to review the Plan's participation, energy savings, measure assumptions, incremental costs and incentive levels.

3.3 Pilot and Emerging Technologies and Approaches (MFR I e)

While the EE&C Plan primarily focuses on encouraging the adoption of commercially available and proven technologies for achieving the energy efficiency requirements in a cost-effective manner, the Company plans to participate in the initiatives led by Staff on EE technology research and development initiatives. The Company will also collaborate with the other utilities, Staff, EPRI and may participate in research projects or demonstrations on technological advancements in efficient measures to assess emerging technologies to determine if further investigation is warranted for inclusion in the Plan or possibly future plan cycles. The Company will continue to monitor technologies not incorporated into these Plans throughout the Plan Period, discussing potential for such technologies to be incorporated into the Plans with the other utilities and Staff as appropriate. The Company anticipates that these research and development initiatives could lead to pilot program offerings by the Company and other utilities throughout the duration of the Plan, or to modifying program measures and measure eligibility to include emerging technology that shows the potential to produce cost effective savings.

In addition, in response to an Order of the Board dated February 19, 2020 in Docket No. ER16060524, on August 27, 2020 JCP&L filed a petition with the Board for approval of an Advanced Metering Infrastructure (AMI) Program to install advanced meters and other advanced metering infrastructure throughout its service territory over an accelerated multi-year period. .

Affiliates of the Company in Pennsylvania have noted additional benefits by leveraging AMI with Energy Efficiency. Examples include:

- Home Energy Reports include more granular information to better educate customers regarding their usage and target improved tips and recommendations.
- Peak demand reduction program offerings are reaching residential and smaller commercial and industrial customers who did not previously have interval metering without the installation of program infrastructure.
- AMI data is used to support program or custom project evaluation, measurement, and verification activities.

Should the Board approve the Company's AMI filing, the Company would expect to find similar opportunities to leverage AMI for Energy Efficiency and further anticipates that program offerings and/or potential pilot offerings involving Demand Response and Energy Efficiency and will evolve as AMI is deployed, thereby further supporting the Company's efforts to meet its goals under the CEA.

4.0 CORE PROGRAMS

The Utilities will administer the following core programs to engage customers and encourage the pursuit of energy efficient solutions from single transactions to comprehensive upgrades. The Utilities will strive to provide customized guidance wherever possible and provide supporting resources to make energy-efficient retrofits more accessible for all customers.

The table below provides a listing and description of the Core programs and subprograms included in the Plan:

Table 7: JCP&L 2021-2023 Core Program Names & Descriptions		
Program	**Subprogram**	**Description**
Residential Programs		
Efficient Products	Efficient Products	Provides incentives for HVAC, lighting, appliances, appliance recycling, consumer electronics and other energy saving equipment through a variety of channels
Existing Homes	Home Performance with Energy Star	Provides a customer a whole home approach for direct install of efficient equipment and comprehensive retrofits
Commercial & Industrial Programs		
Direct Install	Direct Install	Audits with direct installed measures to small business customers including lighting, controls, HVAC upgrades and refrigeration
Energy Solutions for Business	Prescriptive / Custom	Provides incentives for HVAC, Lighting, Motors & Drives, Refrigeration, Water Heaters, Air Compressors, Food Service Equipment and other efficient equipment and projects
Multifamily Programs		
Multifamily	Multifamily	Provides audits, direct install measures, prescriptive and custom incentives as well as comprehensive projects for multifamily buildings

Note: Comfort Partners, the comprehensive energy efficiency solution for low income customers in New Jersey, is not addressed within this filing since it is intended to be run as a Co-Managed Program under Societal Benefits Clause funding and will be addressed in a separate filing and proceeding in accordance with the Board Order.

The table below provides a listing of the measures that are offered in the Core programs and subprograms included in the Plan:

Table 8: JCP&L 2021-2023 Core Program Portfolio		
Program	**Subprogram**	**Measure**
Residential Programs		
Efficient Products	Efficient Products	Freezer Recycling
		Refrigerator Recycling
		Room Air Conditioner Recycling
		Dehumidifier Recycling
		Clothes Washer
		Refrigerators
		Room Air Conditioner
		Freezers
		Clothes Dryer
		Air Purifier / Cleaner
		Dehumidifiers
		Water Heater - Heat Pump
		Pool Pump Variable Speed
		Dishwashers
		Water Coolers
		Elec Vehicle Chargers - Res
		Monitors
		Computers
		Imaging
		Smart Strip Plug Outlets
		TVs
		Sound Bars
		Smart Home
		LED Lamps (Speciality)
		LED Lamps
		LED Fixtures Internal
		LED Fixtures External
		Residential Occupancy Sensors
		LED Holiday Lights
		Ceiling Fans
		LED Table/Desk Lamps
		Air Source Heat Pumps
		Central Air Conditioners
		Ductless Mini-Split Heat Pump
		Ductless Mini-Split A/C
		PTAC
		PTHP
		Heat Pump - Water & Geothermal
		Furnace Fans
		Smart Thermostat
		HVAC - Custom
		Circulating Pump
		HE Bathroom Fans
		HVAC Quality Install
		EE Kits
Existing Homes	Home Performance with Energy Star	Home Performance with Energy Star

Table 8: JCP&L 2021-2023 Core Program Portfolio		
Program	**Subprogram**	**Measure**
Commercial & Industrial Programs		
Direct Install	Direct Install	Audits w DI - CI - Tier 1
		Audits w DI - CI - Tier 2
Energy Solutions for Business	Prescriptive / Custom	Auto Milker Takeoff
		Custom - Agricultural
		Dairy Refrigeration Tune-Up
		Dairy Scroll Compressor
		Dairy Vac Pump VSD Controls
		Engine Block Heater Timer
		HE Ventilation Fans
		Heat Reclaimers
		High Volume Low Speed Fans
		Livestock Waterer
		Low Pressure Irrigation
		Process Lighting - Agricultural
		Clothes Dryer - C&I
		Clothes Washer- C&I
		Dehumidifier - C&I
		Elec Vehicle Chargers - C&I
		Freezer - C&I
		Pre-Rinse Sprayers
		Refrigerators - C&I
		Water Cooler C&I
		Water Heater - Heat Pump - C&I
		Dehumidifier Recycling - C&I
		Freezer Recycling - C&I
		Refrigerator Recycling - C&I
		Room Air Conditioner Recycling - C&I
		Advanced Pwr Strips- C&I
		Computers - C&I
		Imaging - C&I
		Monitors - C&I
		Small Network
		Uninterruptible Power Supply (UPS)
		Custom - Compressed Air
		Custom - HVAC/Chlrs/Cntrls
		Custom - Process Improvement
		Custom - Refrigeration
		Custom - Equipment/Servers
		Custom - Motors - Three Phase
		Custom - VFDs < 10HP
		Custom - VFDs > 10 HP
		Custom - Audit & Education
		Custom - Bldg Improvements
		Anti Sweat Heater Controls
		Beverage Vending Machine - Controls
		Beverage Vending Machine - Energy Star
		Coffee Brewers
		Combination Oven
		Convection Oven
		Dishwasher - C&I
		ECM Evap Fan Motor
		Evap Fan Controls
		Refrigerators - Reach In
		Freezers - Reach In
		Fryers
		Griddles
		Hot Food Holding Cabinet
		Ice Machines
		Induction Warmer/Rethermalizer Well
		Refrigerated Case Cover
		Steam Cookers
		Strip Curtains

Table 8: JCP&L 2021-2023 Core Program Portfolio		
Program	**Subprogram**	**Measure**
Commercial & Industrial Programs Cont'd		
Energy Solutions for Business	Prescriptive / Custom	Air Conditioning (>5.4 < 20 Ton) - C&I
		Air Conditioning (<=5.4 Ton) - C&I
		Air Conditioning (>=20 Ton) - C&I
		Circulating Pump - C&I
		Ductless Mini-Split Heat Pump - C&I
		Ductless Mini-Split A/C - C&I
		Furnace Fans - C&I
		Heat Pump (<=5.4 Ton) - C&I
		Heat Pumps - Wtr & GeoT - C&I
		HVAC - Custom C&I
		HVAC - Maintenance - C&I
		PTAC - C&I
		PTHP - C&I
		Room Air Conditioner - C&I
		Smart Thermostat - C&I
		Exit Signs
		LED Channel Signage
		LED Fixture External
		LED Fixture Internal
		LED Lamps - C&I
		LED Linear
		LED Reach in Refrigerator / Freezer Lights
		Lighting - Custom
		Lighting - Other
		Lighting Controls (Daylight & Occupancy)
		Lighting Controls (Network)
		Linear Fluorescent
		Linear Lamps - Mnt-C&I
		High/Low Bays Lamps - Mnt-C&I
		LED Fixture - Mnt-C&I
		Street & Area Lighting
Multifamily Programs		
Multifamily	Multifamily	MF - Tenant - DI
		MF - Tenant - Prescriptive
		MF - Tenant - Custom
		MF - Common - DI
		MF - Common - Prescriptive
		MF - Common - Custom
		MF - Engineered Solutions

4.1 Residential

4.1.1 EFFICIENT PRODUCTS

This program provides incentives for Efficient Products, including retail products, appliance rebates, HVAC equipment, and appliance recycling.

PROGRAM DESCRIPTION / DESIGN (MFR II.A.I)

This program will promote the installation of ENERGY STAR and other high-efficiency electric and natural gas equipment by residential customers by offering a broad range of energy efficient equipment and appliances through a variety of channels, including an online marketplace, downstream rebates to customers (including but not limited to in-store or online), up-front rebates, reduced point of sale costs, a midstream or upstream component and a network of trade allies and in collaboration with local foodbank and non-profit organizations serving customers in need. The program will provide incentives for energy efficient lighting, appliances, electronics, and heating and cooling equipment, as well as other energy efficiency products (e.g. smart thermostats, water saving measures, weatherization items, and prepackaged kits). Measures range in type and price but include both electric and natural gas technologies that improve energy efficiency in the home. The program may include customer opportunities at no up-front cost to engage and introduce customers to energy savings opportunities and achieve energy savings. Up-front rebates will also be offered to reduce initial costs on some purchases, and on-bill repayment or access to financing with similar terms will be available to further reduce first cost barriers for select products. The program is designed to provide easy and cost-effective access to energy efficient measures through customers' preferred channels and also provide a means to encourage customers to take the first steps toward energy-efficiency.

The program is designed to:

- Provide incentives for products that reduce energy use in the home and information about other programs that encourage the installation of high efficiency equipment, such as lighting, HVAC units, other heating and cooling equipment, electronics and appliances.
- Provide midstream incentives to retailers and/or distributors to increase sales of ENERGY STAR or other energy efficient products.
- Continue to support and/or provide downstream approaches for certain measures to ensure market is properly supported.
- Provide a marketing mechanism for retailer and high efficiency product suppliers to promote energy efficient equipment and products to end users.
- Ensure the participation process is clear, easy to understand and simple for the customer and contractor.

- Provide online or other channels for customers that include but are not limited to online and in-store eligibility options to acquire select ENERGY STAR products, as well as low and moderately priced energy-saving products.
- Recognize unique barriers that low- and moderate-income customers face and employ strategies to address those barriers, including no cost measures and/or enhanced incentives where appropriate.
- Utilize energy efficiency kits to introduce and promote energy efficiency technologies that can be easily installed in the home. The kits will serve as a gateway to other programs by including energy efficiency and conservation educational materials and promotional materials for other program opportunities, including the Company's, Comfort Partners and NJCEP programs.
- Provide energy efficiency kits to local foodbank and non-profit organizations and at energy assistance outreach events to reach low- to moderate-income customers, with schools to promote energy efficiency education in classrooms, to new movers, to customers upon request, and within utility marketplaces to support customer engagement.

This program will increase utilization of energy efficient equipment and products by harnessing the unique utility customer relationship to positively impact the entire sales process surrounding efficient equipment, from education and awareness of customers, engagement with trade ally contractors and equipment distributors and retailers, to on-bill repayment or access to financing with similar terms for select products.

The utilities will use their brand and customer outreach infrastructure to increase the availability, awareness, and customer uptake of energy efficient products. On-bill repayments or access to financing with similar terms will be available to customers to cover the remaining cost (after applying the rebate discount) for the balance of the efficient product cost for select products and services.

The Company and/or a third-party implementation contractor(s) will assist with the administration, oversight, and delivery of the program. Activities will include in the launch of a statewide online marketplace with utility-specific interfaces, efforts to raise awareness of the program, on-going refinements to the list of eligible measures, validating customer eligibility and processing incentives and conducting outreach to and securing partnerships with retailers, wholesalers, distributors, manufacturers and trade allies to assure all customers are able to easily purchase energy efficient products and equipment through the program. Customer engagement and sales channels may include:

- **Post Purchase (Downstream) Rebates:** Rebates will be made available to customers after they have made their purchase. Applications may be available online or in stores to submit either electronically or in hard copy with proof-of-purchase.
- **Online Marketplace:** This online marketplace is an easy to use source for the online purchase of efficient products and services. Participants will be able to browse energy efficient equipment and appliances and purchase through the marketplace which will offer instant rebates and may offer the option for on-bill repayments or access to financing with similar terms for select products.

- **Point of Sale Rebates:** Prescriptive rebates will be made available at the point of sale for selected products. The utilities will also explore the viability of using a digital, smartphone-based application platform, to enable customers to purchase efficient equipment at traditional consumer retail outlets and instantly redeem rebates at point-of-sale in both physical stores and online. Allowing easy access to rebates encourages customers to purchase qualifying efficient products.
- **Appliance Recycling:** Rebates will be provided to customers for recycling qualifying, inefficient, operating appliances. Offering an incentive for the drop off or pick-up and removal of an appliance prevents the appliance from being maintained as a second unit or being transferred to another customer.
- **Midstream or Upstream Rebates:** The utilities will pursue a midstream or upstream rebate component to encourage purchase of certain efficient equipment. The utilities will work with retail partners (such as Home Depot, Lowes, etc.), distributors or manufacturers to assure that measures are available throughout the state. Midstream or upstream rebates encourage market transformation and wider availability of efficient equipment. Efficient products that are rebated via a midstream or upstream approach may be passed on or discounted to the customer at the retail level. Utilities may also offer downstream rebate programs to ensure customers and trade allies are properly supported.
- **Trade Allies:** The utilities will establish a network of trade allies to promote certain components of the program with a consistent experience to the customer where applicable. The trade ally network will consist of qualified installation contractors, plumbers, electricians, and other trade service professionals who meet all applicable statewide requirements for performing the respective service (E.g. HVAC license, insurance requirements). Trade allies will be able to leverage the program and offer customers rebates through their normal course of business.
- **Community Partners:** The utilities will partner with foodbanks and other community organizations serving customers in need to help reduce the energy burden of those customers with no-cost energy efficient products and to raise the awareness of other energy efficiency and energy assistance programs available to help.

By developing relationships with both program and trade allies, the program will develop a broad reach across the marketplace and also solicit feedback from the marketplace to ensure incentives and measures are impacting the market as designed. Targeted program and trade allies may include:

- Efficient equipment retailers, distributors and manufacturers
- HVAC & appliance contractors
- General contractors, plumbers, electricians, and other trade service professionals

Regardless of the delivery mechanism, the utilities will take steps to ensure customers are made aware of utility engagement in helping to off-set up-front costs of the efficient products.

TARGET MARKET OR SEGMENT (MFR II.A.II)

The target market for this program will be all electric and/or natural gas customers served by at least one investor-owned utility in New Jersey. The program is focused on promoting the sale and installation of efficient electric and natural gas equipment across all major residential end-use categories, and can be promoted to program allies, trade allies and customers via straightforward prescriptive rebates. Technologies incentivized through this program include lighting, HVAC, other heating/cooling equipment, electronics, appliances, smart thermostats, water saving measures, weatherization items, pre-packaged kits, and other efficient products. The program will also promote the retirement, recycling, and replacement of old refrigerators, freezers, and other inefficient appliances.

The utilities may offer enhanced incentives for Low-to-Moderate income (LMI) customers (up to 400% of federal poverty level) for certain products to assure that the program reaches all customer types. Eligibility for these enhanced incentives can be determined based on screening an individual customer. However, the utilities will also explore implementing automatic eligibility for enhanced incentives based upon a physical location (e.g. census tract, environmental justice community, Urban Enterprise Zone) to encourage more activity in LMI communities.

MARKETING PLAN (MFR II.A.XIV)

The utilities will implement both multi-pronged direct and indirect marketing campaigns to promote this program. Customers will be exposed to broad-based energy efficiency awareness campaigns, web-based engagement and information, digital advertising, social media and hard-copy materials to promote awareness, as well as tie-ins with other programs. Retailers, wholesalers, distributors, manufacturers and trade allies will be contacted directly and/or through trade associations to develop networks and promote involvement in the program where applicable. The utilities will also look to leverage the behavior program for 'warm leads' into the program through both the home energy reports and online audit tool. In addition, the kits provided through this Program will include pamphlets and literature recommending customers visit utilities online portals and marketplace, further increasing engagement.

Targeting and promotion within this program will be enabled through intelligence gained through other residential programs or offerings, primarily Behavioral Home Energy Reports, Existing Homes, and other activity in the Efficient Products program. The utilities will explore opportunities to provide customized information to customers with prioritized action items, to maximize availability and uptake.

A combination of strategies will be used to train and support retailers, distributors and other program allies, including media advertising, outreach community forums, events, and direct outreach to customers. Consistent with current New Jersey CEP practices, the utilities may also offer Cooperative Marketing funding to encourage HVAC contactors to promote the program. Marketing activities may include:

- Point of purchase displays and materials, joint advertising, coupons, and special "instant sales events"
- Public relations materials
- Brochures that describe the benefits and features of the program including application forms and processes. The brochures will be available for various public awareness events (community events, presentations, seminars etc.)
- Bill inserts, bill messages, email, Facebook, Twitter and other social media platforms, pop-up stores.
- Company website content providing program information resources, contact information, online application forms, online retail store and links to other relevant service and information resources
- Customer representatives trained to promote the program to their customers
- Presence at conferences and public events used to increase general awareness of the program and distribute program promotional materials

The primary market barriers that impact this program include:

- **Initial Cost of Efficient Equipment:** Relative to the market baseline, efficient equipment often carries a higher upfront cost but a lower lifetime operating cost. Customers often may not fully value the lifetime operating cost advantage of efficient equipment and, as a result, higher upfront cost is a barrier to purchasing efficient equipment. To address this barrier, incentives are provided to the customer to reduce the initial cost. On-bill repayment or access to financing with similar terms will also help mitigate the up-front cost barrier.
- **Customer Awareness and Engagement:** Residential customers may not be aware of the benefits of installing efficient equipment and/or lack the time and resources to pursue efficient equipment when replacing existing equipment. To address this barrier, the utilities will educate customers on the benefits of installing efficient equipment through targeted marketing, ensure that incentives are easily accessible, and encourage market transformation and stocking of efficient equipment through midstream incentives. Through outreach efforts, the utilities will seek to partner with retail and wholesale entities to promote program offerings, and also focus marketing, education, and outreach efforts on the trade ally community to ensure that trade allies are aware of available incentives and prepared to serve customers. To increase awareness among customers with English as a second language, utilities will develop and provide outreach materials in Spanish. The utilities intend to be active participation in both the Equity or Marketing Working groups and expect to address the need and cost for developing materials in a broader range of languages as part of those discussions.
- **Landlord/Tenant Arrangements:** Split incentives between landlord/tenants with respect to who pays for energy use vs. who owns the energy-using equipment challenge investment decisions. To address this barrier, the program will be marketed to both landlords and tenants to assure that those exposed to energy costs are able to participate in the program. Utilities may also provide technical and outreach assistance to property owners and managers in developing and marketing green properties to attract tenants.
- **Sufficient Stocking and Availability of Efficient Products:** The utilities will look for opportunities to develop and promote a midstream component for specific equipment to

encourage high levels of participation via incenting midstream market actors and/or directly discounting the cost of the efficient equipment at the point of sale.

The Company will seek to manage barriers to program success through a commitment to monitoring program performance and feedback channels for assessing effective program design, delivery, outreach, and marketing/advertising, and improvement opportunities. The utilities' established customer communication channels, data, and brand in the marketplace will all be leveraged to deliver best-practice programs that identify and confront market barriers on an ongoing basis. To the extent possible, the utilities will cross-promote programs to spread awareness of the range of efficiency opportunities proposed in this plan.

DELIVERY METHOD, CONTRACTOR ROLES AND IMPLEMENTATION PLAN (MFR II.A.V, MFR II.A.VIII, MFR II.A.X.III, MFR.II.C)

The utilities and/or third-party implementation contractors will be responsible for identifying and engaging retail and wholesale entities dealing in energy efficient equipment to on-board them with the program vision, eligible efficient products, rebates, and ways to participate. Additionally, the Company and/or third-party implementation contractors will engage trade allies, including local HVAC, electrical, plumbing, and other contractors to educate them on program benefits and build a trade ally network which will reliably install energy efficient equipment for participating customers. The Company and/or third-party implementation contractors will also monitor participation to assess the effectiveness of outreach efforts, incentive levels, delivery methods, and both program ally and trade ally availability to provide suggestions to assure that the program is continually providing customers with their needs. The Company and/or a third-party implementation contractor will be responsible for the management of the online marketplace. The utilities will oversee the build-out of the online marketplace as well as the retail and Trade Ally network, which may be administered by third-party implementation contractors. The Company and/or third-party implementation contractors will also process the online instant rebates, verify eligibility of customers and manage the delivery of items purchased on the website.

To select qualified third-party implementation contractors, the utilities will prioritize criteria including, but not limited to:

- Experience delivering similar programs or initiatives
- Resources and marketing strength
- Cost
- The amount of business placed with MWVBEs.
- By allowing participants to select a trade ally they are comfortable with for select products, the program reduces barriers to entry related to knowledge of energy efficiency, confidence in assessments, and measure installation. The utilities will perform customer satisfaction and other quality assurance and quality control activities to monitor, ensure program and verify quality standards are met.

The Company plans to issue a request for proposal in the 1st quarter of 2021 for third-party implementation contactor(s) who will be responsible for marketing, customer enrollment, program and trade alley engagement, application and rebate processing, documentation and/or other program delivery activities as discussed above. The Company plans to select the third-party implementation contractor(s) in a timeframe that supports timely program implementation upon Board approval of the program.

EXISTING AND PROPOSED INCENTIVES RANGES (MFR II.A.III, MFR II.A.IV)

Refer to Appendix A, Table A-1 for the Proposed Incentive Ranges for this program.

The utilities propose to provide a range of incentives depending on the measure type, subject to changes based upon customer response and marketplace changes over the plan period. Incentives will vary depending on the specific product, the incremental cost of the high-efficiency technology, and the product maturity in the marketplace.

Incentives will be available in several ways and are adapted to the retail partner needs and market response. Strategies may include:

- Mail-in applications available from the retailer and the program website or directly from contractors
- Online rebate forms
- Point of Sale or In-store “Instant Reward” coupons that are redeemed in-store at the time of purchase.
- Special sale events in retail stores
- Manufacturer buy down to Retailer
- Midstream or Upstream incentives to retailers, distributors or manufacturers to encourage them to stock and promote efficient products or to provide product incentives at time of purchase
- Partnerships with community groups, schools, and/or non-profit organizations

The Company may change incentives with Staff notice or approval following the June 10, 2020 Board Order.[2] Incentives may change based on market prices, as well as manufacturer and distributor co-funding. Other incentive alternatives may be used as the market evolves and new and innovative customer, program ally and trade ally engagement opportunities become apparent.

In instances where incentives are not immediate, the utilities will complete consumer or contractor payments within 60 days following completion of contractor work, submission of complete and

[2] June 10, 2020 Board Order page 13 states “the utilities shall propose incentive ranges as common elements for core programs within which they can adjust incentives as needed with Staff notice; any adjustments outside the established range requires Staff approval… Utilities can decrease incentives for additional

utility-led initiatives with Staff notification; increase incentives up to 50% of the originally-approved incentive amount with Staff notification; and increase incentives over 50% of the originally-approved incentive amount with Staff approval.”

required paperwork, and completion of program requirements such as necessary field inspections (if required).

CUSTOMER FINANCING OPTIONS (MFR II.A.VI)

Refer to Appendix B Table B-1 for the summary of Proposed Financing for this program.

CUSTOMER ACESS TO CURRENT AND HISTORIC ENERGY USAGE DATA (MFR II.A.VII)

Refer to Section 10.2 for a description of how the Company provides customers access to their current and historic energy usage data.

PROJECTED PARTICIPANTS (MFR II.A.IX) AND ENERGY SAVINGS (MFR II.A.X)

Refer to Appendix D, Table D-10 for the projected participants and energy savings for this program. The table summarizes the projected participation and savings associated with this subprogram. All values are annual incremental totals, and do not incorporate savings achieved in prior years. Savings estimates are based on projected participation during each year of the forecast period.

For customers in areas where gas and electric service territories overlap, the utilities will use the Statewide Coordinator to allocate costs and energy savings for shared measures. Refer to Section 6.3 for a description of the role of the Statewide Coordinator.

PROGRAM BUDGET (MFR II A.XI, MFR II.A.XII)

Refer to Appendix E, Table E-10 for the projected program expenditures for the program.

4.1.2 EXISTING HOMES-HOME PERFORMANCE WITH ENERGY STAR

This sub-program provides incentives to encourage customers to pursue comprehensive upgrades to their home.

PROGRAM DESCRIPTION / DESIGN (MFR II.A.I)

Home Performance with ENERGY STAR will provide a holistic approach for customers to explore and invest in the efficiency and comfort of their homes. All participants in this subprogram must have an initial energy audit performed directly by a qualified Home Performance with ENERGY STAR contractor or auditor. That audit will develop an energy efficiency action-plan that includes recommendations for upgrades and available incentives. To ensure the upgrades are accessible to customers, there will be financing available through either an On-Bill Repayment Program ("OBRP") or access to financing with similar terms.

This subprogram is designed to review the entire status of a home, including equipment and envelope to achieve deeper energy savings. The program will follow guidelines and qualifying criteria associated with the U.S. Environmental Protection Agency Home Performance with ENERGY STAR (HPwES) program subject to as-needed enhancements to maximize participation and cost-effective energy savings opportunities. The utilities will also seek to increase the number of contractors certified to offer customers the U.S. Department of Energy Home Energy Score (HES) to help customers understand how Home Performance with ENERGY STAR improvements can improve the efficiency and comfort of their home.

TARGET MARKET OR SEGMENT (MFR II.A.II)

Home Performance with ENERGY STAR will be available to all single-family and single-family attached (1 to 4 unit properties) electric and/or natural gas customers served by at least one of the investor owned utilities in New Jersey.

As noted, all customers will start with a comprehensive energy audit or through upgrading from a Quick Home Energy Check-up (QHEC). Potential measures incentivized through this program include but are not limited to insulation, air sealing, smart thermostats, and HVAC. All HPwES projects must include air sealing and insulation.

MARKETING PLAN (MFR II.A.XIV)

The utilities will utilize many marketing avenues to assure subprogram awareness and participation is maximized. These include traditional marketing avenues, such as web-based engagement and information, digital advertising, media advertising, and hard-copy materials to promote awareness among trade allies and customers. The utilities will also cross promote this subprogram to participants in other energy efficiency program offerings. Information garnered from other programs, such as the Residential Behavioral and Residential Efficient Products could also be used to identify prime candidates for participation in this HPwES subprogram. For example, a review of usage data contained in Home Energy Reports from the Residential Behavioral Subprogram could allow the utilities to identify customers who are particularly susceptible to changes in weather and would be ideal candidates for an audit. Likewise, the Residential Efficient Products program could provide leads to customers interested in energy efficiency. Most importantly, the QHEC subprogram was specifically designed to educate, engage and provide immediate energy savings to customers and identify strong leads for candidates that would benefit from participating in this HPwES program. Consistent with current New Jersey CEP practices, the utilities may also offer Cooperative Marketing funding to encourage HPwES contactors to promote the subprogram.

The primary market barriers that impact this subprogram include:

- **Initial Cost of Comprehensive Home Retrofits:** Home retrofits are more expensive and involved than purchasing efficient equipment and therefore, require more participant investment and commitment. Customers must be willing and able to invest in more expensive energy-efficiency projects. The utilities address this barrier by offering incentives and On-Bill Repayment Programs or access to financing with similar terms.
- **Traditional Credit Screening:** Many customers interested in pursuing comprehensive projects may not be able to pass traditional credit screening (e.g. requirements for debt to equity ratio) despite having a proven track record for paying their utility bills on time. The utilities will explore solutions to help more customers access this incentive through either an OBRP approach or access to financing with similar terms that relies on a review of utility payment history and bankruptcy check to ensure customers who have a proven track record have the opportunity to participate or through innovative approaches.
- **Customer Awareness and Engagement:** Many customers are unaware of the "whole house" approach to energy-efficiency or the fact that building science exists. The utilities will work to address this by:
    - continuing to educate customers about the HPwES subprogram and how both the structure and equipment work together
    - highlighting the extra training that participating contractors must have
    - identifying how the shell measure improvements can improve their comfort within the home
    - noting that an audit includes health and safety testing
    - reinforcing that the investments in equipment and shell measures may increase the value of their home.
- **Trade Ally Awareness and Training:** To meet the participation goals, sufficient HPwES contractors must be available to undertake the work. The utilities will address this barrier by trying to recruit more HVAC contractors to secure the additional certification necessary to participate in this program, including pursuing initiatives that align with the Workforce Development Working Group strategies to include more local, underrepresented and disadvantaged workers.

The Company will seek to manage barriers to program success through a commitment to monitoring program performance and feedback channels for assessing effective program design, delivery, outreach, and marketing/advertising, and improvement opportunities. The utilities established customer communication channels, data, and brand in the marketplace will all be leveraged to deliver best-practice programs that identify and confront market barriers on an ongoing basis.

DELIVERY METHOD, CONTRACTOR ROLES AND IMPLEMENTATION PLAN (MFR II.A.V, MFR II.A.VIII, MFR II.A.X.III, MFR.II.C)

The utilities will administer this HPwES subprogram and may also choose to select a third-party implementation contractors to manage delivery of this subprogram.

The Company and/or third-party implementation contractors will oversee all aspects of the subprogram, including training and engagement, Quality Assurance/Quality Control (QA/QC), and rebate processing. There will be a significant focus on developing, training, and growing a qualified trade ally network. This will include trade ally training sessions, workshops, and market development events to grow and develop the trade ally network, with a priority placed on encouraging them to integrate home efficiency performance into their business and become Building Performance Institute (BPI) certified contractors. The Company and/or third-party implementation contractors will maintain a close relationship with trade allies to ensure consistent subprogram delivery experience and high customer satisfaction. The Company and/or third-party implementation contractors will also take on the responsibility of providing an additional layer of customer support as needed and conducting selective verification of trade ally installation work.

Trade allies will consist of companies employing BPI-certified professionals to complete HPwES audits and energy-saving projects. In order to facilitate trade ally access to participants, utilities or the third-party implementation contractor will maintain a list of companies and professional services where customers can find local trade allies based on geography and other criteria.

Selection of third-party implementation contractors will prioritize criteria including but not limited to:

- Experience delivering similar subprograms or initiatives
- Knowledge of the current marketplace
- Ability to educate and train contractors
- Local presence
- Cost
- The amount of business placed with MWVBEs.

The utilities will encourage all participating contractors to also look for opportunities to promote measures from the Residential Efficient Products Subprogram, such as home appliances (e.g. clothes washers) to increase energy savings and leverage those incentives.

The Company plans to issue a request for proposal in the 1st quarter of 2021 for third-party implementation contactor(s) who will be responsible for marketing, customer enrollment, program and trade alley engagement, application and rebate processing, documentation and/or other program delivery activities as discussed above. The Company plans to select the third-party implementation contractor(s) in a timeframe that supports timely program implementation upon Board approval of the program.

EXISTING AND PROPOSED INCENTIVES RANGES (MFR II.A.III, MFR II.A.IV)

Refer to Appendix A, Table A-1 for the Proposed Incentive Ranges for this subprogram.

The utilities will provide incentives to encourage customers to implement the measures recommended during their audit. Incentives will be calculated based on modeled savings through a sliding scale up to an overall project cap. Modeled savings will be based upon software that will use consistent calculations across territories. As the utilities work to launch midstream incentives for HVAC measures through the EE Products program, there is a recognition that a baseline incentive may be provided when a participating contractor secures the equipment from a participating distributor or retailer. The utilities intend to adjust the calculation of the incentive when an incentive has already been provided through a midstream path. However, the utilities have a shared intention to have the value of an HVAC measure being installed through this program be higher than a standalone HVAC equipment installation to ensure that customers are encouraged to pursue comprehensive upgrades and to recognize additional energy savings associated with improving the building shell.

Consistent with current practices for the New Jersey HPwES program, the utilities are proposing an incentive range for a Contractor Production incentive and separate scale for incentives for multi-family properties.

The utilities and/or third-party implementation contractors will complete consumer or contractor payments within 60 days following completion of contractor work, submission of complete and required paperwork, and completion of program requirements such as necessary field inspections (if required).

CUSTOMER FINANCING OPTIONS (MFR II.A.VI)

Refer to Appendix B Table B-1 for the summary of Proposed Financing for this subprogram.

CUSTOMER ACCESS TO CURRENT AND HISTORIC ENERGY USAGE DATA (MFR II.A.VII)

Refer to Section 10.2 for a description of how the Company provides customers access to their current and historic energy usage data.

PROJECTED PARTICIPANTS (MFR II.A.IX) AND ENERGY SAVINGS (MFR II.A.X)

Refer to Appendix D, Table D-11 for the projected participants and energy savings for this subprogram. The table summarizes the projected participation and savings associated with this subprogram. All values are annual incremental totals, and do not incorporate savings achieved in prior years. Savings estimates are based on projected participation during each year of the forecast period.

For customers in areas where gas and electric service territories overlap, the utilities will use the Statewide Coordinator to allocate costs and energy savings for shared measures. Refer to Section 6.3 for a description of the role of the Statewide Coordinator.

PROGRAM BUDGET (MFR II A.XI) (MFR II.A.XII)

Refer to Appendix E, Table E-11 for the projected program expenditures for the subprogram.

4.2 Commercial & Industrial

4.2.1 BUSINESS DIRECT INSTALL

PROGRAM DESCRIPTION / DESIGN (MFR II.A.I)

The C&I Direct Install Program is focused on installation of efficiency measures for small businesses, non-profit organizations, municipalities, schools and faith-based organizations ("eligible customers") that typically lack the time, knowledge, or financial resources necessary to investigate and pursue energy efficiency. The program is designed to provide eligible customers with easy investment decisions for the direct installation of energy efficiency projects. The program will pay a percentage of the up-front cost to install the recommended energy efficiency measures, with the participating customer contributing the balance of the project cost not covered by the incentive. The program will also provide a repayment option to the customer to pay their required contribution over time. The no-cost energy assessment mitigates the time constraints and knowledge barriers while the reduced overall costs and repayment options mitigate up-front cost barriers and assist participants in making decisions, which otherwise would be time-consuming and difficult to justify. The C&I Direct Install program plays an important role in the marketplace because private providers of energy efficiency services typically do not target smaller customers due to the lower overall profit for their services when compared with larger non-residential customers. For these reasons, small businesses, non-profit organizations, municipalities, schools, and faith-based organizations are often hard to reach, and the program fills an important gap by targeting, promoting, and delivering efficiency services to these customers directly.

The energy assessment will be provided to customers free of charge and will offer recommendations on energy efficiency measures to reduce energy usage and costs. Standard basic energy savings measures may also be provided or installed at no cost at the time of the energy assessment to support customer engagement, participation, and energy savings.

The program will also focus on the smallest customers within the eligible customer segment. The Company anticipates portions of the program to be directed at restaurants, small offices, convenience stores and other small independent businesses that often are left behind in less-comprehensive energy efficiency programs. Through a number of delivery mechanisms, the Company will assure that all eligible business types are able to participate in this program.

TARGET MARKET OR SEGMENT (MFR II.A.II)

The program seeks to address the most cost-effective measures (e.g. LED lighting retrofits) but will also address all measure retrofits that would comprise a cost-effective project. Examples of end-use categories covered by the program include lighting, HVAC, controls, refrigeration, food service, motors, low-flow devices, pipe wrap and domestic hot water equipment.

The program will be divided into two tiers of eligibility, determined by the customer's individual facility peak electrical demand over the last 12 months. Tier 1 will serve the smallest of the eligible customer base, specifically focusing on customers with an average individual facility peak electrical demand of up to 100 kW. Tier 1 will also include customers up to 200 kW owned or operated by a local government, and K-12 public schools. Additionally, customers with an average peak demand from 101 – 200 kW that are located within designated opportunity zones or Urban Enterprise Zones ("UEZ") may also qualify for Tier 1 status. Tier 2 will serve the larger segment of small non-residential customers, with an average individual facility peak electrical demand of 101 - 200 kW. This figure may be increased by the Company to ensure the program is properly addressing the market in the Company's service territory.

MARKETING PLAN (MFR II.A.XIV)

The C&I Direct Install Program will be marketed to customers through a combination of direct outreach by program staff, and/or the third-party implementation contractor, web-based engagement and customer information analytics, digital advertising, and hard-copy materials to promote awareness among trade allies and customers. Direct outreach may include visits to customer premises to distribute hard-copy program materials, inform customers about the program directly, and solicit participation. Additionally, the Company may engage community partners, including chambers of commerce and other local organizations including those comprised of underrepresented and socially or economically disadvantaged individuals. The Company will also consider the potential to utilize customer information analytics or other targeted energy education outreach to identify and target customers best suited for participation in the program. The collective marketing plan strategy is useful for enrolling eligible customers that may be interested in participating but have not heard of the program and do not have the time or resources to prioritize investigating energy efficiency opportunities or reaching out to the Company.

The primary market barriers that impact this program include:

- **Customer Awareness and Engagement:** Small businesses, non-profit organizations, schools and faith-based organizations typically have limited resources and time to consider or prioritize energy efficiency and may have efficiency needs not well aligned with traditional commercial demand side management (DSM) programs targeted at larger customers. This program is intended to confront these market barriers by providing turnkey, direct installation of efficiency measures tailored to these eligible customers at no cost, while identifying additional efficiency opportunities directly on-site, and through directly soliciting eligible customers for participation. This personalized approach builds trust and achieves results while increasing the likelihood of further participation referrals. To increase participation rates among a diverse demographic, utilities may include focused outreach efforts to reach minority- and women-owned small businesses, and start-ups by engaging with business groups and organizations that support these customers. Partner business groups might include the Chamber of Commerce, and the Small Business

Administration. Utilities may also explore providing outreach materials in Spanish to reach Spanish-speaking business owners.

- **Initial Cost of Efficiency Investments:** Recommended energy efficiency projects that go beyond direct-install measures will require more participant investment and commitment. This barrier will be addressed through offering incentives and a repayment option, as well as through operating a program that is flexible and easy for small business customers to utilize.
- **Landlord/Tenant Arrangements:** Split incentives between landlord/tenants with respect to who pays for energy use versus who owns the energy-using equipment presents a unique challenge because the investor in the equipment does not experience an immediate benefit. The subprogram will employ strategies to help the landlord understand the long-term benefits of participating. This subprogram will be marketed to both landlords and tenants to assure that those exposed to energy costs and investments are able to participate in the program. Utilities may also provide technical and outreach assistance to property owners and managers in developing and marketing green properties.

The Company will seek to manage barriers to program success through a commitment to monitoring program performance and feedback channels for assessing effective program design, delivery, outreach, and marketing/advertising, and improvement opportunities. The Company's established customer communication channels, data, and brand in the marketplace will all be leveraged to deliver best-practice programs that identify and confront market barriers on an ongoing basis. To the extent possible, the Company will cross-promote program offerings to spread awareness of the range of efficiency opportunities proposed in this plan.

DELIVERY METHOD, CONTRACTOR ROLES AND IMPLEMENTATION PLAN (MFR II.A.V, MFR II.A.VIII, MFR II.A.X.III, MFR II.C)

The C&I Direct Install Program interfaces with customers via either direct solicitation or upon customer request. All participants receive a site visit, including a free on-site energy assessment to identify energy efficiency retrofit opportunities. Standard basic energy savings measures may also be provided at no cost at the time of the energy assessment for eligible Tier 1 customers, to support customer engagement, participation, and energy savings. Following the energy assessment, participants are provided with a report assessing the site and recommending investments that could further improve the energy efficiency of the facility.

Based on the results of the energy assessment report, the program will offer to initially pay a percentage of the project cost to install the recommended energy efficiency measures with the participating customer (and/or landlord). The program will also provide a payment option to the customer (and/or landlord) for their portion of the project cost. The Company will provide for the installation of all work and assure it is completed on time and to specifications. This approach frees up the participant, who may not have the time or resources to dedicate to project implementation. The distinction between Tier 1 and Tier 2 eligibility criteria will ensure that eligible customers, even those that are the smallest and often overlooked, receive ample focus. The simple, turnkey solution provides eligible customers with the initial site visit, energy assessment, and installation of recommended efficiency measures at no initial cost to participants.

The Company will administer and manage the program with the support of third-party implementation contractor(s) and/or Company staff. The third-party implementation contractor or the Company will have responsibility for most delivery tasks and customer outreach on behalf of the Company. The third-party implementation contractor will work closely with the Company to optimize the program offering, including, but not limited to:

- Initial participant recruitment, energy assessment, and equipment installation
- Program data tracking
- Direct customer outreach/program delivery strategy
- Development of measure mix
- Marketing
- Promotion of emerging technology
- Customer satisfaction

The third-party implementation contractor or the Company will take on the responsibility of implementing the program, directing the qualification and enrollment of participating contractors, and will work to assure that ample participating contractors are available to complete all work derived from the program. The participating contractors will perform the energy assessments and installations, working with the Company and/or the third-party implementation contractor's oversight to undertake all construction and installation work identified in the energy assessment process.

The Company plans to issue a request for proposal in the 1st quarter of 2021 for third-party implementation contactor(s) who will be responsible for marketing, customer enrollment, program and trade alley engagement, application and rebate processing, documentation and/or other program delivery activities as discussed above. The Company plans to select the third-party implementation contractor(s) in a timeframe that supports timely program implementation upon Board approval of the program.

EXISTING AND PROPOSED INCENTIVES RANGES (MFR II.A.III) (MFR II.A.IV)

Refer to Appendix A, Table A-2 for the Proposed Incentive Ranges for this program.

Both tiers of the program will encompass many of the same benefits, including a simple, turnkey solution for eligible customers, which requires no up-front investment. The initial site visit, energy assessment, and installation of recommended energy efficiency measures are provided at no initial cost to participants. The utilities propose to provide an incentive level of up to 70-80% of the project costs, and to continue discussions to determine the appropriate level and at what level the incentive is applied to best promote the completion of comprehensive projects while maintaining overall program cost effectiveness. Additionally, the utilities plan to coordinate on the methodologies and calculations used to determine energy savings and program incentives.

For Tier 1 customers, standard basic energy savings measures may be installed at no cost during the time of the energy assessment. The program will offer to pay up to 80% of the project cost to install the recommended energy efficiency measures with the participating customer (and/or landlord) repaying the balance not covered through the incentive either in a lump sum or through an available repayment option. Customers located in an Urban Enterprise Zone, Opportunity Zone, owned or operated by a local government, or K-12 public schools. may also qualify for Tier 1 status, up to an average individual facility peak electrical demand of 200 kW.

Tier 2 will serve the larger segment of eligible customers, with an average individual facility peak electrical demand of 101 - 200 kW over the past 12 months. Incentives up to 70% of the total project cost will be offered.

CUSTOMER FINANCING OPTIONS (MFR II.A.VI)

Refer to Appendix B Table B-1 for the summary of Proposed Financing for this program.

CUSTOMER ACCESS TO CURRENT AND HISTORIC ENERGY USAGE DATA (MFR II.A.VII)

Refer to Section 10.2 for a description of how the Company provides customers access to their current and historic energy usage data.

PROJECTED PARTICIPANTS (MFR II.A.IX) AND ENERGY SAVINGS (MFR II.A.X)

Refer to Appendix D, Table D-15 for the projected participants and energy savings for this program. The table summarizes the projected participation and savings associated with this subprogram. All values are annual incremental totals, and do not incorporate savings achieved in prior years. Savings estimates are based on projected participation during each year of the forecast period.

For customers in areas where gas and electric service territories overlap, the utilities will use the Statewide Coordinator to allocate costs and energy savings for shared measures. Refer to Section 6.3 for a description of the role of the Statewide Coordinator.

PROGRAM BUDGET (MFR II A.XI) (MFR II.A.XII)

Refer to Appendix E, Table E-15 for the projected program expenditures for the program.

4.2.2 ENERGY SOLUTIONS FOR BUSINESS-PRESCRIPTIVE / CUSTOM

PROGRAM DESCRIPTION / DESIGN (MFR II.A.I)

The C&I Prescriptive and Custom Measure subprogram will promote the installation of high-efficiency electric and/or natural gas equipment by the Company's C&I customers, either via the installation of prescriptive or custom measures or projects. The subprogram provides prescriptive-based incentives to commercial and industrial customers to purchase and install energy efficient products. The subprogram will continue to support and/or provide downstream approaches to ensure the market is properly supported. The subprogram may also provide midstream or upstream incentives or buydowns and support to manufacturers, distributors, contractors, and retailers that sell select energy efficient products. These measures will incent energy efficient lighting, appliances, heating and cooling equipment, and food service equipment, among other efficiency measures. Type and value of incentive provided will range and will include electric and/or natural gas technologies that improve energy efficiency. Up-front rebates will be offered to reduce initial costs and some purchases may qualify for low to no-interest financing to further reduce first cost barriers. Prescriptive measures are designed to provide easy and cost-effective access to energy efficient measures through customers' preferred channels.

Prescriptive rebates are designed to:

- Provide incentives to facility owners and operators for the installation of high efficiency equipment and controls
- Promote the marketing of high efficiency measures by trade allies such as electrical contractors, mechanical contractors, and their distributors to increase market demand.
- Ensure the participation process is clear and simple

Prescriptive incentives will increase adoption of energy efficient equipment by harnessing the Company's unique customer relationships to positively impact the entire sales process surrounding efficient equipment, from education and awareness with customers, engagement with trade ally contractors and equipment distributors, to financing opportunities for the high efficiency equipment.

The subprogram also includes custom measures that provide calculated or performance-based incentives for electric and/or natural gas efficiency opportunities for commercial, industrial, and other non-residential customers that are non-standard and not captured by prescriptive equipment. Calculated or performance-based incentives are designed to reduce the customer's capital investment for qualifying energy efficient equipment, to retrofit specialized processes and applications and/or to implement qualifying high efficiency building shell or systems improvements. Typical custom measures that are eligible for incentives are either less common measures or efficiency opportunities in specialized applications that may include manufacturing or industry-specific processes, or non-traditional use cases. In many cases, custom efficiency projects are more complex than prescriptive equipment replacement.

Potential participants are required to submit an application for pre-approval to confirm project eligibility and reserve funding. The Company and/or implementation contractors will develop electronic rebate application forms that will guide applicants through eligibility guidelines, subprogram requirements, terms and conditions, and general information. In addition, the Company and/or implementation contractors will provide applications in web ready formats to ensure participants have easy access to the forms. The pre-approval process provides for the review of the customer's proposed project to confirm measure eligibility and incentive budget availability. This also supports the Company's subprogram management because it communicates projects that are in the pipeline. If accepted and pre-approved by the Company, a timeline is established for project completion to qualify for a rebate. The typical lead time for completing a custom project is 90 to 120 days but can be longer depending on the complexity of the project. Large projects, or subsets of projects, may be required to undergo pre-and post-inspection to validate project energy savings. Approved projects may also be eligible for low to no cost financing to further reduce first-cost barriers.

TARGET MARKET OR SEGMENT (MFR II.A.II)

The C&I Prescriptive and Custom Measures subprogram will be available to all commercial, industrial, and other non-residential customers located within the Company's service territory. This subprogram is focused on promoting the sale and installation of efficient electric and/or natural gas equipment across all major end-use categories and can be easily promoted to trade allies and customers via straightforward prescriptive rebates, or more complex custom rebates. Potential technologies incentivized through prescriptive measures include energy efficient lighting, appliances, heating and cooling equipment, and food service equipment, among other efficiency measures. Customers pursuing custom incentives will generally be customers with more complex needs and non-standard efficiency opportunities. and typically include building types such as light/heavy industrial, manufacturing, data centers, and distribution centers, among others.

MARKETING PLAN (MFR II.A.XIV)

The C&I Prescriptive and Custom Measures subprogram will engage with customers and trade allies at multiple levels, including broad-based energy efficiency awareness campaigns, direct outreach by subprogram staff and representatives, web-based engagement and information, digital advertising, and hard-copy materials to promote awareness among trade allies and customers. In some cases, subprogram staff and representatives will reach out directly to large customers. Use of appropriate types of media are anticipated to be included in the marketing plan, such as direct mail, email, print, and digital media. Engagement with trade associations (e.g. builders, architects, engineers, equipment distributors, professional and contractor associations, etc.) will also be important venues for the Company to present information about the subprogram, raise awareness and encourage participation.

Marketing will be used to target specific customer sectors to ensure awareness in the subprogram and enhance participation. The Company and/or implementation contractor will target various market sectors (i.e. education, medical/health care, manufacturing, retail, food service) to enhance participation and promote a cross-section of measures applicable to each market. Since prescriptive retrofits are generally one-for-one replacements, measure-specific collateral pieces will be developed for new measures or enhanced for continuing measures. These will be delivered to sectors most likely to utilize the specific technology. Fact sheets, mailings, post cards, e-blasts, and on-location seminars will also be used to promote specific measures. Custom marketing efforts require a consistent and directed outreach to trade allies and associations, The Company and/or implementation contractors will be required to develop and implement a marketing plan to identify and target customers to connect them to appropriate measures using e-blasts, webinars, on-site seminars, and large customer publications, among other marketing and outreach initiatives. Further, in order to attract multiple measure participation, the Company and/or implementation contractor will outreach via sectors, as well as to trade allies and associations such as architects, engineers and professional associations. Targeted advertisements in industry/trade publications will also be required to bring awareness to the opportunities and savings available through the Custom offering.

The primary market barriers that impact this subprogram include:

- **Initial Cost of Efficient Equipment**: Relative to the market baseline, efficient equipment often carries a higher upfront premium but a lower lifetime operating cost. Purchasers often may not fully value the lifetime operating cost advantage of efficient equipment and as a result, higher upfront cost is a barrier to purchasing efficient equipment. To address this barrier, incentives are provided to the customer to reduce the initial cost through a variety of channels including at midstream and downstream points. Access to financing for certain measures will also help address this barrier.
- **Customer Awareness and Engagement**: Commercial and Industrial customers may not be aware of the benefits of installing efficient equipment and/or lack the time and resources to pursue efficient equipment when replacing existing equipment. To address this barrier, the Company will educate customers on the benefits of installing efficient equipment through targeted marketing, ensure that incentives are easily accessible, and encourage market transformation and stocking of efficient equipment through midstream incentives. Through outreach efforts, the Company will seek to partner with retail and wholesale entities to promote program offerings, and also focus marketing, education, and outreach efforts on the trade ally community to ensure that trade allies are aware of available incentives and prepared to serve customers. To increase participation rates among a diverse demographic, utilities may include focused outreach efforts to reach minority- and women-owned small businesses, and start-ups by engaging with business groups and organizations that support these customers. Partner business groups might include the Chamber of Commerce, and the Small Business Administration. Utilities may also explore providing outreach materials in Spanish to reach Spanish-speaking business owners.
- **Landlord/Tenant Arrangements**: Split incentives between landlords, who own the energy-using equipment, and tenants, who pay for energy use, present a unique challenge because the investor in the equipment does not experience an immediate benefit. The subprogram will employ strategies to help the landlord understand the long-term benefits

of participating. This subprogram will be marketed to both landlords and tenants to assure those exposed to energy costs are able to participate in program. Utilities may also provide technical and outreach assistance to property owners and managers in developing and marketing green properties.

- **Sufficient Stocking and Availability of Efficient Products**: To support a robust marketplace for efficient equipment, the Company may promote midstream incentives for specific equipment types to encourage participation via incentives for distributors or retailers to stock and promote the purchase of or for directly marking down the cost of the efficient equipment at the point of sale

The Company will seek to manage barriers to subprogram success through a commitment to monitoring program performance and feedback channels for assessing effective program design, delivery, outreach, and marketing/advertising, and improvement opportunities. The Company's established customer communication channels, data, and brand in the marketplace will all be leveraged to deliver best-practice programs that identify and confront market barriers on an ongoing basis. The Company will cross-promote programs and subprograms to spread awareness of the range of efficiency opportunities proposed in this plan.

DELIVERY METHOD, CONTRACTOR ROLES AND IMPLEMENTATION PLAN (MFR II.A.V, MFR II.A.VIII, MFR II.A.X.III, MFR II.C)

The Company may outsource some, or all, of the implementation of this subprogram to an implementation contractor who would be responsible for defined functions, which could include administration, marketing, application processing and documentation regarding purchased products and processing incentives and rebates. The Company will perform overall administration and oversight of the subprogram. To maximize customer participation and streamline the customer experience, the Company will use its strong customer and marketplace relationships to support multiple implementation strategies to achieve subprogram goals.

- **Trade Allies**: The Company and/or the implementation contractor will target trade allies (e.g. electricians, HVAC contractors, lighting retailers and distributors, building energy managers, etc.) to promote the efficiency opportunities and incentives to their clients. Preserving this downstream approach will ensure that customers and trade allies are properly supported. Trade allies will be able to leverage the subprogram and offer customers rebates through their normal course of business. By developing relationships with trade allies, the subprogram will develop a broad reach across the marketplace and solicit feedback to ensure incentives and measures are impacting the market as designed. Examples of targeted trade ally firms include:
    - Design, engineering, and controls firms
    - HVAC distributors, contractors, and retail providers
    - Food service retailers and service providers
    - Commercial lighting distributors and wholesalers
- **Retail**: The Company's subprogram staff, the implementation contractor, and/or field representatives will work with retailers and distributors that directly target C&I customers

to inform them of the participation process and available equipment incentives. The Company and/or implementation contractor will also provide support and assistance to retailers or distributors to support identification and promotion of qualifying energy efficient products. This will also include training and instruction to participating retailers and distributors about the application forms.

- **Midstream:** The Company and/or the implementation contractor may promote a midstream component for specific equipment types to encourage purchase of efficient equipment via directly marking down the cost of the efficient equipment at the point of sale. Midstream rebates encourage market transformation and wider availability of efficient equipment. The Company anticipates offering midstream point of sale discounts across numerous equipment types, including, but not limited to: LED lighting, HVAC, and food service equipment. Efficient products that are rebated via a midstream approach will not be eligible for rebates in any other Company rebate program. The Company and/or implementation contractor will also provide support and assistance to distributors to support identification and promotion of qualifying energy efficient products. This will also include training and instruction to participating distributors as well as enrollment of distributors to participate in midstream subprogram offerings
- **Digital**: The subprogram will be marketed directly to C&I customers on the Company's website, where customers will have easy access to information regarding eligible equipment and savings opportunities, how to participate, and incentives across all efficient equipment types and end-uses.
- **Targeted Customer Outreach**: Company staff may choose to reach out directly to large business and commercial customers to develop relationships with energy and facilities managers, operations staff, and procurement personnel. Subprogram staff can help facilitate completion of rebate applications and serve as a direct resource to these customers, providing technical support and helping to assist customers in identifying efficiency opportunities.
- **Technical Customer Assistance**: An important element of the C&I Prescriptive and Custom Measures subprogram is the availability of technical support. The Company and/or implementation contractor will provide technical support to customers on the application of the energy efficiency measures and technologies included in this subprogram, including supporting project identification, developing energy savings calculations, and assessing project economics as required.

Measurement & Verification (M&V) for projects that do not have reliable information to accurately forecast energy savings may require energy monitoring before and after project implementation to determine savings and incentive amounts.

It is anticipated that any third-party implementation contractor will work closely with the Company to optimize the subprogram's strategic direction, including, but not limited to, the following activities:

- Offered incentive levels and strategies
- Customer satisfaction
- Measurement and verification during on-site visits
- Subprogram data tracking

- Rebate payments

The Company may select a qualified third-party implementation contractor (or contractors) based on, but not limited to, the following factors:

- Technical Approach
- Organizational and Management Capability
- Experience
- Cost
- The amount of business placed with MWVBEs.

A comprehensive contractor agreement, containing information about equipment certification (such as DLC lighting, etc.), licensing, insurance requirements and more, will be developed and provided to all participating contractors.

The Company plans to issue a request for proposal in the 1st quarter of 2021 for third-party implementation contactor(s) who will be responsible for marketing, customer enrollment, program and trade alley engagement, application and rebate processing, documentation and/or other program delivery activities as discussed above. The Company plans to select the third-party implementation contractor(s) in a timeframe that supports timely program implementation upon Board approval of the program.

EXISTING AND PROPOSED INCENTIVES RANGES (MFR II.A.III) (MFR II.A.IV)

Refer to Appendix A, Table A-2 for the Proposed Incentive Ranges for this subprogram.

The utilities propose to provide a range of incentives depending on the measure type, subject to changes based upon customer response and market conditions over the plan period. Incentives will vary depending on factors including but not limited to the specific product, the incremental cost of the high-efficiency technology, and the product maturity in the marketplace.

In instances where incentives are not immediate, the utilities will complete consumer or contractor payments within 60 days following completion of contractor work, submission of complete and required paperwork, and completion of program requirements such as necessary field inspections (if required).

CUSTOMER FINANCING OPTIONS (MFR II.A.VI)

Refer to Appendix B Table B-1 for the Summary of Proposed Financing for this subprogram.

CUSTOMER ACCESS TO CURRENT AND HISTORIC ENERGY USAGE DATA (MFR II.A.VII)

Refer to Section 10.2 for a description of how the Company provides customers access to their current and historic energy usage data.

PROJECTED PARTICIPANTS (MFR II.A.IX) AND ENERGY SAVINGS (MFR II.A.X)

Refer to Appendix D, Table D-16 for the projected participants and energy savings for this program. The table summarizes the projected participation and savings associated with this subprogram. All values are annual incremental totals, and do not incorporate savings achieved in prior years. Savings estimates are based on projected participation during each year of the forecast period.

For customers in areas where gas and electric service territories overlap, the utilities will use the Statewide Coordinator to allocate costs and energy savings for shared measures. Refer to Section 6.3 for a description of the role of the Statewide Coordinator.

PROGRAM BUDGET (MFR II A.XI) (MFR II.A.XII)

Refer to Appendix E, Table E-16 for the projected program expenditures for the subprogram.

4.3 Multifamily

4.3.1 MULTIFAMILY

PROGRAM DESCRIPTION / DESIGN (MFR II.A.I)

This Program addresses multifamily structures with three or more units. As such, there can be significant variation in the types of structures served under this Program ranging from residential type dwelling with three units to large garden apartment complexes to multi-story high rise buildings. In order to meet the specific needs of each customer, the Multi-Family Program will provide, in conjunction with the customer, a structured screening review to identify and develop the project plan for the customer. Potential program services include customer engagement with energy efficiency education through energy assessments, installation of standard energy savings measures, comprehensive energy savings opportunities including prescriptive equipment replacement, custom retrofit projects and engineered solutions and emergency equipment replacement. In addition, the Multifamily Program will provide On-Bill Repayment or access to financing with similar terms and enhanced incentives for low income/affordable housing properties

The Multi-Family Program will seek to work with each customer to determine and package the best energy savings opportunities based on the Company's current program offerings (e.g. direct installation of standard energy savings measures, prescriptive equipment replacement, custom retrofit or engineered solutions), with an emphasis to encourage more comprehensive projects wherever possible. Customers will begin participation in the Multi-Family Program with a screening to identify and develop a project plan. The initial screening may include an energy assessment and installation of standard energy savings measures to help encourage program participation. The assessment will also identify additional energy savings opportunities and develop the project plan that is the best fit for each specific customer and building.

Applications to this program will be reviewed to determine the project plan depending on the type of housing stock and ownership structure. The screening process will consider various factors to create a project plan that will deliver a high level of energy savings in the most cost-effective manner. Examples of these factors include, but are not limited to:

- Building size
- Number of units
- If the facility is being served by a central plant
- If there are individual heating and cooling units
- If there are building envelope/weatherization opportunities
- Application review with a potential virtual site inspection
- Application review with potential telephone interview with Property Management
- An on-site pre-scoping audit may be performed

Depending upon the screening results and the customer's interests, a customer's project plan could include direct installation of standard energy savings measures, incentives for prescriptive equipment replacement, custom retrofit opportunities, or a Comprehensive Engineered Solutions project. The measures within the project plan will be consistent with the terms and conditions of the Company's applicable residential and/or commercial & industrial program offerings (e.g. Existing Homes, Efficient Products, Energy Solutions for Business). Therefore, the project plan can include prescriptive measures with set energy-savings and/or custom projects with savings on a project basis. Please refer to these program descriptions for more information on these program offerings and the associated terms and conditions, including delivery methods and contractor roles.

TARGET MARKET OR SEGMENT (MFR II.A.II)

All multi-family buildings with three or more units that are served by at least one investor owned utility are eligible to participate. The Program targets multi-family property owners, property managers, and residents, who, because of the building owner – tenant relationship, have always had difficulty investing in energy efficiency equipment. The utilities will also target outreach to economically-qualified occupants and owners of multifamily buildings who may be eligible for enhanced incentives. Eligibility for these enhanced incentives can be automatic based upon the type of property that has a low- or moderate-income designation (e.g. New Jersey Housing and Mortgage Financing Agency qualified, Housing Authorities) or by a physical location (e.g. census tract, environmental justice community, Urban Enterprise Zone). The program may refer prospective customers to Comfort Partners as appropriate.

MARKETING PLAN (MFR II.A.XIV)

The marketing strategy will focus on informing property owners, managers, associations, tenant groups, municipalities, and community organizations about the availability and benefits of the program and how to participate. Marketing activities will also target low- and moderate-income multi-family sector. Key elements of the marketing strategy may include:

- Targeted outreach through direct mailings and presentations to inform property owners, property managers, apartment associations, tenant groups, municipalities and community organizations about the benefits of the program and participation processes
- Printed collateral highlighting the benefits and features of the program as well as the enrollment and participation processes
- Website content providing program information resources and contact information
- In-person visits by program representatives to properties with three or more units
- Energy assessments of properties may include the direct installation of standard energy savings measures to engage, educate and promote the building owners or facility managers to participate in the other program offerings targeting deeper savings.

The primary market barriers that impact this program include:

- **Business/Operational Constraints:** Multi-family properties often have unique operational and time constraints that act as a barrier to implement energy-efficiency projects. This barrier will be addressed by ensuring the program operates cooperatively with participants, provides program participation and technical assistance, and offers timely incentives and financing support.
- **Customer Awareness and Engagement:** Eligible participants may be unaware of energy-efficiency opportunities and programs because the segment has historically not been well served by traditional energy-efficiency programs. To address this barrier, this program was designed specifically to support the multi-family segment. The utilities will execute targeted outreach strategies to ensure that relevant customers are aware of program opportunities and consider energy efficiency in equipment investments and long-term planning. The program will also prepare and distribute successful case studies of prior participants and their experiences and energy savings. To increase awareness among customers with English as a second language, utilities will develop and provide outreach materials in Spanish. The utilities intend to be active participation in both the Equity or Marketing Working groups and expect to address the need and cost for developing materials in a broader range of languages as part of those discussions.
- **Cost Effectiveness:** Efficiency upgrades require an initial investment that is recovered by lower long-run operating costs and non-energy benefits. Multi-family projects may carry longer payback periods than traditional energy-efficiency projects due to the unique needs of the segment. To address this barrier, incentives and access to OBRP or similar financing options will be provided to the customer to reduce the initial cost. The utilities will also communicate the non-energy benefits offered by many efficiency upgrades that may not be captured in the cost/benefit analysis to further promote efficiency upgrades to customers.

Additionally, the utilities considered the following market barriers identified in the Utility Demographic and Firmographic Profile 2020 Study[3]:

- **Split incentives:** Multi-family properties can face challenges for energy efficiency improvements since the owner generally does not pay the utility bills and may not reap the full benefit of any energy efficiency investment. To address this barrier, the utilities will market to both landlords and tenants to assure that those exposed to energy costs are able to participate in the program, provide low- and no-cost measures at no cost to the tenant or the landlord, and offer comprehensive approaches for multi-family, including application, technical and engineering support to design cost-effective projects with benefits for owners and renters. Utilities may also provide technical and outreach assistance to property owners and managers in developing and marketing green properties.
- **Complex buying process:** There can be a broad range of potential energy efficiency investments and it can be challenging to identify which strategies may be the most

[3] The purpose of this study was to examine the demographics and firmographics of all customers in the service territories of each of the electric and gas public utilities in New Jersey. This is to comply the CEA, as well as in response to the New Jersey Board of Public Utilities (NJBPU) Order Docket Nos. QO19010040 and QO19060748 (dated October 7, 2019), which directed the utilities to complete a demographic analysis pursuant to the CEA. The study was released on April 30, 2020 and can be found https://www.njcleanenergy.com/files/file/Library/New%20Jersey%20Demographics%20Report.pdf

beneficial for owners and/or tenants. To address this barrier, the program will provide customized screening and on-going support to help find the best solution for the customer and include incentives to encourage the customer to implement the recommended solutions.

The Company will seek to manage barriers to program success through a commitment to monitoring program performance and feedback channels for assessing effective program design, delivery, outreach, and marketing/advertising, and improvement opportunities. The utilities will leverage their established customer relationships, communication channels, data, and brand in the marketplace to identify and confront market barriers on an ongoing basis.

DELIVERY METHOD, CONTRACTOR ROLES AND IMPLEMENTATION PLAN (MFR II.A.V, MFR II.A.VIII, MFR II.A.X.III, MRF II.C)

The Multi-Family Program will be delivered in coordination between both the Lead Utility and the Partner Utility (where applicable) and/or qualified third-party implementation contractor(s) with experience delivering similar programs. Because of the unique and varied nature of the multi-family market Program representatives will build relationships with property management companies, owners, associations and their members to recruit participation in the Program. The Program will assist customers to coordinate scheduling of the Energy Assessment and direct installations and will provide program and technical support to complete program and rebate application requirements.

Delivery of energy-saving measures will be dependent on the project plan and may include direct install of standard energy savings measures, installation of prescriptive measures, or custom projects. It may be necessary to schedule appointments for the installation of energy saving measures in the individual living units and common areas. In-unit HVAC tune-ups may also be offered to the property owner or tenant. The installation crews are trained on the technical and educational aspects of the energy saving devices installed and leave educational materials in each unit describing the work performed and explaining the energy-saving benefits.

The Company plans to issue a request for proposal in the 1st quarter of 2021 for third-party implementation contactor(s) who will be responsible for marketing, customer enrollment, program and trade alley engagement, application and rebate processing, documentation and/or other program delivery activities as discussed above. The Company plans to select the third-party implementation contractor(s) in a timeframe that supports timely program implementation upon Board approval of the program.

EXISTING AND PROPOSED INCENTIVES RANGES (MFR II.A.III) (MFR II.A.IV)

Refer to Appendix A, Table A-3 for the Proposed Incentive Ranges for this program.

CUSTOMER FINANCING OPTIONS (MFR II.A.VI)

Refer to Appendix B Table B-1 for the summary of Proposed Financing for this program.

CUSTOMER ACCESS TO CURRENT AND HISTORIC ENERGY USAGE DATA (MFR II.A.VII)

Refer to Section 10.2 for a description of how the Company provides customers access to their current and historic energy usage data.

PROJECTED PARTICIPANTS (MFR II.A.IX) AND ENERGY SAVINGS (MFR II.A.X)

Refer to Appendix D, Table D-19 for the projected participants and energy savings for this program. The table summarizes the projected participation and savings associated with this subprogram. All values are annual incremental totals, and do not incorporate savings achieved in prior years. Savings estimates are based on projected participation during each year of the forecast period.

For customers in areas where gas and electric service territories overlap, the utilities will use the Statewide Coordinator to allocate costs and energy savings for shared measures. Refer to Section 6.3 for a description of the role of the Statewide Coordinator.

PROGRAM BUDGET (MFR II A.XI) (MFR II.A.XII)

Refer to Appendix E, Table E-19 for the projected program expenditures for the program.

5.0 ADDITIONAL JCP&L PROGRAMS

JCP&L proposes additional programs and subprograms to provide a comprehensive portfolio of offerings to customers and greater opportunities for customers to participate. The additional offerings help to establish a framework to meet the aggressive and increasing annual energy savings targets and supports the Company's objective to implement programs to establish and develop systems and processes, program and trade ally participation, customer awareness, and experience and momentum for the future. The Additional Company Initiatives are based on successful programs in other jurisdictions and collaboration with other NJ utilities to promote coordinated program designs and delivery.

The table below provides a listing and description of the Additional JCP&L programs and subprograms included in the Plan:

Table 9: 2021-2023 JCP&L Additional Program Names & Descriptions		
Program	**Subprogram**	**Description**
Residential Programs		
Existing Homes	Quick Home Energy Check-up	Audits with direct installed measures provided at no additional cost to participants with education about the opportunities to save energy including other program opportunities
	Moderate Income Weatherization	Audits with direct installed measures, weatherization services, and HVAC repair/replacement provided at no additional cost to participating income qualified customers
Home Energy Education and Management	Behavioral	Provides education of energy usage through Home Energy Reports and on-line audits, with targeted customized messaging to promote energy savings and conservation opportunities
Commercial & Industrial Programs		
Energy Solutions for Business	Energy Management	Customer engagement targeting efficient building operations through building tune-up, retro commissioning and customized energy management solutions.
	Engineered Solutions	Provides consultative service throughout delivery, including comprehensive audits, detailed analysis and recommendations of energy efficiency measures and development of project specifications, to assist customers in identifying and undertaking large comprehensive energy-efficiency projects
Other Programs		
Home Optimization & Peak Demand Reduction	Home Optimization & Peak Demand Reduction	Provides control and/or optimization of connected devices (e.g. smart thermostats, smart home energy management systems) to target and achieve energy and peak demand savings

The table below provides a listing of the measures that are offered in the Additional JCP&L programs and subprograms included in the Plan:

Table 10: 2021-2023 Additional JCP&L Program Portfolio		
Program	**Subprogram**	**Measure**
Residential Programs		
Existing Homes	Quick Home Energy Check-up	Quick Home Energy Checkup (QHEC)
	Moderate Income Weatherization	MI Weatherization
Home Energy Education and Management	Behavioral	Behavioral FY22
		Behavioral FY23
		On-Line Audit
Commercial & Industrial Programs		
Energy Solutions for Business	Energy Management	Virtual/Meter Data Commissioning
		Retrocommissioning
		Building Operation Training
		Building Tune Up Large
		Building Tune Up Small
		Unitary HVAC Maintenance
		Strategic Energy Management
	Engineered Solutions	ESB - Engineered Solutions - 1
		ESB - Engineered Solutions - 2
Other Programs		
Home Optimization & Peak Demand Reduction	Home Optimization & Peak Demand Reduction	Smart Tstat Optimization
		Smart Home Systems

5.1 Residential

5.1.1 HOME ENERGY EDUCATION & MANAGEMENT-BEHAVIORAL

This program initially includes Behavioral initiatives and energy education. This subprogram can reach a significant portion of the Company's customer base, including low- to moderate-income segment and share personalized education, including guidance on low and no-cost energy saving strategies.

PROGRAM DESCRIPTION / DESIGN (MFR II.A.I)

The Home Energy Education & Management-Behavioral subprogram educates customers regarding their home energy usage and provides recommendations to implement and adopt energy efficiency and conservation measures to reduce their energy usage. This subprogram provides customized Home Energy Reports about each customer's energy usage, as well as analysis regarding their usage over time, with specific tips and recommendations that promote energy efficiency and conservation opportunities and programs available to them. The reports help customers to understand how their energy consumption compares to similarly sized and equipped homes; and to develop goals and strategies to reduce their energy use. This subprogram also offers an on-line audit. The audits similarly provide recommendations for home energy efficiency and conservation opportunities and other program opportunities available to them. Collectively, the Home Energy Reports and on-line audit targets customer engagement, education and awareness of energy efficiency and conservation and have become an industry staple for achieving customer participation and energy savings.

TARGET MARKET OR SEGMENT (MFR II.A.II)

The Home Energy Education & Management-Behavioral subprogram will be targeted to electric customers served by Company. This no-risk subprogram is intended to appeal and provide benefits to both renters and homeowners.

Residential customers, including limited - to – moderate - income customers, with above average energy usage and sufficient usage history are the primary candidates selected for participation in the subprogram. The Company will work closely with the third-party implementation contractor to review all customers and their current usage characteristics, to optimize subprogram participation, energy savings and cost.

MARKETING PLAN (MFR II.A.XIV)

While the Energy Education & Management-Behavioral subprogram itself is not marketed to customers, the subprogram markets other program opportunities to customers. The Company will work with its third-party implementation contractor to design and produce marketing modules that are used in Home Energy Reports to promote other program opportunities to customers.

The primary market barriers related to this subprogram include:

- **Customer Awareness and Engagement:** Residential customers may not be fully aware of energy efficiency opportunities for their home. This subprogram addresses this barrier by providing customers with information regarding their usage over time, with specific tips and recommendations that promote energy efficiency and conservation opportunities and programs available to them.

DELIVERY METHOD, CONTRACTOR ROLES AND IMPLEMENTATION PLAN (MFR II.A.V, MFR II.A.VIII, MFR II.A.X.III, MFR.II.C)

The Company will administer and oversee this subprogram and will select a third-party implementation contractor to manage delivery of this subprogram. The implementation contractor will be responsible to conduct the energy usage analysis and develop and deliver customized Home Energy Reports to customers. For the on-line audit, the Company plans to utilize its enterprise-wide Online Audit tool.

The implementation contractor will develop and distribute customized Home Energy Reports by mail and/or email. The Home Energy Reports will provide customers with meaningful comparisons regarding their usage relative to a peer group, based on home location, size, heating type, and other criteria. The reports deliver information in a simple way, providing customers with the necessary information to take appropriate actions to reduce their energy use, along with marketing modules that promote additional residential program offerings. Customers will also have access to online functionality provided under the subprogram that customers can easily utilize to see additional tips on how to save energy, complete the online audit tool, and review their usage over a period of time.

Additionally, the implementation contractor will use utility and data analytics to identify and target participation among low to moderate income customers and will provide customized reports to these customers promoting low- to no-cost recommendations and other program opportunities available to them including income-qualified programs.

The selection of third-party implementation contractors will prioritize experience delivering similar subprograms or initiatives and cost.

The Company plans to issue a request for proposal for a third-party implementation contactor who will be responsible for developing and providing Home Energy Reports as discussed above. The Company plans to select the third-party implementation contractor in a timeframe that supports program implementation in 2023.

EXISTING AND PROPOSED INCENTIVES RANGES (MFR II.A.III) (MFR II.A.IV)

There is no additional cost to participating customers for the Energy Education & Management-Behavioral subprogram. The subprogram provides customized Home Energy Reports and access to an Online Audit tool to assist and drive customers to develop goals and strategies to reduce their energy usage as incentive for participation.

CUSTOMER FINANCING OPTIONS (MFR II.A.VI)

Since there is no additional cost for participating customers, there is no financing option for this subprogram.

CUSTOMER ACCESS TO CURRENT AND HISTORIC ENERGY USAGE DATA (MFR II.A.VII)

Refer to Section 10.2 for a description of how the Company provides customers access to their current and historic energy usage data.

PROJECTED PARTICIPANTS (MFR II.A.IX) AND ENERGY SAVINGS (MFR II.A.X)

Refer to Appendix D, Table D-12 for the projected participants and energy savings for this program. The table summarizes the projected participation and savings associated with this subprogram. All values are annual incremental totals, and do not incorporate savings achieved in prior years. Savings estimates are based on projected participation during each year of the forecast period.

PROGRAM BUDGET (MFR II A.XI) (MFR II.A.XII)

Refer to Appendix E, Table E-12 for the projected program expenditures for the subprogram.

5.1.2 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 also secure energy savings during that visit through the direct installation of energy saving measures. It will be designed to help renters as well as homeowners and promotes additional energy savings opportunities and upgrades available to the customer.

PROGRAM DESCRIPTION / DESIGN (MFR II.A.I)

The Quick Home Energy Check-Up (QHEC) subprogram is an Additional Utility Led Initiative intended to provide residential customers with an understanding of opportunities to save energy and help them start saving energy immediately by providing some standard energy saving measures at no additional cost to participants. Interested customers will sign up for an in-home visit from a qualified energy auditor participating contractor, a Company employee, or a third party implementation contractor. During the visit, the auditor will perform a walk-through of the customer's home with the customer to provide education about the opportunities to save energy. The auditor may also identify larger opportunities for energy savings, including making referrals to other energy efficiency programs and program opportunities based on the needs for that premise and the customer's interest in pursuing additional upgrades. This may include sharing information about the products and incentives available under the Energy Efficient Products program, the potential for comprehensive upgrades through either the Home Performance with ENERGY STAR (HPwES) subprogram, the Moderate Income Weatherization Program, or the Comfort Partners program. Further, during the visit, Standard energy efficiency measures may be installed, including but not be limited to LED bulbs, energy and water saving showerheads, kitchen faucet aerators, bathroom faucet aerators, gaskets, power strips and other energy saving measures. All participants will receive a QHEC report that confirms the findings during the appointment and summarizes the measures received and the recommendations made. The QHEC report will also highlight incentives available to support the implementation of those recommendations, including educating customers about how to pursue the recommendations through other program opportunities as well as the availability of enhanced incentives. This no-risk program is intended to appeal and provide benefits to both renters and homeowners.

TARGET MARKET OR SEGMENT (MFR II.A.II)

The QHEC program will be available to all single-family and single-family attached (1 to 4 unit properties[4]) electric and/or natural gas customers served by at least one of the participating investor owned utilities in New Jersey. There are also additional options through other program offerings for Low-to-Moderate income (LMI) customers (up to 400% of Federal Poverty Level or potential automatic eligibility based on physical location) and access to On-Bill Repayment programs or financing with similar terms. Eligibility for these enhanced incentives can be determined based on screening an individual customer but the utilities also intend to explore implementing automatic

[4] Properties larger than 4 units will be referred for consideration in the Multi-family Program.

eligibility for enhanced incentives based upon a physical location (e.g. census tract, environmental justice community, Urban Enterprise Zone) to encourage more activity in LMI communities.

MARKETING PLAN (MFR II.A.XIV)

The utilities will utilize many marketing channels to assure subprogram awareness and participation is maximized. These may include traditional marketing channels, such as web-based engagement and information, digital advertising, media advertising, printed materials, and door-to-door marketing. The utilities also plan to cross promote this subprogram to participants in other energy efficiency program offerings. Information garnered from other program offerings, such as the Residential Behavioral and Residential Efficient Products could also be used to identify prime candidates for participation in this QHEC subprogram. For example, a review of usage data contained in Home Energy Reports from the Residential Behavioral Subprogram could allow the utilities to identify customers who are particularly susceptible to changes in weather and would be ideal candidates for a QHEC. Likewise, the Residential Efficient Products program could provide leads to customers interested in energy efficiency. Most importantly, the QHEC subprogram was specifically designed to engage and provide immediate energy savings to customers and identify strong leads for candidates that would benefit from participating in other programs.

The primary market barriers that impact this subprogram include:

- **Customer Awareness and Engagement:** Residential customers may not be fully aware of energy-efficiency opportunities for their home. This subprogram addresses this barrier by providing an independent professional assessment.
- **Up-front Cost of a Home Energy Assessment:** Many customers would not be interested or have the ability to pay the cost for an assessment. This subprogram addresses this barrier by offering the QHEC at no additional cost to the customer.
- **Split incentives:** Many renters may not consider participating in energy efficiency programs because they don't own the premise and don't have a role in decisions regarding equipment replacement or structural improvements. This subprogram addresses this barrier by providing simple energy efficiency measures that provide immediate energy savings and don't require landlord approval to install or use (e.g. smart strips, LEDs).
- **Customer skepticism of contractor proposals:** Some customers are skeptical that contractors don't have their best interests at heart since contractors are interested in performing the work. This subprogram addresses this barrier by ensuring the entity performing the assessment would not be performing the installation work for the EE Products or HPwES program that may be recommended as potential next steps in QHEC reports.
- **Trade Ally Awareness and Training:** To meet the participation goals, sufficient contractors must be available to undertake the work. The utilities will address this barrier by trying to recruit more contractors to participate in this program, including pursuing initiatives that align with the Workforce Development Working Group strategies to include more local, underrepresented, and disadvantaged workers.

The Company will seek to manage barriers to program success through a commitment to monitoring program performance and feedback channels for assessing effective program design, delivery, outreach, and marketing/advertising, and improvement opportunities. The utilities established customer communication channels, data, and brand in the marketplace will all be leveraged to deliver best-practice programs that identify and confront market barriers on an ongoing basis.

DELIVERY METHOD, CONTRACTOR ROLES AND IMPLEMENTATION PLAN (MFR II.A.V, MFR II.A.VIII, MFR II.A.X.III, MFR.II.C)

Each utility will administer and oversee this QHEC subprogram and may also choose to select a third-party implementation contractor to manage delivery of this subprogram.

The Company's staff and/or third-party implementation contractors will oversee all aspects of the subprogram, including training and engagement, and QA/QC. The Company and/or third-party implementation contractors will maintain a close relationship with participating contractors to ensure consistent subprogram delivery experience and high customer satisfaction. Where the program services are provided by a 3rd party implementer, utility staff and/or third-party implementation contractors will also be responsible to provide an additional layer of customer support as needed and conducting selective verification of installation work.

Those selecting third-party implementation contractors will prioritize criteria including but not limited to:

- Experience delivering similar subprograms or initiatives
- Knowledge of the current marketplace
- Ability to educate and train contractors
- Local presence
- Cost
- The amount of business placed with MWVBEs.

The Company plans to issue a request for proposal in the 1st quarter of 2021 for third-party implementation contactor(s) who will be responsible for marketing, customer enrollment, program and trade alley engagement, application and rebate processing, documentation and/or other program delivery activities as discussed above. The Company plans to select the third-party implementation contractor(s) in a timeframe that supports timely program implementation upon Board approval of the program.

EXISTING AND PROPOSED INCENTIVES RANGES (MFR II.A.III) (MFR II.A.IV)

Refer to Appendix A, Table A-1 for the Proposed Incentive Ranges for this subprogram.

The utilities will provide the QHEC to their interested customers at no additional cost, including the installation of standard energy efficiency measures that are appropriate for their home. Participating customers will also benefit from receiving energy efficiency conservation tips, recommendations and referrals to other energy efficiency programs based upon the opportunities identified for their home.

For utilities who are using contractors to perform the QHECs, the utilities and/or third-party implementation contractors will complete contractor payments within 60 days following the submission of complete and required paperwork and completion of program requirements such as necessary field inspections (if required).

CUSTOMER FINANCING OPTIONS (MFR II.A.VI)

Since there is no additional cost for participating customers, there is no financing option for this subprogram.

CUSTOMER ACCESS TO CURRENT AND HISTORIC ENERGY USAGE DATA (MFR II.A.VII)

Refer to Section 10.2 for a description of how the Company provides customers access to their current and historic energy usage data.

PROJECTED PARTICIPANTS (MFR II.A.IX) AND ENERGY SAVINGS (MFR II.A.X)

Refer to Appendix D, Table D-13 for the projected participants and energy savings for this program. The table summarizes the projected participation and savings associated with this subprogram. All values are annual incremental totals, and do not incorporate savings achieved in prior years. Savings estimates are based on projected participation during each year of the forecast period.

For customers in areas where gas and electric service territories overlap, the utilities will use the Statewide Coordinator to allocate costs and energy savings for shared measures. Refer to Section 6.3 for a description of the role of the Statewide Coordinator.

PROGRAM BUDGET (MFR II A.XI) (MFR II.A.XII)

Refer to Appendix E, Table E-13 for the projected program expenditures for the subprogram.

5.1.3 EXISTING HOMES-MODERATE INCOME WEATHERIZATION

This sub-program provides an opportunity for moderate-income customers to receive no cost energy efficiency measures and upgrades.

PROGRAM DESCRIPTION / DESIGN (MFR II.A.I)

The Moderate-Income Weatherization subprogram provides an opportunity for low- to moderate-income customers to receive energy efficiency measures and upgrades at no additional cost. Income eligible customers will undergo an audit and then receive direct install measures (such as showerheads, faucet aerators, and LED bulbs) and weatherization measures (insulation, air sealing, and duct sealing). Homeowners with nonfunctional heating and/or cooling systems may also be eligible to receive repairs or replacement at no additional cost. The subprogram will include a cap on each project with additional funding for health and safety expenses.

During the audit, customers will receive installation of low-cost measures such as LED lighting, energy-saving aerators, showerheads, smart thermostats and smart power strips at no additional cost, in addition to behavioral suggestions to improve efficiency of the home and a review of thermostat and water heating setpoints. Based on the in-home audit recommendations, the participant may also be given the opportunity for additional building envelope measures to be installed at no additional cost. These measures include air sealing and building insulation. Also, customers with nonfunctional heating and cooling equipment may receive repairs or new equipment.

TARGET MARKET OR SEGMENT (MFR II.A.II)

The Moderate-Income Weatherization subprogram will be available to all income-qualified single-family homes served by at least one investor-owned utility in New Jersey. To qualify for this subprogram, the customer's household income must be above the Comfort Partners program eligibility and up to 400% of Federal Poverty Income Guidelines. Eligibility for these enhanced incentives can be determined based on screening an individual customer but the utilities also intend to explore implementing automatic eligibility for enhanced incentives based upon a physical location (e.g. census tract, environmental justice community, Urban Enterprise Zone) or based upon participation in a qualifying program (E.g. PAGE assistance program) to encourage more activity in LMI communities.

MARKETING PLAN (MFR II.A.XIV)

The utilities will utilize many marketing avenues to educate potential eligible customers about the subprogram. These include traditional marketing avenues, such as web-based engagement and information, digital advertising, and hard-copy materials to promote customer awareness. The utilities intend to cross market this subprogram and pursue additional marketing opportunities through other program offerings, such as through Home Energy Reports, where information garnered could be used to identify potential participants for this subprogram. For example, a review of usage data contained in Home Energy Reports could allow the utilities to identify customers who are particularly susceptible to changes in weather and would be ideal candidates for an audit and comprehensive weatherization. The utilities will also look at customers that did not qualify for the Comfort Partners program that might be eligible for this subprogram. Finally, utility customer service personnel will work to promote the subprogram and educate customers on energy efficiency and the programs available to assist them.

The primary market barriers that impact this subprogram include:

- **Initial Cost of Comprehensive Home Retrofits:** Comprehensive home retrofits are more expensive and require more participant investment and commitment. Customers must be willing and able to invest in more expensive energy-efficiency projects. The utilities address this barrier by offering all program services at no additional cost to income-qualified customers.
- **Customer Awareness and Engagement:** Many customers are unaware of the "whole house" approach to energy-efficiency or the fact that building science exists. The utilities will work to address this by:
    - continuing to educate customers about the subprogram and how both the structure and equipment work together
    - highlighting the extra training and BPI certification that contractors must have
    - identifying how the shell measure improvements can improve their comfort within the home
    - noting that the program includes health and safety testing and repairs to allow energy-saving measures to be installed
    - reinforcing that the installation of equipment and shell measures may increase the value of their home.
- **Awareness and Training:** To meet the participation goals, sufficient qualified contractors must be available to undertake the work. The Utilities and/or their third-party implementation contractors will address this barrier by trying to recruit qualified contractors to participate in this subprogram, including pursuing initiatives that align with the Workforce Development Working Group strategies to include more local, under-represented and disadvantaged workers.

The Company will seek to manage barriers to program success through a commitment to monitoring program performance and feedback channels for assessing effective program design, delivery, outreach, and marketing/advertising, and improvement opportunities. The utilities' established customer communication channels, data, and brand in the marketplace will all be leveraged to deliver best-practice programs that identify and confront market barriers on an ongoing basis.

DELIVERY METHOD, CONTRACTOR ROLES AND IMPLEMENTATION PLAN (MFR II.A.V, MFR II.A.VIII, MFR II.A.X.III, MFR.II.C)

The Company and/or third-party implementation contractors will oversee all aspects of the subprogram, including contractor training and engagement, quality assurance and fulfillment of subprogram services. The in-home energy audit and efficiency improvements will be conducted by third- party implementation contractors and/or program contractors. There will be a significant focus on developing and training qualified contractors. The Company and/or third-party implementation contractors will oversee their staff and subcontractors and engage contractors to educate them on the subprogram benefits to reliably complete the in-home audits and install energy efficient equipment and improvements for participating customers. The Company and/or third-party implementation contractors will also verify eligibility of customers and will maintain a close relationship with contractors to ensure consistent subprogram delivery experience and high customer satisfaction. The Company and/or third-party implementation contractors will also monitor participation to assess the effectiveness of outreach efforts and that the subprogram is effectively achieving participation and serving customers. Company staff and/or third-party contractors will also take on the responsibility of providing an additional layer of customer support as needed and conducting selective verification of contractor installation work.

Contractors will consist of companies employing BPI-certified professionals to complete audits and energy-saving projects.

Selection of third-party implementation contractors will prioritize criteria including but not limited to:

- Experience delivering similar subprograms or initiatives
- Knowledge of the current marketplace
- Ability to educate and train contractors
- Local presence
- Cost
- The amount of business placed with MWVBEs.

The Company plans to issue a request for proposal in the 1st quarter of 2021 for third-party implementation contactor(s) who will be responsible for marketing, customer enrollment, program and trade alley engagement, application processing, documentation and/or other program delivery activities as discussed above. The Company plans to select the third-party implementation contractor(s) in a timeframe that supports timely program implementation upon Board approval of the program.

EXISTING AND PROPOSED INCENTIVES RANGES (MFR II.A.III) (MFR II.A.IV)

Refer to Appendix A, Table A-1 for the Proposed Incentive Ranges for this subprogram.

The customer may receive no-cost energy efficiency measures and upgrades with a per project cap for weatherization measures and an additional cap on health and safety expenses.

Utilities and/or the third-party implementation contractors will complete contractor payments within 60 days following completion of contractor work, submission of complete and required paperwork, and completion of subprogram requirements such as necessary field inspections (if required).

CUSTOMER FINANCING OPTIONS (MFR II.A.VI)

All services provided under this subprogram are at no additional cost or financing to the customer.

CUSTOMER ACCESS TO CURRENT AND HISTORIC ENERGY USAGE DATA (MFR II.A.VII)

Refer to Section 10.2 for a description of how the Company provides customers access to their current and historic energy usage data.

PROJECTED PARTICIPANTS (MFR II.A.IX) AND ENERGY SAVINGS (MFR II.A.X)

Refer to Appendix D, Table D-14 for the projected participants and energy savings for this program. The table summarizes the projected participation and savings associated with this subprogram. All values are annual incremental totals, and do not incorporate savings achieved in prior years. Savings estimates are based on projected participation during each year of the forecast period.

For customers in areas where gas and electric service territories overlap, the utilities will use the Statewide Coordinator to allocate costs and energy savings for shared measures. Refer to Section 6.3 for a description of the role of the Statewide Coordinator.

PROGRAM BUDGET (MFR II A.XI) (MFR II.A.XII)

Refer to Appendix E, Table E-14 for the projected program expenditures for the subprogram.

5.2 Commercial & Industrial

5.2.1 ENERGY SOLUTIONS FOR BUSINESS-ENERGY MANAGEMENT

PROGRAM DESCRIPTION / DESIGN (MFR II.A.I)

The C&I Energy Management subprogram targets energy savings for existing commercial and industrial facilities by providing a holistic approach to improving building energy performance through maintenance, tune-up and retro-commissioning services for existing buildings and through the implementation of energy savings strategies that improve the overall operation and energy performance of buildings and building systems. This subprogram compliments the Prescriptive/Custom and Engineered Solutions subprograms which focus on capital equipment replacement or process improvement investments by improving the energy performance of a building by maintaining, adjusting and optimizing the systems within the building and the implementation of complimentary energy savings measures. The program also provides paths to track the ongoing building energy performance by using retro-commissioning and strategic energy management strategies, which ensures continued energy performance. By implementing these measures, customers also receive ancillary benefits including improved occupant comfort, lower maintenance costs, and extended equipment life.

This subprogram includes measures that focus on specific energy efficiency measures and management practices that can be categorized as follows:

<u>Building Operations</u>

Building Operations measures provide multiple paths for a customer to implement building tune-up and maintenance services. These measures are designed to focus on midsize commercial and industrial customers and include the following:

- **HVAC Tune-Up:** Provides for a tune-up of central HVAC systems, Mini-Splits and Packaged Terminal units, and include the following measures:
  - Refrigeration charge correction (if needed)
  - Cleaning evaporator and condenser coils
  - Filter changes
  - Verification of proper operation of fans and motors
  - Other minor repairs to refrigerant lines and coils

- **Building Tune-Up:** Provides a path for customers to implement a Building Tune-Up that will focus on the adjustment and calibration of building systems and controls, diagnostic testing and the installation of other measures that enhance building energy performance and savings. Also includes application of controls to optimize operation of building systems, and includes the following measures:

- Calibration of building systems and controls, including energy management systems, lighting and HVAC
- Diagnostic and function tests of applicable major systems and equipment
- HVAC controls to optimize Roof Top Units (RTU)/Air Handling Units (AHU)
- Refrigeration controls to optimize refrigeration equipment
- Lighting upgrades including application of lighting controls and optimization
- Chiller system controls to optimize chiller performance
- Other program eligible energy saving measures identified through the building assessment
- Building Operations Training for qualified personnel to obtain Building Operations Certification (BOC) through a certified training program or other training programs as related to the efficient design, operations and maintenance of buildings.

<u>Retro-Commissioning (RCx)</u>

Retro-Commissioning measures provide a comprehensive assessment of a customer's commercial/industrial building by using a prescribed planning process that includes a building audit, development of an action plan for the building and development of a Measurement and Verification (M&V) plan to ensure the optimum on-going performance of the building and building systems. A comprehensive assessment of a commercial/industrial building using a prescribed planning and implementation process, including:

1. Audit Phase – Customer confirms intent to participate in program and registers with the the Company or the third-party implementation contractor. Customer and/or the customer's consultant completes the required level of an American Society of Heating, Refrigerating, and Air Conditioning Engineers (ASHRAE) audit based on the complexity of the facility, develops a retro-commissioning implementation plan, including project timelines and plan to implement audit identified operation and maintenance measures. There may be opportunities to complete this Phase without a full ASHRAE level audit.
2. Setup Phase - Contracted services to implement the plan are verified, long-term monitoring and reporting is developed and initiated, and project plan is implemented by customer.
3. Measurement and Verification (M&V) Phase: Savings verification and rebate payment from implementation of the plan is completed.

Typical Retro-Commissioning measures include, but are not limited to:

- Optimizing chiller and boiler operations to better match building load conditions

- Reducing ventilation in over-ventilated areas
- Fixing ventilation dampers that are open when they should be closed or vice versa
- Decreasing supply air pressure setpoint and system rebalancing
- Aligning zone temperature setpoints to match the building's actual operating schedule
- Virtual Commissioning (VCx)

As an option to performing an on-site audit to develop a retro-commissioning plan, this option provides eligible customers with an analysis of their building's energy performance by using meter usage data, other data and building modeling to identify and recommend energy efficiency measures and operational changes to improve a building's overall energy performance. The analysis will foster participation in the Company's other programs by identifying and encouraging customers to implement other energy efficiency improvements. The VCx process can also utilize benchmarking and peer comparison metrics to help determine energy performance to identify facilities that are underperforming. This offering can also use continuous engagement, monitoring and periodic reviews of customer's energy usage to ensure that implemented measures or changes have been successfully completed. The use of building analysis using remote analysis techniques will also help customers to participate in the programs because of limited access to customer's facilities due to concerns and restrictions such as COVID-19.

Strategic Energy Management (SEM)

The Strategic Energy Management (SEM) component of this subprogram is designed to optimize energy consumption for larger C&I customers through long term management of major energy using systems. SEM provides a holistic approach that is focused on management of existing systems and processes (including behavior), as well as tracking and benchmarking performance to identify and evaluate energy optimization efforts. SEM is a long-term effort typically focused on developing and executing an energy management strategy. This strategy is formulated through a series of site and/or remote visits and interviews with building owners and staff to specifically develop a Strategic Energy Management Plan (SEMP) for the customer's facility. The SEMP will be reviewed with the customer by the Company and/or its third-party implementation contractor on a scheduled basis. This plan may include:

- Revisions or improvements to an existing Building Automation System or the addition and initiation of the use of a Building Automation System to monitor and control the buildings components and systems. The implementation or improvements to a system or the review of an existing system, can include the proper training for building operators to achieve maximum efficiency.
- Development of a maintenance plan for existing building components and or systems to identify best practices in building performance and an interactive monitoring of system components by both staff and sponsoring utilities.
- Ongoing engagement to track energy usage and performance, assist with planning energy efficiency projects, and interact with facility personnel to adopt energy efficiency strategies and behaviors.

- Utilizing other Program offerings, including: Prescriptive/Custom measures, Building Tune-Up, Retro-commissioning (RCx), and Virtual Commissioning (VCx).
- Using building modeling and benchmarking to compare customer's usage and performance to cohort of similar facilities and Virtual Commissioning (VCx) to track energy usage and performance over time.
- Application of whole building energy modeling tools that can model buildings for both operational and capital improvements.
- Scheduling of attendance of customer personnel to attend educational workshops, webinars and group/individual training sessions with cohorts of facility managers (e.g. Building Operations Training)

Customers can participate by application to the program or will be contacted directly by subprogram personnel. The subprogram will retrieve customer information and obtain customer agreement for the services to be provided and handle on-going customer engagement. Incentives for improvements recommended by the subprogram will be issued after the retrofit is completed. The Company and/or a third-party implementation contractor will develop rebate application forms for this subprogram that will guide applicants through eligibility guidelines, terms and conditions, and general program information requirements. In addition, the subprogram will provide applications in web-ready formats to ensure participants and potential customers have easy access to the forms.

TARGET MARKET OR SEGMENT (MFR II.A.II)

The C&I Energy Management subprogram will be available to all commercial, industrial, and other non-residential customers located within the Company's service territory with buildings and building systems.

Building Operations measures target existing commercial buildings and is particularly relevant for medium building types that utilize traditional building systems and controls.

Retro-commissioning targets existing commercial buildings and is particularly relevant for medium to large building types utilizing a building energy management system.

SEM targets existing large to very large commercial and industrial customers and building types and is particularly relevant to customers with significant energy use who commit to on-going participation and engagement across the organization including various levels of management and decision making.

MARKETING PLAN (MFR II.A.XIV)

Marketing will specifically target commercial, industrial and government entities within the Company's service territory depending upon the subprogram offering. Given the program's breadth of offerings, the program can provide basic HVAC tune up services to medium sized commercial customers up to providing Retro-Commissioning services for the larger C&I customers that have building management technology that controls the daily operations of building lighting and HVAC systems. In many cases, customers do not maintain nor operate their existing building equipment or energy management systems, so the program will focus on bringing those systems back to peak operating performance and/or implementing control schemes that will enhance the operations of those systems as well as implementing energy saving technologies that will focus on building energy savings.

The Company will leverage existing relationships with commercial and industrial customers to promote the overall program. The program will be specifically marketed as a comprehensive solution for a customer to improve the energy performance of their building by utilizing many of the services that the program offers. The subprogram will leverage the Company's existing relationships and communication channels with customers through subprogram staff and account management teams.

The primary market barriers that impact this subprogram include:

- **Business/Operational Constraints:** These facilities often have unique operational constraints that act as a barrier to implement energy-efficiency projects and the maintenance of equipment. This barrier will be addressed by ensuring the subprogram operates cooperatively with participants, provides technical assistance, maintenance services and offers timely incentives and financing support.

- **Customer Awareness and Engagement:** Eligible participants may be unaware of energy-efficiency opportunities and programs because the segment has historically not been well served by traditional energy-efficiency programs. To address this barrier, this subprogram was designed specifically to support the segment. The Company will execute a targeted outreach strategy to ensure that relevant customers are aware of subprogram opportunities and consider energy-efficiency in building tune-ups, retro-commissioning and strategic energy management opportunities that will cover both short term and longer planning needs in those facilities. The subprogram will also prepare and distribute successful case studies of prior participants and their experiences and energy savings.

The Company will seek to manage barriers to program success through a commitment to monitoring program performance and feedback channels for assessing effective program design, delivery, outreach, and marketing/advertising, and improvement opportunities. The Company's established customer communication channels, data, and brand in the marketplace will all be leveraged to deliver a best-practice subprogram that identify and confront market barriers on an ongoing basis. To the extent possible, the Company will cross-promote other programs and subprograms to spread awareness of the range of efficiency opportunities proposed in this plan.

DELIVERY METHOD, CONTRACTOR ROLES AND IMPLEMENTATION PLAN (MFR II.A.V, MFR II.A.VIII, MFR II.A.X.III, MFR.II.C)

The Company will perform overall administration and oversight of the program and may also choose to select third-party implementation contractors to manage delivery of this subprogram. Company staff and/or third-party implementation contractors will oversee all aspects of the subprogram. The Company and/or third-party implementation contractors will be responsible to administer, promote and provide the program to customers including staffing, processes ensuring quality and other controls supporting successful program implementation. Company staff and/or third-party implementation contractors will conduct the marketing, management, and implementation aspects of this subprogram. Marketing will target specific customer sectors, program allies and partners to ensure awareness in the program and enhance customer participation. Additional target marketing will be completed to enhance participation among hard to reach customers.

The Company and/or third-party implementation contractors will select qualified subprogram trade ally contractors to undertake all subprogram services. Installation and maintenance trade allies must adhere to the project specifications developed by the Company and/or third-party implementation contractors. The Company will leverage its existing and or develop a network of engaged trade allies, including local construction, electrical, plumbing and other contractors, to educate them on subprogram benefits and assist with building an approved trade ally network which will reliably maintain and install energy-efficient equipment for participating customers.

The Company and/or third-party implementation contractors will also monitor participation to assess the effectiveness of outreach efforts, incentive levels, delivery methods, and subprogram trade ally availability and provide suggestions for improvement.

Selection of third-party implementation contractors and subprogram trade allies will prioritize criteria including but not limited to:

- Experience delivering similar subprograms or initiatives
- Knowledge of the current marketplace
- Resources and marketing strength
- Local presence
- Cost
- The amount of business placed with MWVBEs.

The Company plans to issue a request for proposal in the 1st quarter of 2021 for third-party implementation contactor(s) who will be responsible for marketing, customer enrollment, program and trade alley engagement, application and rebate processing, documentation and/or other program delivery activities as discussed above. The Company plans to select the third-party implementation contractor(s) in a timeframe that supports timely program implementation upon Board approval of the program.

EXISTING AND PROPOSED INCENTIVES RANGES (MFR II.A.III) (MFR II.A.IV)

Refer to Appendix A, Table A-2 for the Proposed Incentive Ranges for this subprogram.

Incentives for this subprogram are structured around the measure categories that focus on specific energy efficiency measures and management practices as follows:

- **Building Operations:** Incentives provided on a fixed or project cost basis as follows:
  - HVAC Tune-Up: Fixed incentives for the implementation of the tune-up measures based on the size of the HVAC units.
  - Building Tune-Up: Incentives that cover up to 70% of the project cost with a project cap of $75,000 and up to 70% of the cost to attend qualified BOC training up to $1000 per person.
- **Retro-Commissioning**: Incentives to cover up to 50% of the initial cost to perform the required ASHRAE level audit, and the remaining cost upon the customer commitment to implementation of energy efficiency measures defined by the audit. The customer will also be paid a custom incentive for the implementation of the energy efficiency measures determined through the audit. The total audit and project incentive will be capped at up to 70% of the project cost.
- **Strategic Energy Management**: A third-party implementation contractor may perform an engineering assessment of the Customer's facility to develop a SEMP or the Customer may choose to utilize a consultant of their choosing to perform an engineering assessment to develop the SEMP. Customers who utilize a consultant will receive an incentive to cover up to 50% of the initial cost of the engineering assessment, with the remaining cost upon the customer commitment to implementation of energy efficiency measures defined by the SEMP process. A tiered incentive structure for Customer engineering assessment will be utilized based upon square footage of Customer's facility. The SEMP will identify short, medium, and long-term goals for the customer and will set identifiable metrics for mapping to the plan. For the implementation of the energy efficiency measures determined by the SEMP, the customer will be paid an incentive that is commensurate with the applicable Commercial & Industrial Program offering that the measures are attributed.

The utilities and/or third-party implementation contractors will complete customer contractor payments within 60 days following completion of contractor work, submission of complete and required paperwork, and completion of program requirements such as necessary field inspections (if required).

CUSTOMER FINANCING OPTIONS (MFR II.A.VI)

Refer to Appendix B Table B-1 for the summary of Proposed Financing for this subprogram.

CUSTOMER ACCESS TO CURRENT AND HISTORIC ENERGY USAGE DATA (MFR II.A.VII)

Refer to Section 10.2 for a description of how the Company provides customers access to their current and historic energy usage data.

PROJECTED PARTICIPANTS (MFR II.A.IX) AND ENERGY SAVINGS (MFR II.A.X)

Refer to Appendix D, Table D-17 for the projected participants and energy savings for this program. The table summarizes the projected participation and savings associated with this subprogram. All values are annual incremental totals, and do not incorporate savings achieved in prior years. Savings estimates are based on projected participation during each year of the forecast period.

For customers in areas where gas and electric service territories overlap, the utilities will use the Statewide Coordinator to allocate costs and energy savings for shared measures. Refer to Section 6.3 for a description of the role of the Statewide Coordinator.

PROGRAM BUDGET (MFR II A.XI) (MFR II.A.XII)

Refer to Appendix E, Table E-17 for the projected program expenditures for the subprogram.

5.2.2 ENERGY SOLUTIONS FOR BUSINESS-ENGINEERED SOLUTIONS

PROGRAM DESCRIPTION / DESIGN (MFR II.A.I)

The Energy Solutions for Business-Engineered Solutions subprogram will provide tailored energy-efficiency assistance to public service entities, such as municipalities, universities, schools, hospitals and healthcare facilities ("MUSH") and non-profit entities. The subprogram will provide guided consultative service throughout delivery to assist customers in identifying and undertaking large energy-efficiency projects, while requiring no up-front funding from the customer.

Through this subprogram, customers will be provided with an in-depth audit of their facilities as well as a detailed assessment and recommendation of energy-efficiency measures that could be economically installed. Customer incentives are determined on a project-by-project basis. Selection of trade allies will be subject to a competitive solicitation process. In addition to the calculated project-by-project incentive, participants will have the option to pay back the non-incentive portion of the project costs through on-bill repayments or access to financing with similar terms. Through this subprogram design, participants in market segments that have typically been underserved are able to achieve greater energy savings.

TARGET MARKET OR SEGMENT (MFR II.A.II)

C&I MUSH and non-profit entities located within the Company's service territory are eligible to participate in this subprogram. The subprogram will provide energy audits and incentives to entities that directly serve the public, but often have difficultly investigating and investing in energy-efficiency. The measures included in this subprogram may include HVAC, building envelope, motors, lighting, controls, and other building systems, energy efficiency and energy consuming equipment.

MARKETING PLAN (MFR II.A.XIV)

The Company will leverage existing relationships with municipalities, universities, schools and other public agencies to promote the subprogram, and will conduct further outreach through school, university and municipal associations. The subprogram will leverage the Company's existing relationships and communication channels with customers through subprogram staff and account management/customer service personnel. In addition, the subprogram will work with hospitals, healthcare facilities, and non-profits to increase awareness of the subprogram.

The primary market barriers that impact this subprogram include:

- **Business/Operational Constraints:** These facilities often have unique operational constraints that act as a barrier to implement energy-efficiency projects. This barrier will be addressed by ensuring the subprogram operates cooperatively with participants, provides technical assistance, and offers timely incentives and financing support.

- **Customer Awareness and Engagement:** Eligible participants may be unaware of energy-efficiency opportunities and programs because the segment has historically not been well served by traditional energy-efficiency programs. To address this barrier, this subprogram was designed specifically to support the segment. The subprogram will include a targeted outreach strategy to ensure that relevant customers are aware of subprogram opportunities and consider energy-efficiency in equipment investments and long-term planning. The subprogram will also prepare and distribute successful case studies of prior participants and their experiences and energy savings.

- **Cost Effectiveness:** Efficiency upgrades require an initial investment that is recovered by lower long-run operating costs and non-energy benefits. These projects often carry longer payback periods than traditional energy-efficiency projects due to the unique needs of the segment (e.g. hospital & health buildings). To address this barrier, incentives and on-bill repayment or access to financing with similar terms is provided to the customer to reduce the initial cost, and subprogram will endeavor to communicate the non-energy benefits offered by many efficiency upgrades that are not well captured in traditional cost/benefit analysis.

The Company will seek to manage barriers to program success through a commitment to monitoring program performance and feedback channels for assessing effective program design, delivery, outreach, and marketing/advertising, and improvement opportunities. The Company's established customer communication channels, data, and brand in the marketplace will all be leveraged to deliver best-practice subprograms that identify and confront market barriers on an ongoing basis.

DELIVERY METHOD, CONTRACTOR ROLES AND IMPLEMENTATION PLAN (MFR II.A.V, MFR II.A.VIII, MFR II.A.X.III, MFR.II.C)

The Company will administer this subprogram and may also choose to select a third-party to manage delivery of this subprogram. The Company and/or its third-party implementation contractor(s) will oversee all aspects of the subprogram. The Company, and/or its third-party implementation contractor(s) will utilize qualified trade allies to undertake the audit and engineering services required to deliver this subprogram. The Company may also utilize the third-party implementation contractor(s) to assist in the outreach, marketing, and trade ally coordination. Participants will contract with the installation trade allies selected through a competitive solicitation process to install the measures included in projects.

The subprogram delivery will typically occur in four steps:

- **Audit:** The Company and/or its third-party implementation contractor shall assess the required level of an ASHRAE audit to perform, based on the complexity of the facility and the potential energy efficiency measures; an investment grade audit may not be required for all facilities. The Company and/or its third-party implementation contractor will then select a subprogram trade ally to perform the appropriate level energy audit and prepare a customized audit report that includes a list of recommended energy efficiency upgrades. The Company and/or its third-party implementation contractor will then review the recommended energy efficiency upgrades with the customer to determine whether to proceed with a project.
- **Engineering Analysis of Project:** Based on the audit results and customer feedback, an engineering analysis may be required. The Company and/or its third-party implementation contractor will conduct a screening of the payback and project cost effectiveness and recommend the selected energy-efficiency measures for the project. The Company and/or its third-party implementation contractor will review the project with the Customer for Customer agreement on the approved project. The Company and/or its third-party implementation contractor and/or a subprogram engineering trade ally will work with the customer to prepare a Scope of Work and other project documents, which will be used by the customer to obtain installation cost estimates for the approved project.
- **Scope of Work/Contractor Bids:** The customer will issue a Scope of Work to obtain competitive bids to complete the identified and approved project. The Company and/or its third-party implementation contractor, the subprogram engineering trade ally and the customer will review and evaluate the bids/costs received, and the customer will make the final decision on bid selection. Following bid selection, the proposed project is again screened for cost effectiveness and the customer is presented the funding commitment proposal from the Company and/or its third-party implementation contractor. Once (i) the customer and the Company and/or its third-party implementation contractor have executed the funding commitment and (ii) the customer has executed applicable agreements and contracts with the successful bidder, project funding will be reserved and made available to support the project.
- **Measures Installation and Inspections:** The Company and/or its third-party implementation contractor and the subprogram engineering trade ally, acting as construction administration agent, will monitor project progress and will release project funds based on the following payment structure:

    - Stage 1: Project Contracting Stage - The first progress payment of up to 30% of the installation cost can be issued to the customer to initiate the project.
    - Stage 2: Construction Stage - A pre-defined series of progress payments totaling up to 50% of total project commitment can be issued
    - Stage 3: Project Completion and Commissioning - When the project is 100% complete, a final inspection and final project true-up will be performed; remaining progress payments will be issued.

The final payment based on the results of project true-up is determined and issued only if the final inspection is successfully completed and approved. If the final costs are less than the estimated project commitment, the final payment will be adjusted down to reflect the actual costs. If the final costs are greater than the estimated project commitment, the final payment will not be adjusted and will be paid according to the executed agreements and contracts specifying original costs.

The progress payment schedule described above is designed to ensure that customers can pay their installation contractors on a timely basis. Project progress and the project cash flow will be monitored and verified by the Company and/or its third-party implementation contractor.

The Company and/or its third-party implementation contractor will select qualified subprogram trade alleys to undertake all auditing and engineering work associated with the subprogram. The Company and/or its third-party implementation contractor will also monitor participation to assess the effectiveness of outreach efforts, incentive levels, delivery methods, and subprogram trade ally and installation contractor availability and provide suggestions for improvement. The installation contractor(s) will adhere to the project specifications recommended by Company and/or its third-party implementation contractor and the subprogram engineering trade ally and set forth between the installation contractor and the customer.

Selection of third-party implementation contractors and subprogram trade allies will prioritize criteria including but not limited to:

- Experience delivering similar subprograms or initiatives
- Knowledge of the current marketplace
- Resources and marketing strength
- Local presence
- Cost
- The amount of business placed with MWVBEs.

The Company plans to issue a request for proposal in the 1st quarter of 2021 for third-party implementation contactor(s) who will be responsible for marketing, customer enrollment, program and trade alley engagement, application and rebate processing, documentation and/or other program delivery activities as discussed above. The Company plans to select the third-party implementation contractor(s) in a timeframe that supports timely program implementation upon Board approval of the program.

EXISTING AND PROPOSED INCENTIVES RANGES (MFR II.A.III) (MFR II.A.IV)

Refer to Appendix A, Table A-2 for the Proposed Incentive Ranges for this subprogram.

The subprogram will provide a 100% incentive for an up-front ASHRAE audit, the specific audit level will be determined on a project by project basis based on the complexity of the facility and the potential energy efficiency measures. In addition, the Company will buy-down the simple payback of the recommended energy-efficiency project cost for approved measures by up to six years, with the resulting payback not less than three years. After the project incentive buy-down, the remaining project costs may be funded by the subprogram with participants repaying the balance of the project costs through OBRP or access to financing with similar terms.

The Company and/or its third-party implementation contractor will complete customer contractor payments within 60 days following completion of contractor work, submission of complete and required paperwork, and completion of program requirements such as necessary field inspections (if required).

CUSTOMER FINANCING OPTIONS (MFR II.A.VI)

Refer to Appendix B Table B-1 for the Summary of Proposed Financing for this subprogram.

CUSTOMER ACCESS TO CURRENT AND HISTORIC ENERGY USAGE DATA (MFR II.A.VII)

Refer to Section 10.2 for a description of how the Company provides customers access to their current and historic energy usage data.

PROJECTED PARTICIPANTS (MFR II.A.IX) AND ENERGY SAVINGS (MFR II.A.X)

Refer to Appendix D, Table D-18 for the projected participants and energy savings for this program. The table summarizes the projected participation and savings associated with this subprogram. All values are annual incremental totals, and do not incorporate savings achieved in prior years. Savings estimates are based on projected participation during each year of the forecast period.

For customers in areas where gas and electric service territories overlap, the utilities will use the Statewide Coordinator to allocate costs and energy savings for shared measures. Refer to Section 6.3 for a description of the role of the Statewide Coordinator.

PROGRAM BUDGET (MFR II A.XI) (MFR II.A.XII)

Refer to Appendix E, Table E-18 for the projected program expenditures for the subprogram.

5.3 Other Programs

5.3.1 HOME OPTIMIZATION & PEAK DEMAND REDUCTION

PROGRAM DESCRIPTION / DESIGN (MFR II.A.I)

Smart home and home optimization programs have emerged over the past few years through connected devices and smart home offerings. The Company has observed traditional residential demand response program offerings in the industry transition to the use of the smart thermostat as the primary control device in the home. The industry is evolving to include other connected devices such as plug loads, window shading controls, appliances, pool pumps, water heaters, electric vehicles/chargers, and battery storage systems. In addition, ENERGY STAR has established a specification for Smart Home Energy Management Systems (SHEMS) which is composed of packages of smart home devices (including the smart thermostat as a required device) with features for occupancy detection and corresponding user services which are accessible through a single platform interface, such as a smart app. The SHEMS specification includes an interface that provides user control of devices and information on the energy consumption of SHEMS-connected devices, among other things. The platform also receives and responds to occupancy data to optimize energy savings device control actions.

This program provides incentives to customers for the control and optimization of connected devices (initially Smart Thermostats) and for the purchase, installation and/or enrollment of smart home energy management systems meeting program requirements to provide energy and peak demand reduction savings.

TARGET MARKET OR SEGMENT (MFR II.A.II)

Residential customers who own or purchase and install program qualified connected devices (initially smart thermostats) or home energy management systems.

All residential customers with internet service and a home wi-fi network.

MARKETING PLAN (MFR II.A.XIV)

The marketing of this program will be provided by TPICs under management by Company personnel. Marketing activities will target Smart Home Energy Management System providers (as available) and customers to inform them of the program, its components, and the associated benefits to participation. The Company or the TPIC(s) may recruit smart home system providers and program trade allies throughout program implementation. The Company or the contractors(s) may also market and/or cross market the program offerings to customers through bill inserts, social media, e-mail, online marketing, direct mail, print, newspaper and radio advertisements, Home Energy Reports, point-of-sale displays at retailers, in-store, and community events, and the Company's website. The contractor(s) will design and produce all materials needed to promote the program including promotional signage, informational brochures and rebate forms.

DELIVERY METHOD, CONTRACTOR ROLES AND IMPLEMENTATION PLAN (MFR II.A.V, MFR II.A.VIII, MFR II.A.X.III, MFR.II.C)

The Company will outsource the implementation of this program to a TPIC who will be responsible for marketing, outreach, enrollment, and fulfillment aspects of program. The Company will perform overall administration and oversight of the program.

The contractor will develop an implementation plan that involves marketing activities to target and conduct outreach to both smart home system providers (as available) and customers to inform them of the program offering, components, benefits, and to achieve program buy-in and participation. The contractor will also develop and provide educational materials to support delivery of this program including promotional brochures and presentation. The Home Energy Education & Management Program will also promote this program through Home Energy Reports. The frequency of this promotion will be determined during the program launch phase.

This program supports enrollment of qualified connected devices (initially smart thermostats) for their control and optimization and for implementation of smart technologies in homes (as available). The TPIC will provide education and promote the installation of qualified products and systems to customers and trade allies. Trade allies will also be recruited to partner in and support this program.

The Company plans to issue a request for proposal for third-party implementation contactor(s) who will be responsible for marketing, customer enrollment, program and trade alley engagement, application and rebate processing, documentation and/or other program delivery activities as discussed above. The Company plans to select the third-party implementation contractor(s) in a timeframe that supports program implementation in 2023.

EXISTING AND PROPOSED INCENTIVES RANGES (MFR II.A.III) (MFR II.A.IV)

Refer to Appendix A, Table A-3 for the Proposed Incentive Ranges for this program.

The customer receives an incentive following the enrollment in optimization with qualifying devices (e.g. Smart Thermostats meeting program requirements) or following the purchase, installation and/or enrollment of a Home Energy Management System meeting ENERGY STAR or other program requirements.

CUSTOMER FINANCING OPTIONS (MFR II.A.VI)

There are no financing options for this program.

CUSTOMER ACCESS TO CURRENT AND HISTORIC ENERGY USAGE DATA (MFR II.A.VII)

Refer to Section 10.2 for a description of how the Company provides customers access to their current and historic energy usage data.

Additionally, ENERGY STAR has established a certification for Smart Home Energy Management Systems (SHEMS) which is composed of packages of smart home devices (including the smart thermostat as a required device) and corresponding user services which are accessible through a single platform interface, such as a smart app. A certified SHEMS includes an interface that provides easy recognition and set up of new devices, and user control of devices and information on the energy consumption of SHEMS-connected devices. The platform also receives and responds to occupancy data and initiates energy savings device control actions. The Company anticipates that the participating customer will have access to the data available from the SHEMs system for this program.

PROJECTED PARTICIPANTS (MFR II.A.IX) AND ENERGY SAVINGS (MFR II.A.X)

Refer to Appendix D, Table D-20 for the projected participants and energy and peak demand reduction savings for this program. The table summarizes the projected participation and savings associated with this program. All values are annual incremental totals, and do not incorporate savings achieved in prior years. Savings estimates are based on projected participation during each year of the forecast period.

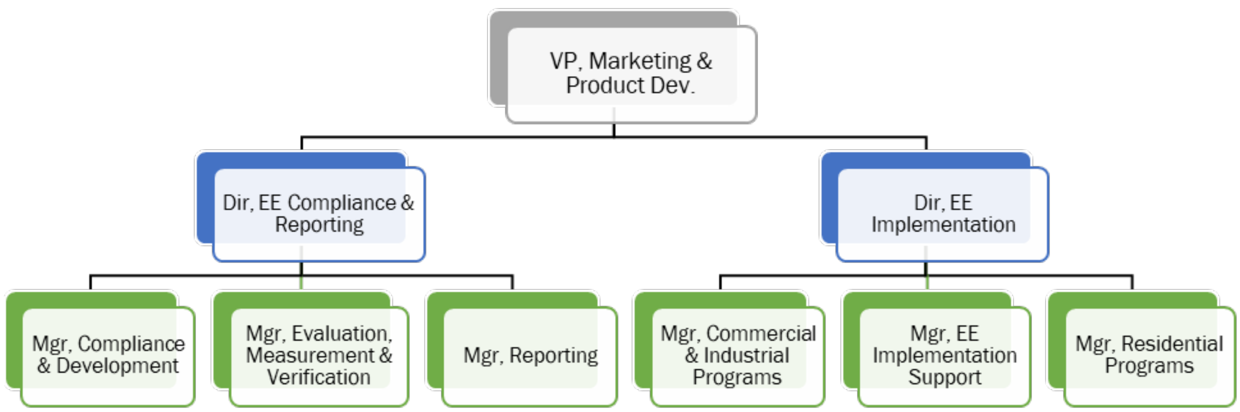
PROGRAM BUDGET (MFR II A.XI) (MFR II.A.XII)

Refer to Appendix E, Table E-20 for the projected program expenditures for the program.

6.0 PROGRAM MANAGEMENT AND IMPLEMENTATION PLAN

6.1 Describe the Company's management structure for efficiency programs and include the organization chart for management team responsible for implementing this plan

The Energy Efficiency Department is entrusted with ensuring that the Company complies with all statutory EE/PDR requirements and that the approved programs are successfully implemented. The group reports to the Vice President, Marketing and Product Development. This group also has responsibility for similar activities for FirstEnergy's other utility subsidiaries in other states. The organization chart set forth below depicts the management team and their primary areas of responsibility as they currently exist.



The Energy Efficiency Implementation group is organized based on program management responsibilities across customer classes. Key activities include planning and executing marketing campaigns and acquiring and managing the program implementation vendors to ensure quality control and assurance over program implementation. The Energy Efficiency Compliance and Reporting group is organized based on support functions that are common to all programs such as plan development; program evaluation, measurement and verification; and compliance tracking and reporting. Members from this group also coordinate working group and stakeholder engagement activities, both of which provide input and recommendations on program design and implementation, including customer communication/education.

6.2 Summary of the Company's implementation strategy to manage the portfolio, engage customers and trade allies, encourage innovation and market access, transform markets, and align or coordinate with other utilities (MFR II a xiii, MFR II c)

<u>Program Administration</u>

The Company will provide the management, administration, and implementation of the programs through internal operations or under supervised support of third-party implementation contractors. The program teams will monitor the following program elements for each utility-administered program:

- Progress to goal
- Projects completed
- Energy savings
- Customers served
- Budgets

During implementation, certain subprograms may be more successful in the near term and require additional budget in order to respond to the market need and to continue operations. Accordingly, the Company may make adjustments to subprogram budgets in accordance with the Board Order and its Stipulation of Settlement as necessary to respond to market conditions, customer demand, and to ensure achievement of EE&C Plan targets during the term of the EE&C Plan.

The Company will also keep abreast of industry trends, market research, and best practices from other New Jersey utilities and other jurisdictions, and will continue to participate in the Board's Utility Working Group and other EE Working Groups as approved by the Board, to consider possible enhancements or modifications to the programs and ensure best-quality program implementation and performance during the term of the Plan. Furthermore, the Company will continue engaging in ongoing collaborative processes with the other natural gas and electric utilities to achieve consistency where possible, in the design and delivery of core programs in accordance with the Board Order.

The Company plans to begin to issue requests for proposal in the 1st quarter of 2021 for third-party implementation contactor(s) who will support the marketing, customer enrollment, program and trade alley engagement, application and rebate processing, documentation and/or other program delivery activities as discussed above. The Company plans to select the third-party implementation contractor(s) in a timeframe that supports timely program implementation upon Board approval of the program and throughout the period of the Plan.

The Company will continue to coordinate with the current New Jersey Clean Energy Program ("NJCEP") program administrator and the natural gas utilities regarding the transition of programs to the utilities (including program delivery, program data, and marketing). Additionally, JCP&L will ensure a coordinated delivery of programs among utilities and allocation of costs and energy savings among the utilities for areas where utility service territories overlap.

<u>Marketing Collaboration</u>

To support a consistent statewide approach for program marketing and to support statewide awareness of energy efficiency programs and efforts, the Company will collaborate with partnering utilities on marketing materials and broad customer-awareness language. The Company will also participate in and support efforts of the NJ Marketing Working Group to determine appropriate measures for joint and statewide marketing efforts.

Customer Service and Call Center

The Company will utilize telephone, Internet, mobile app, and other customer-facing tools to provide energy efficiency program customer support and service. Additionally, the Company will leverage relationships with customers to conduct outreach regarding program availability and provide additional customer support and service. Company personnel (e.g. Area Managers and Customer Support Representatives) will provide first line contacts to eligible customers to engage and educate customers regarding the program opportunities available to them and support their participation in the program offerings.

Listed below are the typical responsibilities of the customer support representatives:

- Handle inquiries related to the Energy Efficiency Programs
- Facilitate electronic or postal delivery of requested information
- Provide program application support and status updates
- Resolve issues or complaints

Any customer complaints will be escalated to the appropriate department within the Company and handled through standard customer service practices.

IT, Data Tracking and Reporting

The Company or its third-party vendor will identify and implement appropriate Information Technology (IT) systems to track and report program participation and energy-saving data. These systems will be in coordination with existing Company systems or built-out appropriately to meet the specific program tracking and regulatory reporting requirements. The systems will transmit data feeds with the Statewide Coordinator to facilitate data sharing between utilities for dual-fuel programs to support coordinated, consistent delivery of programs among utilities and allocation of costs and energy savings among the utilities

The IT systems capabilities will include, but is not limited to the following functions:

- Program monitoring reports
- Invoicing coordinating utilities and third-party vendors
- EM&V data extracts
- Regulatory reporting extracts

Processes to ensure data quality and data security will be put in place and monitored on a routine basis to ensure program reporting accuracy and customer data protections. The Company will adopt, ensure and enforce privacy and data handling policies and procedures for the EE&C Plan that are consistent with JCP&L's customer data security protections, the Board Order, the Stipulation of Settlement and any applicable Board regulations and statutory obligations.

See Section 9.0 for more information regarding the Company's Reporting Plan

Program Quality Assurance and Quality Control

The Company will deploy routine quality assurance and quality control measures to ensure its internal and vendor processes are meeting the goals, requirements and objectives of the program. Such measures may include routine program performance reviews, vendor meetings, customer participation surveys, and project inspections. Additionally, any Trade Ally or Participating Contractor will undergo a thorough onboarding review to ensure that participating contractors are licensed, insured, and that they fully understand program requirements before performing any work on behalf of the Company and program. Further, routine review periods exist to ensure consistent program deployment and execution. The Company will take corrective actions for non-compliance and conformance with program requirements, objectives or Company standards.

6.3 Role of Statewide Coordinator

In response to the Board Order directing each electric public utility and gas public utility in the State of New Jersey to establish energy efficiency ("EE") and peak demand reduction ("PDR") programs pursuant to the CEA, the New Jersey investor-owned electric and gas utilities are collaborating in order to implement programs in a consistent manner and develop supportive processes, procedures, requirements, and forms.

Coordinated Program Offerings

To support the coordinated delivery of Core and certain Additional program offerings in situations that involve gas and electric savings opportunities in overlapping utility territories, the Utilities have established a framework that will align key program elements through use of Interconnected Tracking Systems supported by use of a Statewide Coordinator System, aligned Utility Responsibilities, and Coordinated Program Elements as further described below. This structure will support the coordinated delivery of appropriate energy efficiency measures in the following Program or Sub-program offerings:

Core Offerings

- Energy Efficient Products
- Home Performance with ENERGY STAR
- Multi-Family
- Direct Install
- Prescriptive and Custom Measures

Additional Utility-Led Offerings

- Moderate-Income Weatherization
- Quick Home Energy Check-Up
- Engineered Solutions
- Energy Management

Interconnected Tracking Systems

To support consistency across the state and to align the above coordinated program offerings, the utilities will contract with a single third-party entity to serve as a Statewide Coordinator ("SWC") for measures and costs that impact more than one utility in situations where gas and electric service territories overlap. This entity, to be selected through a competitive procurement process, will provide a software platform to cross-reference eligible customers, identify the local gas and electric company serving the customer, identify completed and in-progress efficiency projects, and perform independent allocations of energy savings and costs for coordinated program offerings. These costs and savings will be allocated between the Utility that provides the program services (i.e. "Lead Utility") and the Utility with whom the services were coordinated (i.e. "Partner Utility').

In areas where gas and electric service territories overlap, the utilities will design program elements that support consistent delivery of the above coordinated program offerings among all of the utilities to enable the SWC to allocate shared costs and energy savings appropriately based on the fuel types impacted by EE measures.

Statewide Coordinator System Responsibilities

- Serve as a central platform to ensure data minimums required for coordinated data elements, exchange protocols, and serve as a repository for shared measure costs and shared savings for applicable programs.
- Track participation specific to utility programs that require coordination (e.g. screen prior participation in coordinated program offerings)
- Serve as a clearing house for pre-determined data formats and exchanges
- Perform allocation of dual-fuel or partner-fuel savings and cost for customers with separate gas and electric utilities, sharing of costs, investments, and applicable to customer financing
- Determine and provide supporting reports respective to utility invoice balances for allocation of shared measure costs (e.g. costs of respective measures and share of costs)
- Provide monthly reports of coordinated program activity so that customer participation and program results may be tracked

Utility Responsibilities

The Utilities will implement certain program operations through either internal resources, or under contract with TPICs, outside of the Statewide Coordinator system. By retaining these functions, the Utilities can maintain a strong line of sight to program operations and still work collaboratively with the other Utilities in offering coordinated programs to New Jersey customers. These functions include, where appropriate:

- Customer enrollment
- Developing consistent enrollment forms to collect agreed-upon customer information to share between the utilities
- Screening and qualifying contractors for Utility programs
- Customer care functions
- Marketing of programs
- Providing in-home/business auditing or direct-install of efficiency measures
- Communicating availability of customer financing options
- Integrating with other Utility or Co-managed programs
- Sponsoring EE program applications including paying initial incentives to customers and contractors
- Invoicing peer Utility partners for coordinated program costs

Coordinated Program Elements

As envisioned by the Board's direction on coordinated program offerings, the Utilities' programs are designed in a way to minimize customer confusion and present consistent opportunities for customer participation with access to both electric and gas measures simultaneously, where appropriate. The utilities recognize that programs will evolve after initial launch and commit to ongoing collaborative efforts among the Utilities to continue program alignment. Central to both initial launch and ongoing efforts will be a focus by the Utilities to standardize the following wherever possible:

- Common forms for contractors and customers with uniform field requirements
- Contractor minimum requirements and credentials for applicable programs
- Eligible customers and property requirements
- Eligible measures
- Incentive structures through use of an agreed-upon standard range
- Software platforms or interfaces to be used by market contractors
- Targeted bonus approaches for customers that meet specific policy priorities (e.g. income qualified, targeted geographic locations)

6.4 Workforce Development (MFR II b 2)

The utilities recognize the importance of developing and supporting strong Workforce Development Programs. There needs to be a strong pool of qualified candidates ready for companies to hire to meet the increased demand for the energy efficiency programs and projects as the utilities implement programs to strive to meet the new energy savings targets required by the CEA. This overview will address thoughts on training needs and career paths, trade ally needs, and contracting provisions. However, the utilities are not including a detailed Workforce Development Plan for the Core Programs as part of this filing because of the clear direction in the June 10th Board Order for the workforce development and job training partnerships and pipelines to be developed in collaboration with the State and the Workforce Development Working Group and Equity Working Group.

JCP&L is interested in being an active participant in the Workforce Development Working Group to share anticipated program hiring needs and understand the interests, feedback and concerns of the other stakeholders. The utilities anticipate that this new work group will provide significant input that will shape the recommended slate of programs and policies to develop a robust pipeline of workers able to meet the needs of a growing energy efficiency industry in New Jersey and to ensure that local, underrepresented, and disadvantaged workers are included in those opportunities.

<u>Training Needs and Career Paths</u>

In order for the utilities to reach the aggressive energy efficiency goals established by the CEA, New Jersey will need to significantly increase the number of trained professionals and skilled trade persons who are proficient in meeting the needs of residential, commercial and multi-family projects, such as:

- Auditors
- HVAC technicians
- Plumbers
- Electricians
- Seal-up and insulation contractors
- Engineers
- Analysts (energy modeling and evaluation, customer service, financial tracking, cost benefit analysis, demographic analysis)
- Program staff with a strong understanding of the approved energy efficiency programs and supporting administrative staff
- Outreach Specialists

The Company recognizes that these positions require a broad range of technical training and educational experience and that it is in our interest to partner with New Jersey based vocational institutions, community colleges, universities, community-based organizations, and non-profits. The Company anticipates that most of these entities will have some level of representation with either the Workforce Development Working Group or the Equity Working Group and look forward to hearing their input. The Company also expects the discussion within those working groups will include insights from successful models in other states and other industries as well as efforts already underway in New Jersey. Considering recommendations from those groups and funding from either the State or what the utilities are reserving within these filings, the utilities hope to start to launch programs in Spring of 2021.

Trade Ally Needs

While ensuring there is trained staff available is a critical path, the utilities also recognize there must be a pool of employers interested in hiring these individuals. While the utilities will be hiring some individuals directly and will see strong interest from implementers and trade allies under direct contracts with the utilities, the Company recognizes that it must also engage the open market to understand the needs of contractors and other firms. Organizations like the New Jersey Air Conditioning Contractors Association (NJACCA), the New Jersey Association of Plumbing, Heating, and Cooling Contractors (NJPHCC) and the New Jersey Association of Energy Engineers (NJAEE) provide industry leadership and guidance to energy businesses, and should be included in the Working Group to guide policies and program designs that will meet the needs of existing and new contractors.

With the Equity lens in mind, utilities expect the Working Groups to also explore paths that can help Women and Minority Owned Businesses grow and thrive in the Clean Energy Economy. The potential for coaching or incubator programs could ensure that underrepresented individuals have a greater chance to share in management and ownership opportunities.

Contracting Provisions

The utilities will be following internal procurement protocols for the services that will be secured to implement their programs. The utilities are all willing to include the amount of business placed with MWVBEs as part of our rating criteria when evaluating contract proposals.

Budget Considerations for Workforce Development Programs

The Company has proposed a total budget of $400,000 per year for workforce development as a component of its Utility Administration budget presented in Appendix E. These budgets were established to ensure that there is adequate funding to launch and maintain programs during this initial triennial period. In the event that the State identifies adequate funding from other sources to support these types of programs, the utilities may be able to reduce their planned expenditures.

7.0 EVALUATION, MEASUREMENT & VERIFICATION

7.1 Summary of the utility's data management, quality assurance and internal evaluation processes, including how the Plan and individual program will be updated or refined based on evaluation results

The utilities recognize the importance of incorporating Evaluation, Measurement and Verification ("EM&V") into the energy-efficiency programs. EM&V can help assess whether program objectives are being achieved, document energy and non-energy benefits and inform future program development. PJM Interconnection, L.L.C. (PJM) specific EM&V will be needed to support utility EE Offers into PJM's Capacity Market. This overview will address common definitions of the types of evaluations and primary evaluation objectives, the philosophy of monitoring and improving program performance, and EM&V budget considerations. Proposed budgets for evaluation are reflected in Appendix E, Tables E-1 through E-12.

Further, the utilities are not including a detailed Evaluation Plan for the Core Programs as part of this filing because of the clear intention of the June 10th Board Order for the evaluation plans to be developed in collaboration with the EM&V Working Group. All of the utilities are interested in being active participants in this EM&V Work Group to share both program experiences and understand the interests and concerns of the other stakeholders. The utilities anticipate that this new EM&V workgroup will provide significant input that will shape the slate of evaluation activities for this first triennial program cycle. Further, the Company expects that there will be a robust discussion of which types of evaluations make the most sense in the early stages of this transition. Accordingly, the utilities did not want to prejudge the outcome of the EM&V work group efforts with the Company's own recommendations, but the Company has included sufficient funding to support the anticipated evaluation work within its filing.

<u>Common Definitions and Objectives</u>

The State and Local Energy Efficiency Action Network ("SEE Action") offers resources, discussion forums, and technical assistance to state and local policymakers as they seek to advance energy efficiency. Their EE Program Impact Evaluation Guide from December 2012 identified three primary objectives for evaluations.

- **Document the benefits** (i.e., impacts) of a program and determine whether the subject program (or portfolio of programs) met its goals
- **Identify ways to improve current and future programs** through determining why program-induced impacts occurred
- **Support energy demand forecasting and resource planning** by understanding the historical and future resource contributions of EE as compared to other energy resources.

That same guide provides the following standard categories of evaluations:

- **Impact evaluations:** assessments that determine and document the direct and indirect benefits of an energy efficiency program. Impact evaluation involves real-time and/or retrospective assessments of the performance and implementation of an efficiency program or portfolio of programs. Program benefits, or impacts, can include energy and demand savings and non-energy benefits (sometimes called co-benefits, with examples being avoided emissions, and water savings). Impact evaluations can also include cost-effectiveness analyses aimed at identifying relative program costs and benefits of EE as compared to other energy resources, including both demand- and supply-side options.
- **Process evaluations:** formative, systematic assessments of an EE program from both a customer and program administrator viewpoint. Process evaluations document program operations and identify and recommend improvements that are likely to increase the program's efficiency or effectiveness for acquiring EE resources and improve the customer experience with the program.
- **Market evaluations:** assessments of structure or functioning of a market, the behavior of market participants, and/or market changes that result from one or more program efforts. Market evaluation studies may include estimates of the current market role of energy-efficiency (market baselines), as well as the potential role of efficiency in a local, state, regional, or national market (potential studies). Market evaluation studies indicate how the overall supply chain and market for EE products works and how they have been affected by a program(s). These evaluations can also include assessments of other societal, customer, or utility benefits of EE programs, such as the economic and job creation impacts of the programs, health benefits to society, or T&D benefits to utilities. And finally, these studies can also be used to inform changes to the portfolio of efficiency measures to be offered to customers, or the savings achieved by the measures.

<u>Monitoring and Improving Program and Portfolio Performance</u>

There is a feedback loop among program design and implementation, impact evaluation, and process evaluation. Program design and implementation, and evaluation are elements in a cyclical feedback process. Initial program design is informed by prior baseline and market potential studies. Ongoing impact evaluation quantifies whether a program is meeting its goals and may raise questions related to program processes and design. Process evaluation tells the story behind how the impact was achieved and points the way toward improving program impacts by providing insight into program operations. Thus, the three elements work together to create a better, more effective program.

<u>Budget Considerations for EM&V work</u>

As noted, proposed budgets for "evaluation" are reflected in Appendix E, Tables E-1 though E-12. These budgets were established with consideration of the industry standard of reserving 3% to 5% of budget for this type of work[5], excluding the cost of financing and any anticipated costs associated with a Statewide Evaluator.

[5] https://www.aceee.org/toolkit/2020/02/evaluation-measurement-verification

8.0 QUANTITATIVE PERFORMANCE INDICATORS

For the duration of this Plan, PY1 through PY3, the Board adopted two quantitative performance indicators ("QPIs"): annual and lifetime energy savings. The following QPI metrics and values are applicable for the first plan cycle:

Table 11: JCP&L 2021-2023 Quantitative Performance Indicators (QPIs)			
Metric (MWh)	2021	2022	2023
Net Annual Energy Savings[1]	112,888	164,722	204,152
Net Lifetime Energy Savings[1]	1,582,520	2,115,075	2,448,400

[1] Values are Retail Net Electricity Savings. To reflect actual realized system-wide savings at the wholesale/generator level, line loss savings would need to be added to the retail net electricity savings.

While the below additional metrics are not applicable until PY4 and PY5, and therefore targets not included in this plan cycle, JCP&L will track and report the additional future metrics beginning in PY1, consistent with the methodology and guidance provided by Staff. These additional future QPIs include:

- Net annual peak demand savings
- Net lifetime demand savings
- Net present value of net benefits as determined by the Utility Cost Test
- Net lifetime energy savings derived from qualifying low-income customers
- Net lifetime energy savings derived from qualifying small commercial customers

The following table, provided for informational purposes for this three-year plan cycle, provides the plan estimates for these additional future QPIs during each year of the plan.

Table 12: JCPL Future Quantitative Performance Indicators (QPIs)			
Metric	2021	2022	2023
Net Annual Peak Demand Savings (MW)[1]	15	26	47
Net Lifetime Peak Demand Savings (MW)[1]	203	318	403
Net Present Value of Net Benefits by UCT	$131,242,986	$157,534,160	$164,291,642
Net Lifetime Energy Savings from Qualifying Low Income Customers (MWh)[1]	14,740	21,287	24,996
Net Lifetime Energy Savings from Qualifying Small Commerical Customers (MWh)[1]	60,967	274,350	304,833

[1] Values are Retail Net Electricity Savings. To reflect actual realized system-wide savings at the wholesale/generator level, line loss savings would need to be added to the retail net electricity savings.

The Company will monitor progress and make necessary adjustments to improve the portfolio performance to achieve the Company's QPI's for the EE&C Plan cycle. As discussed in Section 6.1, FirstEnergy has a dedicated department focused on energy efficiency. The EE Department is entrusted with ensuring that the Company complies with all EE/PDR requirements and that the approved programs are successfully implemented. To support this, the Company will develop and leverage its tracking and reporting processes to monitor progress of each program toward its goals and budgets, and for the portfolio of programs towards its targets on a monthly basis, identifying performance issues, gaps and opportunities for improvement. Progress review meetings are performed at least monthly. In addition, while implementing the approved Plan, the

Company will gain additional direct input from various sources and customers will be surveyed to measure satisfaction with the programs and related services. Evaluation activities including program assessments will also inform how well the programs are moving toward the achievement of goals and will inform recommendations for adjustments to programs for continuous improvement.

As discussed earlier in Sections 2.0 and 3.0, the Company designed the EE&C Plan based on three primary goals:

- Comply with statutory and Board Order requirements and directives
- Establish a program framework that is adaptable and scalable to meet the aggressive and increasing energy savings targets over time; and
- Implement programs to establish systems and processes, customer awareness, program and trade ally participation, and experience and momentum for the future.

To achieve these three goals as well as individual QPI targets, the EE&C Plan includes a comprehensive portfolio of cost-effective EE&C programs for all customer sectors, leverages the experience of Company affiliates in other states, includes enhancements to existing NJ programs and successful programs in other jurisdictions, and is based on collaboration with other NJ utilities to promote coordinated program designs and delivery. The Plan incorporates both near-term and longer-term energy saving opportunities for customers including single and prescriptive measures, multiple prescriptive and custom measures, direct install, and comprehensive whole building solutions that provides opportunities for all customers to participate in EE programs. The Plan includes a commitment to workforce development and job training through participation in the Workforce Development Working Group as well as consideration of the amount of business placed with MWVBEs when evaluating contract proposals from vendors and contractors to support the program offerings. The Plan relies on experienced outsourced TPICs, and leverages experiences, volume cost efficiencies, and a variety of delivery channels that will support successful and efficient program operations and customer participation.

As a result, the Company has prepared an EE&C strategy that balances near-term energy savings opportunities among all rate classes with longer-term programs that continue to create jobs and build capacity and momentum for delivering greater energy savings in the future. The result of these efforts is a comprehensive set of programs that, if approved as filed, will enable the Company to meet its energy savings targets as set forth in Table 1 and its QPIs detailed above in Table 11.

9.0 REPORTING PLAN

JCP&L has the following tracking and reporting plan to comply with the Board's reporting requirements of: i) quarterly progress reports; ii) annual progress reports; and iii) triennial reports. The Company will provide the Quarterly Progress Reports no later than 60 days following the end of each quarter, including a user-friendly public report, with accompanying spreadsheet(s), that includes an overview of program performance, a narrative about customer participation and incentives paid, and results (energy savings, participation and program expenditures) on program-level parameters compared to program projections and goals. Annual progress reports will be provided no later than 75 days following the end of each program year and include the same information as included in the quarterly reports. The Annual Progress Reports will also provide benefit-cost test results for the programs and portfolio, provide assessment of the portfolio compliance with the Quantitative Performance Indicator ("QPI") targets, and detail any proposed changes or additions for the next year or cycle. The Triennial Report will be provided no later than 90 days following the end of the third program year and include the same information as in the Annual Progress Reports, but shall also review the portfolio's data and assess the portfolio's success over the three (3) year program cycle. The Company shall complete its Quarterly, Annual, and Triennial Progress Reports consistent with standard report formats that are established by Staff in collaboration with the utilities. The Company will also submit data regarding all of the EE&C Plan programs and related investments and expenses in accordance with the content, format, and timing dictated by both the Board Order and/or as amended by subsequent directives from the Board, based on recommendations from the Statewide Evaluator procured by the BPU or the EM&V Working Group.

To support regulatory required EE&C reports across any jurisdiction in its footprint, FirstEnergy has developed an enterprise-wide EE&C Tracking and Reporting System ("T&R System" or "System") in partnership with a third-party vendor. This T&R System is used by the Company's affiliated Utilities in other jurisdictions and has capabilities for advanced reporting, analytics, and quality assurance/quality control processes. The Company will enhance the system to integrate new JCP&L EE&C offerings and generate reports with format and content consistent with that defined by the Board. The System will also be able to produce customized reports as required and will provide summaries, dashboards, or other information to be used by the Company to monitor program performance on an on-going basis. Utilization of the existing FirstEnergy Corp. enterprise T&R System will allow JCP&L to benefit through reduced development efforts, sophisticated data integrity and quality control processes, and administrative efficiencies that will lead to reduced costs in delivering reporting services. In addition, the Company will utilize SAP[6] enterprise software for financial management and reporting of program costs.

The T&R System will exchange data with TPIC databases wherever necessary to gather data to upload key program metrics on a routine basis, (e.g., daily, weekly or monthly) and will ensure

[6] SAP, which stands for System Applications and Products, is JCP&Ls Enterprise Resource Planning (ERP) software

data integrity through routine reconciliation processes. The Company will work with the TPICs and the Company's EM&V consultant on a regular basis to verify the accuracy of data transferred from TPIC databases to the T&R System. Not only will this reduce paperwork and minimize data entry, but it will support quality control and allow for easy access to track goal attainment and budget variances.

The T&R System will store various data fields where appropriate, including but not limited to:

- Customer name
- Customer contact info
- Customer type
- Customer ID number
- Account number
- Premise number
- Project/Program name
- Contractor/Retailer
- Measure
- Service address
- Job status
- Completion date
- *Install Date*
- *Heating system type*
- *Square footage*
- kWh savings
- kW savings
- MWh savings
- MW savings
- Rate Code
- Incentive
- Transaction results
- Measures implemented
- MMBtu savings

10.0 PLAN COMPLIANCE AND OTHER INFORMATION

10.1 Energy Efficiency as a Resource

PJM EE Potential Determination

The Company provided initial estimates of the PJM Summer and Winter MW EE potential for each PJM delivery year as shown in Appendix F, Table F-1.

These estimates were developed from the MWh savings modeled in the EE&C Plan, with the following additional assumptions and modifications.

- Identified and removed energy savings of all measures not eligible for PJM including:
    - online audits
    - appliance recycling
    - building lighting controls and occupancy sensors
    - smart thermostats, energy management systems or smart homes
    - behavioral programs
    - educational programs
- Assumes utilities retain all Utility EE program Capacity Rights to support their offered EE resources and to ensure no double counting of EE resources by third parties
- Categorized all PJM eligible measures by PJM Program name
- Segregated EE Plan MWh estimates provided for NJ fiscal year (July-June) into the applicable PJM delivery year (June-May)
- Assigned an initial savings load shape to each PJM eligible EE measure
- Estimated the potential KW savings values for each measure for the PJM defined Summer and Winter periods using the appropriate load shape curve values including estimates for HVAC interactive factors and fuel type
- Included T & D line losses to adjust retail kW values to wholesale kW values

The Capacity Performance potential kW would be the lesser of the Summer or Winter kW values by installation period.

EE Offer Determination

The Board Order requires participation of EE Resources beginning with PY2 in the 2024/25 Base Residual Auction ("BRA"). All EE sell offer values and buy bids shall remain confidential as they are considered market sensitive information; however, they can be provided to BPU Staff via confidential submission and after the applicable auction results are available.

The Company proposes the following considerations and processes to further evaluate the potential values provided in Appendix F, Table F-1 to facilitate participation in the PJM Capacity Auctions.

- Adjustment of the PJM kW estimates for any Point of Sales (POS), Mid-Stream, and Up-Stream Programs. Measures from these programs require additional PJM EM&V and annual persistence studies to ensure offered EE measures are initially installed in the JCP&L load zone and remain in service during each applicable delivery year.
- The Initial EE Plan values are based on many assumptions including adoption/installation rates, more generic or composite measure savings curve shapes, initial incentives or rebate levels, line losses and current measure baselines. Adjustments to each must be considered for EE offers and subsequent true up of positions.
- Adjustments to recognize that EE resources have a limited offer duration of four years with additional installation period limitations.

EE Offers need to consider Capacity Market rule changes like the pending PJM Minimum Offer Price Rules (MOPR) and Board's finalization of the Resource Adequacy activities. MOPR rules may necessitate the need for more aggressive BRA EE offers to ensure resources with significant floor prices clear versus not clear an Incremental Auction (IA), or, if the Board authorizes the use of an Fixed Resource Requirement (FRR) Alternative Capacity Auction for the Electric Distribution Company (EDCs), PJM Capacity Market EE Offers would not be applicable.

EE Offers are made in Installed Capacity (ICAP) values but clear in Unforced Capacity (UCAP) values based on PJM's Planning Parameters for each specific auction. The UCAP values that clear an auction will remain the obligation for the delivery year regardless of subsequent IA parameter changes. True ups may be needed during incremental auctions or at a minimum the Third IA when parameters become final, to either purchase any shortfall resources or possibly sell any excess resources.

10.2 Customer Access to Current and Historic Energy Usage Data (MFR II.a.vii)

The Company provides access to energy usage data to its customers through the customer's online accounts where Customers are initially provided 12 months of energy usage data and bar graphs illustrating their usage over time. The Company also provides an "Analyze Usage" function option through the customer online accounts that provides up to 24 months of energy usage data, temperature, and meter reading types along with energy costs. Additionally, hourly energy usage data is available for up to 24 months for customers with interval meters.

In addition to online presentation of energy usage data, the Company also provides a "Green Button" function to customers through their online accounts and "Analyze Usage" function where customers can download their energy usage data in CSV or XML format. Additional historic energy usage data beyond 24 months can be obtained where available using this function.

The Company also provides a billing usage statement to customers who make a request through the Company's contact center. The statement includes 12 months of history including the read date, meter reading, consumption usage, days in billing period, daily use, and read type in addition to other billing information.

11.0 APPENDICES

A. Existing and Proposed Incentives Ranges (MFR II.a.iii, MFR II.a.iv)

A-1. Residential Incentives

A-2. Commercial & Industrial Incentives

A-3. Multifamily & Other Incentives

B. Customer Financing Options (MFR II.a.vi)

B-1. Program Financing Options

C. Calculation Methods and Assumptions

C-1. Cost Assumptions

C-2. Measure Assumptions

C-3. Number of Units

C-4. Measure Eligibility

D. Projected Participants (MFR II.a.ix, MFR I.c, MFR II.b.iii) and Energy Savings (MFR II.a.x)

D-1. Total Portfolio

D-2. Total Residential

D-3. Total Residential Core

D-4. Total Residential Additional Utility

D-5. Total Commercial & Industrial

D-6. Total Commercial & Industrial Core

D-7. Total Commercial & Industrial Additional Utility

D-8. Total Multifamily

D-9. Total Other

D-10. Efficient Products - Efficient Products

D-11. Existing Homes – Home Performance with ENERGY STAR

D-12. Home Energy Education & Management – Behavioral

D-13. Existing Homes - Quick Home Energy Check-up (QHEC)

D-14. Existing Homes - Moderate Income Weatherization

D-15. Direct Install - Direct Install

D-16. Energy Solutions for Business - Prescriptive / Custom

D-17. Energy Solutions for Business - Energy Management

D-18. Energy Solutions for Business - Engineered Solutions

D-19. Multifamily - Multifamily

D-20. Other - Home Optimization & Peak Demand Reduction

E. Program Budget by Cost Category (MFR II a.xi, MFR II.a.xii, MFR IV.f)

E-1. Total Portfolio

E-2. Total Residential

E-3. Total Residential Core

E-4. Total Residential Additional Utility

E-5. Total Commercial & Industrial

E-6. Total Commercial & Industrial Core

E-7. Total Commercial & Industrial Additional Utility

E-8. Total Multifamily

E-9. Total Other

E-10. Efficient Products - Efficient Products

E-11. Existing Homes – Home Performance with ENERGY STAR

E-12. Home Energy Education & Management – Behavioral

E-13. Existing Homes - Quick Home Energy Check-up (QHEC)

E-14. Existing Homes - Moderate Income Weatherization

E-15. Direct Install - Direct Install

E-16. Energy Solutions for Business - Prescriptive / Custom

E-17. Energy Solutions for Business - Energy Management

E-18. Energy Solutions for Business - Engineered Solutions

E-19. Multifamily - Multifamily

E-20. Other - Home Optimization & Peak Demand Reduction

F. Energy Efficiency as a Resource

F-1. EE Plan PJM MW Potential

12.0 LIST OF TABLES

Appendix A: Table A 1: Proposed Incentives Ranges				
Residential Incentives				
Program	Subprogram	Measure[1]	Proposed Rebate Strategy [2]	NJCEP Existing Rebate Strategy
Efficient Products	-	LED Lamps	Up to $5 std Up to $7 special	Up to $3 std Up to $5 special
		LED Fixtures	Up to $10	Up to $8
		Occupancy Sensors	Up to $7	-
		LED Holiday Lights	Up to $5	-
		Ceiling Fans	Up to $35	-
		LED Table/Desk Lamps	Up to $15	-
		Clothes Washer	Up to $100	Up to $75
		Clothes Dryer	Up to $300	Up to $300
		Refrigerator	Up to $100	Up to $75
		Freezers	Up to $75	-
		Dishwasher	Up to $25	-
		Induction Cooktop Stove	Up to $25	-
		Air Purifier / Cleaner	Up to $50	Up to $50
		Room A/C Unit	Up to $30	Up to $15
		Dehumidifier	Up to $35	Up to $25
		Heat Pump Water Heater	Up to $1,000	Up to $750
		Smart Thermostats	Up to $125[3]	-
		Pool Pump	Up to $500	-
		Sound Bars	Up to $20	-
		Water Cooler	Up to $25	-
		Electric Vehicle Charger	Up to $50	-
		Monitors	Up to $25	-
		Computers	Up to $25	-
		Imaging	Up to $25	-
		Smart Strip Plug Outlets	Up to $40	Up to $40
		TVs	Up to $50	-
		Smart Home	Up to $10	-
		Refrigerator Recycling	Up to $100	Up to $50
		Freezer Recycling	Up to $100	Up to $50
		Room A/C Unit Recycling	Up to $35	Up to $25
		Dehumidifier Recycling	Up to $35	Up to $25
		EE Kits	Up to $60	-
		Central Air Conditioning	Up to $500	Up to $500
		Air Source Heat Pump	Up to $1,000	Up to $1,000
		Geothermal Heat Pump	Up to $1500	-
		Ductless Mini-Split Heat Pump	Up to $400	-
		Ductless Mini Split A/C	Up to $500	Up to $500
		Furnace Fans (ECM)	Up to $100	-
		PTAC - CEE Tier 2 - Multi Family	Up to $50	-
		PTHP - CEE Tier 2- Multi Family	Up to $125	-
		Circulating Pump	Up to $75	-
		Bathroom Fan	Up to $20	-
		HVAC Maintenance	Up to $100	-
		HVAC Quality Install	Up to $450	-
Existing Homes	Home Performance with Energy Star (HPwES)	Home Performance with Energy Star	- Customer must have a minimum savings percentage of 5% based on modeled reduction of consumption Rebate is $2,000 + $200 for each percentage point of savings above 5%, up to $6,000 - Up to $500 contractor production incentive	- Tiered incentive cash rebate of 50% of the costs of the measures used to calculate Total Energy Saving, up to $4,000 - $500 Contractor production incentive
	Quick Home Energy Checkup	Quick Home Energy Checkup (QHEC)	No up front cost to customer for walk through audit with no cost or low cost measures installed at time of audit	-
	Moderate Income Weatherization	Moderate Income Weatherization	No up front cost to customer for BPI-certified audit with up to $6,000 of direct install and weatherization measures and up to $1,500 on healthy and safety expenses	-

[1] The utilities reserve the right to include additional measures that are supported by established protocols or evaluation results in the industry to ensure we include a broad range of energy savings measures to maximize energy savings for customers and avoid market disruption (e.g. new NJCEP measures added in FY21)

[2] All rebates will be offered equal to or less than the "Up to" value

[3] The total rebate value for a smart thermostat will be up to $125 total between both fuel utilities

Appendix A: Table A 2: Proposed Incentives Ranges			
Commercial and Industrial Incentives			
Measure[1]	**Paid**	**Rebate Strategy[2]**	**NJCEP Existing Rebate Strategy**
Lighting (Retrofit & New Construction)			
LED TROFFER LUMINAIRES			
New LED linear recessed troffer/panel for 2x2, 1x4 and 2x4 luminaires	Per Fixture	$100	$15 to $25
LED FLAT PANEL LUMINAIRES			
New LED flat panel for 2x2, 1x4 and 2x4 luminaires	Per Panel	$50	-
LED LINEAR AMBIENT/STAIRWELL LUMINAIRES			
New LED linear ambient luminaire	Per Foot	$30	$5 to $7.50
New LED stairwell luminaire	Per Fixture	$100	$45
LED INTERIOR DIRECTIONAL LUMINAIRES			
New LED wall wash luminaire	Per Foot	$30	$55 per fixture
New LED track/mono-point luminaire	Per Head	$40	$30
LED DISPLAY CASE LUMINAIRES			
New LED display case luminaire, including refrigerator/freezer display	Per Fixture	$50	$15 to $25
LED HIGH/LOW BAY LUMINAIRES			
New LED high/low bay luminaire	Per Fixture	$600	$50 to $150
LED EXTERIOR LUMINAIRES			
New LED luminaire - wall packs, flood lights, canopy, landscape	Per Fixture	$600	$50 to $100
LED RETROFIT KITS			
LED linear retrofit kit for 2x2, 1x4 and 2x4 fixtures	Per Fixture	$45	$15 to $25
LED integrated retrofit kit for 2x2, 1x4 and 2x4 fixtures	Per Fixture	$120	$15 to $25
LED integrated flat panel retrofit kit for 2x2, 1x4 and 2x4 fixtures	Per Panel Kit	$40	$15 to $25
LED retrofit kit for linear ambient luminaire	Per Foot	$15	$15 to $40
LED retrofit kit for high/low bay luminaires	Per Fixture	$100	-
LED retrofit kit for exterior luminaire	Per Fixture	$100	-
LED ENERGY STAR FIXTURES			
New LED ENERGY STAR LED fixture - recessed downlight, specialty, cove, under cabinet, vent fan, ceiling mount, etc.	Per Fixture	$100	$5 to $15
LED REPLACEMENT LAMPS			
LED linear replacement lamp with new LED driver for wall pack, flood light, canopy, recessed fixture.	Per Lamp	$80	$50 to $150
LED mogul-screw base replacement for HID lamps and new external driver	Per Lamp	$100	$50 to $150
LED SIGN LIGHTING			
Exterior/Dusk-to-Dawn, Interior and 24 hour application	Per Watt Reduced	$2	-
OTHER LIGHTING			
Exit Signs	Per Unit	$23	-
Linear Fluorescent HE T8	Per Fixture	$15	-
Street/Roadway and Area Lighting	Per Fixture	$500	$100 to $150
Lighting Controls			
NETWORKED LIGHTING CONTROLS			
Networked lighting control system controlling efficient luminaires	Per Watt Controlled	$0.60	-
Networked lighting control - fixture level control	Per Fixture	$60	-
DUAL DAYLIGHT/OCCUPANCY CONTROLS			
Dual daylight & occupancy sensor (DOS)	Per Control	$100	-
DAYLIGHT CONTROLS			
Daylight continuous dimming control	Per Control	$100	$45
OCCUPANCY/VACANCY CONTROLS			
Vacancy or Occupancy control	Per Control	$100	$20
Unitary HVAC			
AIR CONDITIONERS & HEAT PUMPS			
Air Conditioning (AC) only - all sizes	Per Ton	$250	$72 to $105
Heat Pumps - Air Source and Water Source - all sizes	Per Ton	$250	$40 to $100
WATER-COOLED & EVAPORATIVE COOLING AIR CONDITIONERS			
<5.4 to <11.25 tons	Per Ton	$250	-
≥ 11.25 to ≥ 63.3 tons	Per Ton	$250	-

Appendix A: Table A 2: Proposed Incentives Ranges			
Commercial and Industrial Incentives			
Measure[1]	**Paid**	**Rebate Strategy[2]**	**NJCEP Existing Rebate Strategy**
GEOTHERMAL HEAT PUMPS			
Geothermal Heat Pumps – (Ground Source/Ground Water Source) Tier I or Tier II	Per Ton	$500	$80 to $100
DUCTLESS, MINI SPLIT AIR CONDITIONERS OR HEAT PUMPS - ALL SIZES			
all sizes	Per Ton	$150	-
PACKAGED TERMINAL AIR CONDITIONERS OR HEAT PUMPS			
all sizes	Per Ton	$125	$40
OTHER HVAC EQUIPMENT			
HVAC - Smart Thermostat	Per Unit	$125 [3]	-
Dual Enthalpy Economizer Controls	Per Unit	$250	$85 to $170
ECM motors for HVAC Applications (fans/pumps) - refer to ECM motors table below			
Chillers			
Air-Cooled Chiller with Condenser	Per Ton	$300	$20, plus $2.75 to $3.50 performance
Water-Cooled Screw Chiller & Reciprocating Chillers	Per Ton	$300	$13 to $30, plus $2 to $2.25 performance
Water-Cooled Centrifugal Chillers	Per Ton	$300	$8 to $24, plus $2 to $2.25 performance
Chillers with a VFD			
Air-Cooled Chiller with Condenser	Per Ton	$300	$90 to $92, plus $4.00 performance
Water-Cooled Screw and Reciprocating Chillers	Per Ton	$300	$40 to $44, plus $2 to $2.50 performance
Water-Cooled Centrifugal Chillers	Per Ton	$300	$20 to $30, plus $2 to $2.75 performance
Refrigeration			
Anti-Fog Film	Per Sq. Ft.	$15	-
Anti-Sweat Heat Control	Per Door	$50	$50
ECM Evaporator Fan Motor, <1 hp	Per Unit	$150	$40
Evaporator/Compressor Controller	Per Cooler	$1,000	-
Evaporator Fan Controller on Existing Shaded-Pole Motor	Per Unit	$100	$75
Night Covers - Open Reach-In Coolers	Per Case	$500	-
Reach-In Door Closer	Per Unit	$75	-
Refrigeration Display Case Doors on Open Display Case	Per Case	$600	-
Gaskets	Per Ln Ft.	$4	-
Strip Curtains for Walk-In Coolers and Freezers	Per Sq. Ft.	$5	-
Refrigerator Case Light Sensor	Per Case	$30	-
VFD - Variable Frequency Drives			
Horse Power			
< 100 hp	Per HP	$250	$50 to $100
≥100 to ≤200	Per HP	$50	$35
ECM Motors			
<1 HP	Per unit	$150	-
1 HP	Per unit	$150	-
2 HP	Per unit	$175	-
3-5 HP	Per unit	$250	-
6-10 HP	Per unit	$500	-
11+ HP	Per unit	$750	-
Commercial Kitchen Equipment			
COMMERCIAL DISHWASHERS	Per Unit	$1,500	$400 to $1500
COOKING EQUIPMENT			
Fat Fryers	Per Unit	$250	$200
Griddles	Per Unit	$300	$300
Insulated Holding Cabinets	Per Unit	$400	$200 to $300
COMBINATION and CONVECTION OVENS			
Convection Ovens	Per Unit	$400	$350
Combination Ovens	Per Unit	$1,200	$750
STEAM COOKERS	Per Pan	$150	-
OTHER FOOD SERVICE			
Energy Star Beverage Vending Machine	Per Unit	$75	-
Food Warmers/Rethermalizer Well/Coffee Pots	Per Unit	$200	-
Pre-Rinse Spray Valve	Per Unit	$75	-
ICE MACHINES - CEE Tier I	Per Unit	$200	$50 to $250
ICE MACHINES - CEE Tier II	Per Unit	$300	$100 to $500
SOLID DOOR REACH-IN REFRIGERATORS	Per Unit	$225	$50 to $200
SOLID DOOR REACH-IN FREEZERS	Per Unit	$500	$100 to $600
GLASS DOOR REACH-IN REFRIGERATORS	Per Unit	$150	$75 to $150
GLASS DOOR REACH-IN Freezers	Per Unit	$300	$200 to $1000

Appendix A: Table A 2: Proposed Incentives Ranges			
Commercial and Industrial Incentives			
Measure[1]	Paid	Rebate Strategy[2]	NJCEP Existing Rebate Strategy
COMMERICAL APPLIANCES			
CLOTHES WASHER			
CEE Tier 1	Per Unit	$100	-
CEE Tier 2	Per Unit	$200	-
WATER HEATING			
Heat Pump Water Heater - C&I	Per Unit	$1,500	
PLUG LOAD CONTROLS			
Personal Occupancy Sensor	Per Unit	$20	-
Hotel Room HVAC Controls	Per Unit	$90	-
Hotel Room HVAC/Receptacle Control	Per Unit	$20	-
Smart Power Strip	Per Unit	$20	-
Electric Vehicle Charger	Per Unit	$50	-
Vending Machine Controls			
Non-Refrigerated	Per Unit	$75	-
Refrigerated	Per Unit	$125	-
OFFICE EQUIPMENT			
Monitors - C&I	Per Unit	$25	-
Computers - C&I	Per Unit	$25	-
Uninterruptible Power Supply (UPS)	Per kVA	$40	-
Imaging - C&I	Per Unit	$25	-
Small Network PC Controller	Per PC Controlled	$25	-
AGRICULTURE			
Auto Milker Takeoff	Per Unit	$90	-
Dairy Scroll Compressor	Per Unit	$1,000	-
HE Ventilation Fans	Per Unit	$215	-
Heat Reclaimers	Per Unit	$1,000	-
High Volume Low Speed Fans (Destratification)	Per Ft of Single Blade	$25	-
Livestock Waterer	Per Unit	$60	-
Dairy Vac Pump VSD Controls	Per Unit	$1,000	-
Low Pressure Irrigation	Per acre	$100	-
Dairy Refrigeration Tune-Up	Per Unit	$200	-
Engine Block Heater Timer	Per Unit	$25	-
RECYCLING			
Dehumidifier Recycling	Per Unit	Refer to Residential Incentive Table	-
Refrigerator Recycling	Per Unit	"	-
Freezer Recycling	Per Unit	"	-
Room A/C Unit Recycling	Per Unit	"	
RESIDENITAL APPLIANCES in C&I BUILDING - Non Commercial Duty			
Clothes Washer Tier 2 - C&I	Per Unit	Refer to Residential Incentive Table	-
Clothes Washer Tier 3 - C&I	Per Unit	"	-
Clothes Dryer (w Moisture Snsr) - C&I	Per Unit	"	-
Refrigerators Tier 2 - C&I	Per Unit	"	-
Refrigerators Tier 3 - C&I	Per Unit	"	-
ES Freezer - C&I	Per Unit	"	-
ENERGY STAR Dehumidifier	Per Unit	"	-
ENERGY STAR Room Air Conditioner	Per Unit	"	-
ENERGY STAR Water Cooler	Per Unit	"	-
CUSTOM PROJECTS			
Compressed Air, Refrigeration, Data Center Equipment/Servers, HVAC/Chillers, HVAC Controls, Motors/VFD - Large, Building Improvements, Process Improvements, Agricultural Lighting/Process, Custom Lighting	per kWh	Up to $0.35	$0.16 per kWh
ENERGY MANAGEMENT			
RETROCOMMISSIONING (including Virtual and Meter Data Commissioning)	per kWh	Up to $0.35	-
HVAC TUNE UP			-
Single compressor units	Per Unit	$175	-
Multiple compressor units	Per Unit	$250	-
PTAC, PTHP, MiniSplits	Per Unit	$75	-
BUILDING TUNE UP		Up to 70% of Project Cost w project cap of $75,000	-
BUILDING OPERATIONS TRAINING		Up to 70% of the cost to attend qualified BOC training up to $1000 per person.	-
ENGINEERED SOLUTIONS			
		Formula buy down based on payback	Formula buy down based on payback

[1] The utilities reserve the right to include additional measures that are supported by established protocols or evaluation results in the industry to ensure we include a broad range of energy savings measures to maximize energy savings for customers and avoid market disruption (e.g. new NJCEP measures added in FY21)

[2] All rebates will be offered equal to or less than the "Up to" value

[3] The total rebate value for a smart thermostat will be up to $125 total between both fuel utilities

Appendix A: Table A 3: Proposed Incentives Ranges				
Multifamily Incentives				
Program	**Subprogram**	**Measure[1]**	**Rebate Strategy[2]**	**NJCEP Existing Rebate Strategy**
Multifamily	-	Energy Assessment with installation of standard energy savings measures	Energy Assessment with the equipment and installation costs for the standard energy savings measures will be provided to eligible properties with "Up to 100%" of the cost provided by the program.	-
		Prescriptive Equipment replacement and custom retrofit projects	- Same value as incentives offered through the Residential and Commercial & Industrial programs applicable for the prescriptive equipment replacement and custom retrofits. - Includes enhanced incentives offered for properties that are located in qualifying target areas or for LMI qualified customers.	Same value as incentives offered through the Residential and Commercial & Industrial programs applicable for the prescriptive equipment replacement and custom retrofits.
		MF Home Performance with ENERGYSTAR	- Tiered incentive cash rebate not to exeed 50% of the costs of the measures used to calculate Total Energy Savings, up to $1,500 per unit - Up to $50 contractor production incentive per unit	- Tiered incentive cash rebate not to exeed 50% of the costs of the measures used to calculate Total Energy Savings, up to $1,500 per unit - $50 contractor production incentive per unit
		MF - Engineered Solutions	- No cost ASHRAE Level I, II, or III audit. - Program will buy-down the simple payback of the recommended energy-efficiency project cost for approved measures by up to six years, with the resulting payback not less than three years.	- No cost ASHRAE Level I, II, or III audit. - Program will buy-down the simple payback of the recommended energy-efficiency project cost for approved measures by up to six years, with the resulting payback not less than three years.
Other Incentives				
Program	**Subprogram**	**Measure[1]**	**Rebate Strategy[2]**	**NJCEP Existing Rebate Strategy**
Home Optimization & Peak Demand Reduction	Home Optimization & Peak Demand Reduction	Smart Tstat Optimization	$100	-
		Smart Home Systems	$100	-

[1] The utilities reserve the right to include additional measures that are supported by established protocols or evaluation results
[2] All rebates will be offered equal to or less than the "Up to" value

Appendix B, Table B-1: Program Financing Overview			
Program	**Eligibility**	**Terms**	
Efficient Products	Efficient program eligible HVAC and water heating equipment	Maximum to be financed	Up to $15,000
		Minimum to be financed	As low as $2,500
		Interest Rate	Up to 0.99%
		Term	Up to 7 years
Existing Homes	Comprehensive HPwES projects recommended by the program audit	Maximum to be financed	Up to $15,000
		Minimum to be financed	As low as $2,500
		Interest Rate	Up to 0.99%
		Term	Up to 7 years <=$10,000; Up to 10 years > $10,000
Multifamily	Prescriptive/Custom equipment, retrofit and comprehensive projects, Engineered Solutions projects	Maximum to be financed	Up to $3,000/unit with a maximum of up to $250,000 per project
		Minimum to be financed	As low as $2,500
		Interest Rate	Up to 0.99%
		Term	Up to 10 years, depending on eligibility
Direct Install	Balance of program eligible project cost	Maximum to be financed	Up to $75,000
		Minimum to be financed	As low as $2,500
		Interest Rate	Up to 0.99%
		Term	Up to 5 years
Energy Solutions for Business	Prescriptive/Custom equipment, retrofit and comprehensive projects, Engineered Solutions projects	Maximum to be financed	Up to $250,000
		Minimum to be financed	As low as $2,500
		Interest Rate	Up to 0.99%
		Term	Up to 5 years

Appendix C, Table C-1: Cost Assumptions	
Program cost elements of this Plan include Utility Administration costs associated with utility labor and other costs, Outside Services costs for Third-Party Implementation Contractors, External Legal and Consultants, Utility and Third Party Implementation Contractor Marketing, Measurement and Verification (M&V) costs associated with EMV of the programs, Inspections and Quality Control, and Incentive costs including both rebates and financing. The following details the assumptions for each cost element used in the budget tables of the Plan:	
Cost Elements	**Description**
Utility Administration	Utility Administration costs were based on the Company's estimated Portfolio administration costs. Includes costs incurred by the utility for employee labor and other costs to oversee and manage the portfolio and perform duties associated with activities such as compliance reporting or meetings to support the Plan (Ex. stakeholder meetings, working groups, collaborative meetings. etc.). Other costs, including costs associated with plan development, employee expenses, association fees and workforce development initiatives. Utility Administration costs are estimated based on actual costs or Company estimates, allocated to each subprogram based on the estimated direct charges to each subprogram, and summed to the program level.
Marketing	Marketing costs were informed by Company estimates of both Utility and Third-Party Implementation Contractor pricing for the plan, program or subprogram. Subprogram specific marketing costs were identified by two components, (1) fixed program/sub-program and (2) variable unit cost. Includes costs associated with developing and providing marketing/promotional strategies, advertising space and materials.
Outside Services	Outside Services costs were informed by Company estimates of External Legal and Consultant costs for the Plan, tracking system software costs and Third-Party Implementation Contractor pricing for the programs or subprograms. External Legal and Consultant costs were based on estimated total costs and allocated to each subprogram. Third-Party Implementation Contractor costs were identified by two components, (1) fixed program/sub-program, and (2) variable unit cost. Includes costs for the management and implementation of programs or subprograms, including staffing, websites(s), data collection and transfers, call centers, incentive processing, quality assurances and control processes, and other activities supporting successful program implementation.
Inspections and Quality Control	Inspections and quality control costs were informed by Company estimates of performing inspections on completed projects for each subprogram to ensure program quality and delivery conforms to program requirements. Inspections and Quality Control costs were identified by two components, (1) fixed program/sub-program, and (2) variable unit cost.
Evaluation (EM&V)	EM&V costs were based on 4% of the Program or subprogram cost. Includes costs for evaluation, measurement and verification activities performed by the Company and the Company's independent third-party evaluator. These funds are spent on evaluation, surveys, M&V processes, data transfer responsibilities and participation in evaluation and working group meetings.
Incentives	Incentives include rebates paid to customers, the costs associated with the value of services or measures provided to customers, or upstream payments to trade allies (retail stores, distributors, contractors, etc.) where applicable. Incentives also includes the cost of interest rate buy downs, loan fees and defaults to provide customers access to low- to no-cost financing for certain program offerings.

Appendix C, Table C-2: Measure Assumptions

Sector	Program Type	Program	Sub Program	Measure	Measure Life	Verified kWh	Verified kW	NTG	Incremental Cost	Modeled Rebate	O&M Benefit ($/Yr)	Gas Savings (Therms/Yr)	Source of Savings	Source of Measure Life	Source of Inc Cost
Residential	Core Utility	Efficient Products	Efficient Products	Freezer Recycling	4	679	0.10	1.00	$0.00	$70.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	N/A
				Refrigerator Recycling	5	1,043	0.16	1.00	$0.00	$70.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	N/A
				Room Air Conditioner Recycling	3	85	0.09	1.00	$0.00	$25.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	N/A
				Dehumidifier Recycling	3	186	0.11	1.00	$0.00	$25.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	N/A
				Clothes Washer	12	76	0.01	1.00	$27.59	$65.00	$0.00	5.63	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Refrigerators	14	77	0.01	1.00	$33.60	$78.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Room Air Conditioner	9	47	0.02	1.00	$21.00	$30.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Freezers	11	41	0.01	1.00	$10.00	$50.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Clothes Dryer	12	186	0.02	1.00	$77.00	$100.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Air Purifier / Cleaner	9	391	0.05	1.00	$60.00	$35.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Dehumidifiers	12	83	0.02	1.00	$60.00	$33.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Water Heater - Heat Pump	10	1,687	0.26	1.00	$850.00	$700.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Pool Pump Variable Speed	10	594	0.34	1.00	$560.00	$400.00	$0.00	-	MA TRM	MA TRM	MA TRM
				Dishwashers	10	30	0.00	1.00	$316.39	$28.00	$0.00	0.30	MA TRM	MA TRM	MA TRM
				Water Coolers	10	361	0.02	1.00	$49.00	$25.00	$0.00	-	PA TRM	PA TRM	MA TRM - Dehumd
				Elec Vehicle Chargers - Res	10	31	0.00	1.00	$500.00	$25.00	$0.00	-	Energy Star	Internet	MA TRM - Elctrncs
				Monitors	4	24	0.00	1.00	$2.00	$25.00	$0.00	-	MA TRM	MA TRM	MA TRM
				Computers	4	71	0.08	1.00	$18.50	$25.00	$0.00	-	MA TRM	MA TRM	MA TRM
				Imaging	6	40	0.01	1.00	$0.00	$25.00	$0.00	-	MA TRM	MA TRM	N/A
				Smart Strip Plug Outlets	8	103	0.01	1.00	$18.00	$25.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				TVs	6	32	0.00	1.00	$10.00	$50.00	$0.00	-	MA TRM	MA TRM	MA TRM
				Sound Bars	10	44	0.00	1.00	$0.00	$25.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	N/A
				Smart Home	15	5	0.00	1.00	$11.00	$10.00	$0.00	(0.15)	MA TRM	MA TRM	MA TRM
				LED Lamps (Speciality)	15	28	0.00	1.00	$2.56	$2.50	$2.22	(0.44)	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				LED Lamps	15	46	0.00	1.00	$1.63	$1.50	$2.34	(0.73)	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				LED Fixtures Internal	15	25	0.00	1.00	$46.00	$8.00	$0.00	(0.39)	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				LED Fixtures External	15	6	0.00	1.00	$46.00	$8.00	$0.00	(0.10)	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Residential Occupancy Sensors	10	40	0.01	1.00	$25.00	$7.00	$0.00	(0.84)	MA TRM	MA TRM	MA TRM
				LED Holiday Lights	10	21	-	1.00	$12.00	$4.00	$0.00	-	PA TRM	PA TRM	PA SWE DB
				Ceiling Fans	15	59	0.01	1.00	$46.00	$35.00	$0.00	-	MA TRM	MA TRM	MA TRM
				LED Table/Desk Lamps	10	31	0.00	1.00	$30.00	$15.00	$0.00	-	Energy Star	Internet	MA TRM - 66%
				Air Source Heat Pumps	15	640	0.26	1.00	$431.50	$752.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	NJ Util
				Central Air Conditioners	15	342	0.27	1.00	$978.00	$400.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	NJ Util
				Ductless Mini-Split Heat Pump	17	408	0.06	1.00	$978.00	$300.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	NJ Util
				Ductless Mini-Split A/C	17	154	0.07	1.00	$978.00	$400.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	NJ Util
				PTAC	15	78	0.05	1.00	$84.00	$50.00	$0.00	-	MA TRM	MA TRM	PA SWE DB
				PTHP	15	199	0.06	1.00	$84.00	$125.00	$0.00	-	MA TRM	MA TRM	PA SWE DB
				Heat Pump - Water & Geothermal	25	1,557	0.77	1.00	$1,414.00	$1,500.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	NJ Util
				Furnace Fans	15	274	0.02	1.00	$203.00	$100.00	$0.00	-	MA TRM	NJCEP Prtcls	MA TRM
				Smart Thermostat	8	142	-	1.00	$153.00	$100.00	$0.00	25.38	MA TRM	MA TRM	MA TRM
				HVAC - Custom	5	289	0.10	1.00	$173.38	$100.00	$0.00	-	NJCEP Prtcls	50% of Avg	$.6/ kWH
				Circulating Pump	15	220	-	1.00	$98.00	$30.00	$0.00	-	MN TRM	MN TRM	MN TRM
				HE Bathroom Fans	19	35	0.00	1.00	$43.50	$20.00	$0.00	-	MA TRM	MA TRM	MA TRM
				HVAC Quality Install	15	302	0.16	1.00	$0.00	$100.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	N/A
				EE Kits	15	248	0.02	1.00	$68.69	$53.00	$13.43	(2.67)	MA/PA TRMs	MA/PA TRMs	N/A
	Additional Utility	Existing Homes	Home Performance with Energy Star	Home Performance with Energy Star	15	1,375	0.44	1.00	$1,323.00	$4,000.00	$16.00	276.41	NJCEP Prtcls	MD Actuals	MD Actuals
			Quick Home Energy Check-up	Quick Home Energy Checkup (QHEC)	15	475	0.06	1.00	$333.00	$400.00	$24.00	20.56	MD Actuals	MD Actuals	N/A
			Moderate Income Weatherization	MI Weatherization	15	1,250	0.30	1.00	$6,500.00	$6,500.00	$16.00	250.00	NJ Actuals	MA/PA TRMs	N/A
		Home Energy Education and Management	Behavioral	Behavioral FY22	1	100	0.02	1.00	$0.00	$0.00	$0.00	-	Vendor	Industry Stndrd	N/A
				Behavioral FY23	1	180	0.04	1.00	$0.00	$0.00	$0.00	-	Vendor	Industry Stndrd	N/A
				On-Line Audit	1	124	0.02	1.00	$0.00	$0.00	$0.00	-	EE Consultant	Industry Stndrd	N/A
Commercial and Industrial	Core Utility	Direct Install	Direct Install	Audits w DI - CI - Tier 1	15	30,483	6.38	1.00	$7,620.82	$12,193.31	$0.00	-	NJ Actuals	MA/PA TRMs	NJ Actuals
				Audits w DI - CI - Tier 2	15	50,805	10.64	1.00	$12,701.37	$20,322.19	$0.00	-	NJ Actuals	MA/PA TRMs	NJ Actuals
		Energy Solutions for Business	Prescriptive / Custom	Auto Milker Takeoff	10	434	0.07	1.00	$200.00	$90.00	$0.00	-	PA TRM	PA TRM	Internet
				Custom - Agricultural	15	9,842	1.12	1.00	$2,165.21	$1,000.00	$0.00	-	Actuals	PA TRM	EE Consultant
				Dairy Refrigeration Tune-Up	1	261	0.03	1.00	$194.00	$50.00	$0.00	-	Wis TRM	Wis TRM	Wis TRM
				Dairy Scroll Compressor	15	974	0.17	1.00	$1,000.00	$500.00	$0.00	-	PA TRM	PA TRM	Emerson
				Dairy Vac Pump VSD Controls	15	19,394	4.15	1.00	$3,942.50	$1,000.00	$0.00	-	PA TRM	PA TRM	PA SWE DB
				Engine Block Heater Timer	15	738	-	1.00	$25.00	$10.00	$0.00	-	PA TRM	PA TRM	Wis TRM
				HE Ventilation Fans	15	974	0.19	1.00	$250.00	$100.00	$0.00	-	PA TRM	PA TRM	Grainger
				Heat Reclaimers	15	7,790	1.32	1.00	$4,353.00	$1,000.00	$0.00	-	PA TRM	PA TRM	Internet
				High Volume Low Speed Fans	15	10,936	4.51	1.00	$816.00	$400.00	$0.00	-	PA TRM	PA TRM	Wis TRM
				Livestock Waterer	10	1,250	-	1.00	$566.73	$100.00	$0.00	-	PA TRM	PA TRM	PA SWE DB
				Low Pressure Irrigation	5	3,378	8.78	1.00	$2,095.00	$250.00	$0.00	-	PA TRM	PA TRM	PA SWE DB
				Process Lighting - Agricultural	15	2,216	0.19	1.00	$950.00	$222.00	$48.25	-	MA TRM	MA TRM	Internet
				Clothes Dryer - C&I	12	186	0.02	1.00	$77.00	$50.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Clothes Washer- C&I	12	75	0.01	1.00	$37.99	$30.00	$0.00	7.98	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Dehumidifier - C&I	12	83	0.02	1.00	$60.00	$30.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Elec Vehicle Chargers - C&I	10	31	0.00	1.00	$500.00	$50.00	$0.00	-	Energy Star	Internet	MA TRM - Elctrncs
				Freezer - C&I	11	41	0.01	1.00	$10.00	$50.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Pre-Rinse Sprayers	5	1,321	-	1.00	$52.00	$50.00	$0.00	54.67	NJCEP Prtcls	NJCEP Prtcls	Internet
				Refrigerators - C&I	14	92	0.01	1.00	$46.76	$32.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Water Cooler C&I	10	361	0.02	1.00	$49.00	$25.00	$0.00	-	PA TRM	PA TRM	MA TRM - Dehumd
				Water Heater - Heat Pump - C&I	10	1,649	0.30	1.00	$1,795.50	$750.00	$0.00	-	MA TRM	MA TRM	MA TRM
				Dehumidifier Recycling - C&I	3	186	0.11	1.00	$0.00	$25.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	N/A
				Freezer Recycling - C&I	4	679	0.10	1.00	$0.00	$70.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	N/A
				Refrigerator Recycling - C&I	5	1,043	0.16	1.00	$0.00	$70.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	N/A
				Room Air Conditioner Recycling - C&I	3	85	0.09	1.00	$0.00	$25.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	N/A
				Advanced Pwr Strips- C&I	8	103	0.01	1.00	$18.00	$8.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Computers - C&I	4	71	0.08	1.00	$18.50	$5.00	$0.00	-	MA TRM	MA TRM	MA TRM
				Imaging - C&I	6	89	0.01	1.00	$0.00	$10.00	$0.00	-	PA TRM	PA TRM	N/A
				Monitors - C&I	4	24	0.00	1.00	$2.00	$5.00	$0.00	-	MA TRM	MA TRM	MA TRM
				Small Network	5	315	0.04	1.00	$30.00	$15.00	$0.00	-	PA TRM	PA TRM	PA SWE DB
				Uninterruptible Power Supply (UPS)	10	1,020	0.12	1.00	$295.00	$200.00	$0.00	-	CMUA TRM	CMUA TRM	CMUA TRM
				Custom - Compressed Air	13	80,688	9.21	1.00	$16,987.00	$23,781.80	$0.00	-	Actuals	MA/PA TRMs	EE Consultant
				Custom - HVAC/Chlrs/Cntrls	15	4,134	2.57	1.00	$1,368.50	$1,218.56	$0.00	1,182.50	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Custom - Process Improvement	15	126,588	14.45	1.00	$45,305.00	$37,310.00	$0.00	-	Actuals	MA/PA TRMs	EE Consultant
				Custom - Refrigeration	15	9,391	1.07	1.00	$5,041.41	$2,767.83	$0.00	-	Actuals	MA/PA TRMs	EE Consultant
				Custom - Equipment/Servers	13	2,751	0.36	1.00	$984.67	$810.91	$0.00	-	PA TRM	PA TRM	EE Consultant
				Custom - Motors - Three Phase	15	1,199	0.22	1.00	$353.37	$353.37	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	EE Consultant
				Custom - VFDs < 10HP	15	5,680	1.07	1.00	$2,242.50	$800.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM

Appendix C, Table C-2: Measure Assumptions

Sector	Program Type	Program	Sub Program	Measure	Measure Life	Verified kWh	Verified kW	NTG	Incremental Cost	Modeled Rebate	O&M Benefit ($/Yr)	Gas Savings (Therms/Yr)	Source of Savings	Source of Measure Life	Source of Inc Cost
Commercial and Industrial	Core Utility	Energy Solutions for Business	Prescriptive / Custom	Custom - VFDs > 10 HP	15	85,204	16.08	1.00	$8,532.00	$3,750.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Custom - Audit & Education	0	-	-	1.00	$5,000.00	$5,000.00	$0.00	-	N/A	N/A	N/A
				Custom - Bldg Improvements	15	41,460	4.73	1.00	$3,491.36	$12,219.76	$0.00	-	Actuals	MA/PA TRMs	EE Consultant
				Anti Sweat Heater Controls	12	687	0.06	1.00	$417.80	$50.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Beverage Vending Machine - Controls	5	1,410	0.16	1.00	$180.00	$100.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	PA SWE DB
				Beverage Vending Machine - Energy Star	14	125	-	1.00	$500.00	$100.00	$0.00	-	PA TRM	PA TRM	Internet
				Coffee Brewers	15	1,331	0.15	1.00	$200.00	$100.00	$0.00	-	Energy Star	MA/PA TRMs	Internet
				Combination Oven	12	11,462	2.70	1.00	$2,512.00	$500.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	PA SWE DB
				Convection Oven	12	1,880	0.52	1.00	$374.00	$250.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	PA SWE DB
				Dishwasher - C&I	15	2,928	0.33	1.00	$881.67	$200.00	$0.00	280.83	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				ECM Evap Fan Motor	15	1,538	0.18	1.00	$61.00	$30.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Evap Fan Controls	16	1,396	0.07	1.00	$532.00	$100.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Refrigerators - Reach In	12	1,577	0.18	1.00	$321.95	$200.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	PA SWE DB
				Freezers - Reach In	12	6,307	0.72	1.00	$211.27	$200.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	PA SWE DB
				Fryers	12	2,691	0.63	1.00	$210.00	$150.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Griddles	12	2,656	0.63	1.00	$500.00	$250.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	Internet
				Hot Food Holding Cabinet	12	2,927	0.69	1.00	$895.00	$250.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	PA SWE DB
				Ice Machines	10	2,355	0.36	1.00	$345.00	$125.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MD IC DB
				Induction Warmer/Rethermalizer Well	15	400	0.05	1.00	$500.00	$200.00	$0.00	-	Mfg Data	MA/PA TRMs	MA TRM
				Refrigerated Case Cover	5	292	-	1.00	$42.00	$30.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MD IC DB
				Steam Cookers	12	10,741	2.53	1.00	$460.00	$450.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Strip Curtains	4	177	0.02	1.00	$3.80	$3.00	$0.00	-	PA TRM	PA TRM	PA SWE DB
				Air Conditioning (>5.4 < 20 Ton) - C&I	15	481	0.26	1.00	$1,357.90	$500.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	PA SWE DB
				Air Conditioning (<=5.4 Ton) - C&I	15	979	0.55	1.00	$1,013.98	$1,100.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	PA SWE DB
				Air Conditioning (>=20 Ton) - C&I	15	1,723	0.96	1.00	$921.50	$1,900.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	PA SWE DB
				Circulating Pump - C&I	15	1,030	-	1.00	$98.00	$75.00	$0.00	-	PA TRM	PA TRM	MN TRM
				Ductless Mini-Split Heat Pump - C&I	18	326	0.03	1.00	$624.00	$300.00	$0.00	-	MA TRM	MA TRM	MA TRM
				Ductless Mini-Split A/C - C&I	17	154	0.07	1.00	$978.00	$400.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	NJ Util
				Furnace Fans - C&I	18	223	0.03	1.00	$287.00	$150.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	Internet
				Heat Pump (<=5.4 Ton) - C&I	15	1,134	0.26	1.00	$460.00	$375.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Heat Pumps - Wtr & GeoT - C&I	15	970	0.32	1.00	$10,916.50	$1,750.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				HVAC - Custom C&I	5	52,792	6.03	1.00	$32,731.06	$12,142.17	$0.00	-	Actuals	MA/PA TRMs	EE Consultant
				HVAC - Maintenance - C&I	5	414	0.23	1.00	$175.00	$175.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	N/A
				PTAC - C&I	15	94	0.05	1.00	$156.00	$60.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				PTHP - C&I	15	199	0.05	1.00	$255.00	$60.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	PA SWE DB
				Room Air Conditioner - C&I	12	129	0.04	1.00	$20.00	$15.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Smart Thermostat - C&I	8	205	-	1.00	$204.00	$75.00	$0.00	8.06	MA TRM	MA TRM	MA TRM
				Exit Signs	5	86	0.01	1.00	$32.50	$10.00	$26.92	(0.54)	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				LED Channel Signage	15	193	0.04	1.00	$35.00	$26.66	$0.00	(1.22)	NJCEP Prtcls	NJCEP Prtcls	PA SWE DB
				LED Fixture External	15	421	0.01	1.00	$290.00	$150.00	$41.42	-	NJCEP Prtcls	NJCEP Prtcls	MD IC DB
				LED Fixture Internal	15	243	0.05	1.00	$2.40	$2.00	$5.74	(1.53)	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				LED Lamps - C&I	15	130	0.03	1.00	$2.03	$1.00	$11.44	(0.82)	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				LED Linear	15	141	0.03	1.00	$118.00	$40.00	$8.32	(0.89)	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				LED Reach in Refrigerator / Freezer Lights	16	69	0.01	1.00	$23.00	$12.50	$2.17	-	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Lighting - Custom	15	85,288	9.74	1.00	$18,763.46	$23,880.77	$0.00	-	Actuals	MA/PA TRMs	EE Consultant
				Lighting - Other	15	85,288	9.74	1.00	$18,763.46	$23,880.77	$0.00	-	Actuals	MA/PA TRMs	EE Consultant
				Lighting Controls (Daylight & Occupancy)	8	1,043	0.28	1.00	$100.00	$34.00	$0.00	(1.14)	NJCEP Prtcls	NJCEP Prtcls	PA SWE DB
				Lighting Controls (Network)	10	115	0.03	1.00	$152.10	$36.00	$0.00	(0.00)	MA TRM	MA TRM	MA TRM
				Linear Fluorescent	15	87	0.02	1.00	$6.00	$3.00	$0.00	(0.55)	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Linear Lamps - Mnt-C&I	15	30	0.01	1.00	$22.67	$5.00	$0.00	(0.19)	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				High/Low Bays Lamps - Mnt-C&I	15	1,165	0.24	1.00	$134.00	$80.00	$23.27	(73.65)	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				LED Fixture - Mnt-C&I	15	242	0.05	1.00	$92.00	$12.00	$10.86	(1.53)	NJCEP Prtcls	NJCEP Prtcls	MA TRM
				Street & Area Lighting	15	573	0.02	1.00	$750.00	$150.00	$30.00	-	MA TRM	MA TRM	MA TRM
	Additional Utility		Energy Management	Virtual/Meter Data Commissioning	15	30,965	3.53	1.00	$9,778.40	$3,259.47	$0.00	-	ComEd	MA/PA TRMs	ComEd
				Retrocommissioning	8	378,779	86.48	1.00	$0.00	$71,768.57	$0.00	-	BGE Actuals	EE Consultant	N/A
				Building Operation Training	5	51,754	6.94	1.00	$2,500.00	$1,000.00	$0.00	-	MD Evaluation	MD Evaluation	Expenses
				Building Tune Up Large	15	130,421	41.39	1.00	$21,965.71	$43,931.43	$0.00	-	BGE Actuals	MA/PA TRMs	BGE Actuals
				Building Tune Up Small	15	65,211	20.70	1.00	$10,982.86	$21,965.71	$0.00	-	BGE Actuals	MA/PA TRMs	BGE Actuals
				Unitary HVAC Maintenance	5	394	0.21	1.00	$175.00	$175.00	$0.00	-	NJCEP Prtcls	NJCEP Prtcls	N/A
				Strategic Energy Management	0	-	-	1.00	$0.00	$0.00	$0.00	-	N/A	N/A	N/A
			Engineered Solutions	ESB - Engineered Solutions - 1	15	820,000	67.26	1.00	$180,400.00	$615,000.00	$0.00	62,453.68	NJ Util	MA/PA TRMs	EE Consultant
				ESB - Engineered Solutions - 2	15	275,000	25.76	1.00	$60,500.00	$206,250.00	$0.00	20,944.83	NJ Util	MA/PA TRMs	EE Consultant
Multifamily	Core Utility	Multifamily	Multifamily	MF - Tenant - DI	15	475	0.06	1.00	$300.00	$300.00	$24.00	15.17	MD Actuals	MD Actuals	N/A
				MF - Tenant - Prescriptive	12	110	0.01	1.00	$30.00	$60.00	$0.00	0.70	MA TRM	MA TRM	MA TRM
				MF - Tenant - Custom	15	139	0.05	1.00	$84.00	$90.00	$0.00	-	MA TRM	MA TRM	PA SWE DB
				MF - Common - DI	12	350	0.02	1.00	$195.00	$822.00	$20.00	-	MA TRM	MA TRM	MA TRM
				MF - Common - Prescriptive	12	350	0.02	1.00	$117.00	$92.00	$20.00	-	MA TRM	MA TRM	MA TRM
				MF - Common - Custom	15	43,642	4.98	1.00	$3,491.36	$12,000.00	$0.00	-	Actuals	MA/PA TRMs	EE Consultant
				MF - Engineered Solutions	15	75,125	8.58	1.00	$18,043.01	$37,550.00	$0.00	5,700.00	Actuals	MA/PA TRMs	EE Consultant
Other	Additional Utility	Home Optimization & Peak Demand Reduction	Home Optimization & Peak Demand Reduction	Smart Tstat Optimization	1	249	1.20	1.00	$100.00	$100.00	$0.00	51.75	MA TRM	DR	NJ Util
				Smart Home Systems	8	142	-	1.00	$100.00	$50.00	$0.00	25.38	MA TRM	MA TRM	NJ Util

Appendix C, Table C-3: Number of Units								
Sector	Program Type	Program	Sub Program	Measure Name	Participants/Units			
					2021	2022	2023	Total
Residential	Core Utility	Efficient Products	Efficient Products	Freezer Recycling	625	725	850	2,200
				Refrigerator Recycling	3,000	3,400	4,000	10,400
				Room Air Conditioner Recycling	175	250	340	765
				Dehumidifier Recycling	125	175	225	525
				Clothes Washer	200	825	950	1,975
				Refrigerators	90	361	456	907
				Room Air Conditioner	5	9	12	26
				Freezers	30	120	150	300
				Clothes Dryer	80	325	500	905
				Air Purifier / Cleaner	7	9	12	28
				Dehumidifiers	80	120	150	350
				Water Heater - Heat Pump	65	95	120	280
				Pool Pump Variable Speed	2	10	15	27
				Dishwashers	7	25	32	64
				Water Coolers	4	10	15	29
				Elec Vehicle Chargers - Res	3	9	12	24
				Monitors	70	270	350	690
				Computers	45	75	100	220
				Imaging	5	20	27	52
				Smart Strip Plug Outlets	20	28	36	84
				TVs	200	790	975	1,965
				Sound Bars	15	60	75	150
				Smart Home	1	1	1	3
				LED Lamps (Speciality)	300,000	600,000	775,000	1,675,000
				LED Lamps	750,000	357,500	176,750	1,284,250
				LED Fixtures Internal	25,000	35,000	40,000	100,000
				LED Fixtures External	1,900	7,500	8,250	17,650
				Residential Occupancy Sensors	140	200	200	540
				LED Holiday Lights	1,000	1,500	2,000	4,500
				Ceiling Fans	250	1,000	1,300	2,550
				LED Table/Desk Lamps	200	750	1,000	1,950
				Air Source Heat Pumps	295	1,180	1,460	2,935
				Central Air Conditioners	350	1,415	1,725	3,490
				Ductless Mini-Split Heat Pump	40	162	210	412
				Ductless Mini-Split A/C	12	46	55	113
				PTAC	10	30	38	78
				PTHP	15	47	50	112
				Heat Pump - Water & Geothermal	15	45	56	116
				Furnace Fans	145	310	410	865
				Smart Thermostat	7,500	15,000	15,000	37,500
				HVAC - Custom	1	1	1	3
				Circulating Pump	10	15	20	45
				HE Bathroom Fans	45	185	255	485
				HVAC Quality Install	6	9	12	27
				EE Kits	70,000	100,000	100,000	270,000

Appendix C, Table C-3: Number of Units								
Sector	Program Type	Program	Sub Program	Measure Name	Participants/Units			
					2021	2022	2023	Total
Residential	Core Utility	Existing Homes	Home Performance with Energy Star	Home Performance with Energy Star	500	1,000	1,260	2,760
	Additional Utility		Quick Home Energy Check-up	Quick Home Energy Checkup (QHEC)	1,500	2,500	3,960	7,960
			Moderate Income Weatherization	MI Weatherization	300	500	750	1,550
		Home Energy Education and Management	Behavioral	Behavioral FY22	-	139,200	-	139,200
				Behavioral FY23	-	-	139,200	139,200
				On-Line Audit	1,650	2,400	3,100	7,150
Commercial and Industrial	Core Utility	Direct Install	Direct Install	Audits w DI - CI - Tier 1	100	475	500	1,075
				Audits w DI - CI - Tier 2	20	75	100	195
		Energy Solutions for Business	Prescriptive / Custom	Auto Milker Takeoff	1	2	5	8
				Custom - Agricultural	1	1	2	4
				Dairy Refrigeration Tune-Up	1	1	6	8
				Dairy Scroll Compressor	1	2	8	11
				Dairy Vac Pump VSD Controls	1	2	6	9
				Engine Block Heater Timer	2	5	10	17
				HE Ventilation Fans	6	12	30	48
				Heat Reclaimers	1	1	3	5
				High Volume Low Speed Fans	1	3	6	10
				Livestock Waterer	1	2	6	9
				Low Pressure Irrigation	1	1	3	5
				Process Lighting - Agricultural	19	38	76	133
				Clothes Dryer - C&I	8	12	15	35
				Clothes Washer- C&I	25	50	65	140
				Dehumidifier - C&I	25	40	50	115
				Elec Vehicle Chargers - C&I	14	21	30	65
				Freezer - C&I	25	40	50	115
				Pre-Rinse Sprayers	25	40	50	115
				Refrigerators - C&I	25	40	50	115
				Water Cooler C&I	25	40	50	115
				Water Heater - Heat Pump - C&I	7	9	12	28
				Dehumidifier Recycling - C&I	4	6	8	17
				Freezer Recycling - C&I	140	204	258	602
				Refrigerator Recycling - C&I	559	817	1,031	2,407
				Room Air Conditioner Recycling - C&I	48	70	89	207
				Advanced Pwr Strips- C&I	67	98	124	288
				Computers - C&I	96	141	178	415
				Imaging - C&I	174	254	321	750
				Monitors - C&I	257	376	475	1,107
				Small Network	257	376	475	1,107
				Uninterruptible Power Supply (UPS)	35	51	64	150
				Custom - Compressed Air	2	5	10	17
				Custom - HVAC/Chlrs/Cntrls	10	20	40	70
				Custom - Process Improvement	7	15	30	52
				Custom - Refrigeration	7	15	30	52
				Custom - Equipment/Servers	22	45	90	157

Appendix C, Table C-3: Number of Units								
Sector	Program Type	Program	Sub Program	Measure Name	Participants/Units			
					2021	2022	2023	Total
Commercial and Industrial	Core Utility	Energy Solutions for Business	Prescriptive / Custom	Custom - Motors - Three Phase	10	20	40	70
				Custom - VFDs < 10HP	22	45	90	157
				Custom - VFDs > 10 HP	5	10	20	35
				Custom - Audit & Education	1	1	1	3
				Custom - Bldg Improvements	1	1	10	12
				Anti Sweat Heater Controls	19	28	36	83
				Beverage Vending Machine - Controls	6	9	12	27
				Beverage Vending Machine - Energy Star	23	33	42	98
				Coffee Brewers	2	3	4	8
				Combination Oven	3	5	6	14
				Convection Oven	3	4	5	12
				Dishwasher - C&I	1	1	1	3
				ECM Evap Fan Motor	7	10	13	29
				Evap Fan Controls	7	10	13	29
				Refrigerators - Reach In	11	16	60	87
				Freezers - Reach In	3	5	20	28
				Fryers	5	8	10	23
				Griddles	4	5	7	16
				Hot Food Holding Cabinet	5	8	10	23
				Ice Machines	6	9	12	27
				Induction Warmer/Rethermalizer Well	7	10	12	28
				Refrigerated Case Cover	152	223	281	657
				Steam Cookers	4	6	8	19
				Strip Curtains	212	310	392	914
				Air Conditioning (>5.4 < 20 Ton) - C&I	22	44	88	154
				Air Conditioning (<=5.4 Ton) - C&I	5	11	22	38
				Air Conditioning (>=20 Ton) - C&I	1	1	2	4
				Circulating Pump - C&I	37	78	156	271
				Ductless Mini-Split Heat Pump - C&I	9	19	38	66
				Ductless Mini-Split A/C - C&I	1	1	3	5
				Furnace Fans - C&I	2	4	8	14
				Heat Pump (<=5.4 Ton) - C&I	1	2	4	7
				Heat Pumps - Wtr & GeoT - C&I	1	2	4	7
				HVAC - Custom C&I	1	1	2	4
				HVAC - Maintenance - C&I	2	4	8	14
				PTAC - C&I	10	21	42	73
				PTHP - C&I	2	4	8	14
				Room Air Conditioner - C&I	6	12	24	42
				Smart Thermostat - C&I	275	400	800	1,475
				Exit Signs	500	750	1,000	2,250
				LED Channel Signage	1,750	2,750	3,500	8,000
				LED Fixture External	3,750	5,750	7,250	16,750
				LED Fixture Internal	600	900	1,100	2,600
				LED Lamps - C&I	3,250	5,500	6,750	15,500
				LED Linear	150,000	200,000	225,000	575,000
				LED Reach in Refrigerator / Freezer Lights	1,200	1,750	2,200	5,150
				Lighting - Custom	1	2	2	6
				Lighting - Other	1	2	2	6

Appendix C, Table C-3: Number of Units								
Sector	Program Type	Program	Sub Program	Measure Name	Participants/Units			
					2021	2022	2023	Total
Commercial and Industrial	Core Utility	Energy Solutions for Business	Prescriptive / Custom	Lighting Controls (Daylight & Occupancy)	6,750	10,000	12,500	29,250
				Lighting Controls (Network)	150	225	275	650
				Linear Fluorescent	2,500	3,500	4,000	10,000
				Linear Lamps - Mnt-C&I	45,000	60,000	60,000	165,000
				High/Low Bays Lamps - Mnt-C&I	2,000	2,375	2,375	6,750
				LED Fixture - Mnt-C&I	3,000	3,750	3,750	10,500
				Street & Area Lighting	-	-	-	-
	Additional Utility		Energy Management	Virtual/Meter Data Commissioning	-	6	18	24
				Retrocommissioning	-	1	10	11
				Building Operation Training	-	4	14	18
				Building Tune Up Large	-	4	12	16
				Building Tune Up Small	-	20	60	80
				Unitary HVAC Maintenance	-	100	250	350
				Strategic Energy Management	1	2	3	6
			Engineered Solutions	ESB - Engineered Solutions - 1	-	2	5	7
				ESB - Engineered Solutions - 2	1	4	7	12
Multifamily	Core Utility	Multifamily	Multifamily	MF - Tenant - DI	1,500	2,000	2,500	6,000
				MF - Tenant - Prescriptive	150	200	250	600
				MF - Tenant - Custom	15	20	25	60
				MF - Common - DI	300	400	500	1,200
				MF - Common - Prescriptive	15	20	25	60
				MF - Common - Custom	1	1	1	3
				MF - Engineered Solutions	3	3	3	9
Other	Additional Utility	Home Optimization & Peak Demand Reduction	Home Optimization & Peak Demand Reduction	Smart Tstat Optimization	-	-	11,000	11,000
				Smart Home Systems	-	-	1	1

Appendix C, Table C-4: Measure Eligibility					
Sector	**Program Type**	**Program**	**Sub Program**	**Measure Name**	**Energy Efficiency Eligibility / Description**
Residential	Core Utility	Efficient Products	Efficient Products	Freezer Recycling	Removal of an existing inefficient unit generally older than 10 years from service prior to end of useful life via recycling.
				Refrigerator Recycling	Removal of an existing inefficient unit generally older than 10 years from service prior to end of useful life via recycling.
				Room Air Conditioner Recycling	This measure involves the removal of an existing inefficient room air conditioner from service prior to end of useful life via recycling.
				Dehumidifier Recycling	This measure involves the removal of an existing inefficient dehumidifier from service prior to end of useful life via recycling.
				Clothes Washer	Purchase and installation of a clothes washer meeting or exceeding ENERGY STAR specifications.
				Refrigerators	Purchase and installation of a new refrigerator meeting or exceeding ENERGY STAR specifications.
				Room Air Conditioner	Purchase and installation of a new room air conditioner meeting or exceeding either ENERGY STAR specifications or CEE Advanced Tier.
				Freezers	Purchase and installation of a freezer meeting or exceeding ENERGY STAR specifications.
				Clothes Dryer	Purchase and installation of a clothes dryer meeting or exceeding ENERGY STAR specifications with moisture sensor or a heat pump type clothes dryer.
				Air Purifier / Cleaner	Purchase and installation of a new air purifier meeting or exceeding ENERGY STAR specifications.
				Dehumidifiers	Purchase and installation of a new dehumidifier meeting or exceeding ENERGY STAR specifications.
				Water Heater - Heat Pump	Purchase and installation of a new Heat Pump water heater or Solar water heater meeting or exceeding ENERGY STAR specifications in place of a standard electric water heater.
				Pool Pump Variable Speed	Purchase and installation of a variable speed swimming pool pump motor to replace a single speed motor.
				Dishwashers	Purchase and installation of a new dishwasher meeting or exceeding ENERGY STAR specifications.
				Water Coolers	Purchase and installation of a new water cooler meeting or exceeding ENERGY STAR specifications.
				Elec Vehicle Chargers - Res	Purchase and installation of a new EV Charger Cord meeting or exceeding ENERGY STAR specifications.
				Monitors	Purchase and installation of a new monitor meeting or exceeding ENERGY STAR specifications.
				Computers	Purchase and installation of a new computer meeting or exceeding ENERGY STAR specifications.
				Imaging	Purchase and installation of a new imaging equipment meeting or exceeding ENERGY STAR specifications.
				Smart Strip Plug Outlets	Purchase and use of a Current-Sensing Master/Controlled Advanced Power Strip (APS) in place of a standard power strip.
				TVs	Purchase and installation of a new television meeting or exceeding ENERGY STAR specifications or 2020 Most Efficient, as applicable.
				Sound Bars	Purchase and installation of a new sound bar meeting or exceeding ENERGY STAR specifications.
				Smart Home	Purchase and installation of connected devices that allows for remote user control.
				LED Lamps (Speciality)	Purchase and installation of ENERGY STAR or DLC rated LED lamps, exempt from EISA.
				LED Lamps	Purchase and installation of an ENERGY STAR LED lamps that are non-exempt from EISA.
				LED Fixtures Internal	Purchase and installation of LED lighting fixture meeting or exceeding ENERGY STAR specifications.
				LED Fixtures External	Purchase and installation of LED lighting fixture meeting or exceeding ENERGY STAR specifications.
				Residential Occupancy Sensors	Purchase and installation of a wall, fixture, or remote-mounted occupancy sensor for interior or common area applications.
				LED Holiday Lights	Purchase and installation of LED holiday lights replacing traditional incandescent holiday lights.
				Ceiling Fans	Purchase and installation of a ceiling fan meeting or exceeding ENERGY STAR specifications with integral LED lamps.
				LED Table/Desk Lamps	Purchase of an ENERGY STAR rated lighting products, including desk, table or floor lamps.
				Air Source Heat Pumps	Purchase and installation of Single Package or Split System central unit w/ SEER ratings > or = 16, 13 EER, HSPF > or =9. Includes variable flow (VRF) systems.
				Central Air Conditioners	Replacement of ducted split central units prior to end of life w/ ENERGY STAR qualifying units w/ SEER ratings > or = 16 or 13 EER. Includes variable refrigerant flow (VRF) systems.
				Ductless Mini-Split Heat Pump	Purchase and installation of a new or replacement ENERGY STAR qualifying unit w/ SEER >= 20, EER >=12.5 or HSPF >= 10.
				Ductless Mini-Split A/C	Purchase and installation of a new or replacement ENERGY STAR qualifying unit w/ SEER >= 20, EER >=12.5.
				PTAC	Purchase and installation of packaged terminal unit exceeding ASHRAE Std. 90.1 – 2013 by 7.5%, as applicable. Includes variable flow (VRF) systems.
				PTHP	Purchase and installation of packaged terminal unit exceeding ASHRAE Std. 90.1 – 2013 by 7.5%, as applicable. Includes variable flow (VRF) systems.
				Heat Pump - Water & Geothermal	Purchase and installation of a Ground Source Heat Pump meeting or exceeding ENERGY STAR specifications.

Appendix C, Table C-4: Measure Eligibility

Sector	Program Type	Program	Sub Program	Measure Name	Energy Efficiency Eligibility / Description
Residential	Core Utility	Efficient Products	Efficient Products	Furnace Fans	Purchase and installation of a high efficiency brushless permanent magnet fan motor (BPM or ECM) to replace a permanent split capacitor (PSC) motor.
				Smart Thermostat	The purchase and installation of a smart thermostat that has earned ENERGY STAR certification.
				HVAC - Custom	Replacement or retrofit of existing HVAC equipment or process changes or enhancements that results in electric energy savings.
				Circulating Pump	Replacement of existing single speed circulation pump or new circulation pump with variable speed motor and/or controls to automatically change pump speed to produce flow rates that match system heating requirements.
				HE Bathroom Fans	Purchase and installation of a new high efficiency bathroom fan that meets or exceeds ENERGY STAR specifications.
				HVAC Quality Install	Implementation of proper sizing techniques which requires Manual J calculations, following of ENERGY STAR HVAC Quality Installation procedures, or similar calculations.
				EE Kits	Energy efficiency kits to encourage customers to adopt energy efficient behaviors to conserve and save energy in their homes.
		Existing Homes	Home Performance with Energy Star	Home Performance with Energy Star	In-Home Audit w/ direct install measures. Also provides incentive for comprehensive measures including but not limited to: Windows, Duct Sealing, and Wall & Attic Insulation, Smart Thermostats etc.
	Additional Utility		Quick Home Energy Check-up	Quick Home Energy Checkup (QHEC)	In-Home Audit w/ direct install measures. Eligible to single family home customers.
			Moderate Income Weatherization	MI Weatherization	In-Home Audit w/ direct install measures. Also provides incentive for comprehensive measures including but not limited to: Windows, Duct Sealing, and Wall & Attic Insulation, etc.
		Home Energy Education and Management	Behavioral	Behavioral FY22	Reports containing energy usage comparisons, recommendations and education emphasizing key points, general conservation tips and information on tools and resources supporting implementation of measures and efficiencies behaviors that reduces consumption of energy and demand.
				Behavioral FY23	
				On-Line Audit	Online Audit process including recommendations and education emphasizing key points, general conservation tips and information on tools and resources supporting implementation of measures and efficiency behaviors that reduces consumption of energy and demand.
Commercial and Industrial	Core Utility	Direct Install	Direct Install	Audits w DI - CI - Tier 1	Provides an audit with the installation of standard energy efficiency measures and a expedited simple solution for small business sector customers.
				Audits w DI - CI - Tier 2	Provides an audit with the installation of standard energy efficiency measures and a expedited simple solution for small business sector customers.
		Energy Solutions for Business	Prescriptive / Custom	Auto Milker Takeoff	Purchase and installation of a new automatic milker takeoffs to replace pre-existing manual takeoffs on dairy milking vacuum pump systems.
				Custom - Agricultural	Replacement or retrofit of existing agricultural growing/harvesting type equipment or process changes or enhancements that results in electric energy savings. Grow house/indoor agriculture process also qualify under this measure.
				Dairy Refrigeration Tune-Up	Tune up of refrigeration systems for agriculture applications.
				Dairy Scroll Compressor	Purchase and installation of a new or replacement of existing reciprocating compressor with a scroll compressor.
				Dairy Vac Pump VSD Controls	Purchase and installation of VFD and controls on dairy vacuum pumps, or the purchase of dairy vacuum pumps with variable speed capability. Pre-existing pumps with VSD's are not eligible for this measure.
				Engine Block Heater Timer	Purchase and installation of an engine block heater timer.
				HE Ventilation Fans	Purchase and installation of a new or replacement of standard efficiency ventilation fans with high efficiency ventilation fans.
				Heat Reclaimers	Purchase and installation of heat reclaim units on dairy parlor milk refrigeration systems. Addition of heat reclaimer on new milk refrigeration system also qualifies under this measure.
				High Volume Low Speed Fans	Purchase and installation of new or replacement of conventional circulating fans with High Volume Low Speed (HVLS) fans. HVLS fans are a minimum of 16 feet long in diameter and move more cubic feet of air per watt than conventional circulating fans.
				Livestock Waterer	Purchase and installation of an energy efficient livestock waterer that is thermostatically controlled and has a minimum of two inches of factory-installed insulation.
				Low Pressure Irrigation	Purchase and Installation of Low Pressure Irrigation System.
				Process Lighting - Agricultural	Purchase and installation of new or replacement of lighting equipment to a higher efficiency than existing or designed for agriculture grow processes.
				Clothes Dryer - C&I	Purchase and installation of an ENERGY STAR rated clothes dryer.
				Clothes Washer- C&I	Purchase and installation of a clothes washer meeting ENERGY STAR.
				Dehumidifier - C&I	Purchase and installation of a new dehumidifier meeting ENERGY STAR.
				Elec Vehicle Chargers - C&I	Purchase and installation of ENERGY STAR rated EV Charger Cord.
				Freezer - C&I	Purchase and installation of a new ENERGY STAR rated freezer.
				Pre-Rinse Sprayers	Replacement of existing sprayer with new unit that use 1.6 GPM or less, on/off squeeze lever, and cleaning of performance of at least 26 seconds. Electric water heating only.
				Refrigerators - C&I	Purchase and installation of a new ENERGY STAR refrigerator.
				Water Cooler C&I	Purchase and installation of an ENERGY STAR water cooler.
				Water Heater - Heat Pump - C&I	Purchase and installation of a Heat Pump domestic water heater in place of a standard electric water heater, EF>2.0.
				Dehumidifier Recycling - C&I	Removal of an existing inefficient dehumidifier from service prior to end of useful life via recycling.
				Freezer Recycling - C&I	Removal of an existing inefficient unit generally older than 10 years from service prior to end of useful life via recycling.
				Refrigerator Recycling - C&I	Removal of an existing inefficient unit generally older than 10 years from service prior to end of useful life via recycling.

Appendix C, Table C-4: Measure Eligibility					
Sector	Program Type	Program	Sub Program	Measure Name	Energy Efficiency Eligibility / Description
Commercial and Industrial	Core Utility	Energy Solutions for Business	Prescriptive / Custom	Room Air Conditioner Recycling - C&I	Removal of an existing inefficient room air conditioner from service prior to end of useful life via recycling.
				Advanced Pwr Strips- C&I	Purchase and use of a Current-Sensing Master/Controlled Advanced Power Strip (APS) in place of a standard power strip.
				Computers - C&I	Purchase and installation of a new computer meeting ENERGY STAR.
				Imaging - C&I	Purchase and installation of a new imaging equipment meeting ENERGY STAR.
				Monitors - C&I	Purchase and installation of a new monitor meeting ENERGY STAR.
				Small Network	The purchase and installation of network level software that controls desktop computers and monitors power settings with the network. Software must be capable of measuring and managing power consumption of each deskstop computer and monitor. Laptops are eligible but savings assume workstation includes desktop monitor, laptop computer with laptop screen in use.
				Uninterruptible Power Supply (UPS)	Replacement or new installation of a UPS (less than 12 kW) that exceeds the minimum average efficiency standard as determined by Table 1 of the Energy Star UPS standard. Table 2 of the standard shall be used in calculating the loading of the UPS.
				Custom - Compressed Air	Purchase and installation of new or replacement or retrofit of existing air compressor systems, including but no limited to: new compressors, air dryers, or increased storage capacity. Other efficiency measures such as: leak repair, controls, high efficiency nozzles, piping enhancements, and no loss drains are also eligible. Retrofit of compressor with a VFD is also eligible.
				Custom - HVAC/Chlrs/Cntrls	Purchase and installation of HVAC controls/controllers that optimizes ventilation and economization control schemes of a building's HVAC system based on occupancy or sensor level inputs.
				Custom - Process Improvement	Replacement or retrofit of existing equipment, process changes or process enhancements that results in more energy efficient usage or electric energy.
				Custom - Refrigeration	Purchase and installation of new or retrofit of refrigeration measures on commercial walk-in refrigerators and coolers, including, but not limited to: high efficiency fan motors, evaporator fan controllers, floating head pressure controls, evaporator coil defrost controls and variable speed compressor motors.
				Custom - Equipment/Servers	Purchase and installation of more efficient data center equipment (servers, UPS, HVAC, etc.) the optimization optimization of those systems to decrease energy usage. The measure is for retrofit applications.
				Custom - Motors - Three Phase	Purchase and installation of a new premium efficiency motor as a direct replacement or early replacement
				Custom - VFDs < 10HP	Purchase and installation of a new VFD for an existing motor (less than 10 hp) driving fans, pumps and other suitable applications. VFD retrofits are not eligible.
				Custom - VFDs > 10 HP	Purchase and installation of a new VFD for an existing motor (greater than 10 hp) driving fans, pumps and other suitable applications. VFD retrofits are not eligible.
				Custom - Audit & Education	Comprehensive Energy Audit for commercial/industrial facilities or manufacturing processes recommending installation of efficient equipment, building shell/envelop improvements, manufacturing process changes, building operating changes, or other energy efficiency improvements. Audit must meet minimum audit requirements for buildings or for process equipment.
				Custom - Bldg Improvements	Retrofit of existing building shell, electrical & electric mechanical retrofits to greater efficiency components and processes, including but not limited to: wall and ceiling insulation, windows, reduction of conditioned CF w/ SF of floor space remaining the same, reduction in window size w/ improved R value, installation of building energy management systems.
				Anti Sweat Heater Controls	Purchase and installation of door heater controls on commercial glass door coolers for refrigerators, coolers or freezers utilizing either ON/OFF or micro pulse controls in place of no controls.
				Beverage Vending Machine - Controls	Retrofit controls for a non ENERGY STAR rated vending machine.
				Beverage Vending Machine - Energy Star	The purchase and installation of an ENERGY STAR certified beverage vending machine.
				Coffee Brewers	Replacement or new installation of an Energy Star Type II small, medium or large coffee brewer.
				Combination Oven	Replacement or new installation of ENERGY STAR qualified electric units.
				Convection Oven	Replacement or new installation of ENERGY STAR qualified electric units.
				Dishwasher - C&I	Replacement or new installation of ENERGY STAR qualified stationary or conveyor type commercial dishwasher.
				ECM Evap Fan Motor	Purchase and installation of a ECM motor to replace a permanent split capacitor or shaded pole motor in a commercial refrigeration unit.
				Evap Fan Controls	Purchase and installation of ON/OFF controls or multispeed controls for an uncontrolled ECM or permanent split capacitor or shaded pole motor in a commercial refrigeration unit.
				Refrigerators - Reach In	Purchase and installation of a new high efficiency packaged commercial refrigerator meeting ENERGY STAR.
				Freezers - Reach In	Purchase and installation of a new high efficiency packaged commercial freezer meeting ENERGY STAR.
				Fryers	Replacement or new installation of ENERGY STAR qualified electric units.
				Griddles	Replacement or new installation of Energy Star qualified electric units.
				Hot Food Holding Cabinet	Replacement or new installation of full, three quarter and half sized ENERGY STAR qualified units with idle energy rate of 0.04 kW/CF.
				Ice Machines	Purchase and installation of new ENERGY STAR qualified ice machine.
				Induction Warmer/Rethermalizer Well	Replacement or new installation of a energy efficient Rethermalizer & Food Warmers.
				Refrigerated Case Cover	Installation of refrigerated case covers.
				Steam Cookers	Replacement or new installation of ENERGY STAR electric commercial steam cooker.
				Strip Curtains	Replacement or new installation of polyethylene strip curtains on walk in freezers and coolers covering the entire door fame. Eligible units must be open a least 2.5 hrs./day.
				Air Conditioning (>5.4 < 20 Ton) - C&I	Installation of Single Package or Split System central unit exceeding ASHRAE Std. 90.1 – 2013 by 5%, as applicable. Includes variable flow (VRF) systems.
				Air Conditioning (<=5.4 Ton) - C&I	Replacement of ducted split central units prior to end of life w/ ENERGY STAR qualifying units w/ SEER ratings > or = 16 or 13 EER. Includes variable refrigerant flow (VRF) systems.
				Air Conditioning (>=20 Ton) - C&I	Installation of Single Package or Split System central unit exceeding ASHRAE Std. 90.1 – 2013 by 5%, as applicable. Includes variable flow (VRF) systems.
				Circulating Pump - C&I	Replacement of existing circulation pump with permanent split capacitor motor or installation of a new circulation pump < 1HP with a variable speed motor (ECM) and/or controls to automatically change pump speed to produce flow rates that match system heating requirements.

Appendix C, Table C-4: Measure Eligibility					
Sector	**Program Type**	**Program**	**Sub Program**	**Measure Name**	**Energy Efficiency Eligibility / Description**
Commercial and Industrial	Core Utility	Energy Solutions for Business	Prescriptive / Custom	Ductless Mini-Split Heat Pump - C&I	Purchase and installation of a new or replacement ENERGY STAR qualifying unit w/ SEER >= 20, EER >=12 or HSPF >= 10.
				Ductless Mini-Split A/C - C&I	Purchase and installation of a new or replacement ENERGY STAR qualifying unit w/ SEER >= 20, EER >=12.5.
				Furnace Fans - C&I	Purchase and installation of a high efficiency brushless permanent magnet fan motor (BPM or ECM) to replace a permanent split capacitor (PSC) motor.
				Heat Pump (<=5.4 Ton) - C&I	Installation of Single Package or Split System central unit w/ SEER ratings > or = 16, 13 EER, HSPF > or =9. Includes variable flow (VRF) systems.
				Heat Pumps - Wtr & GeoT - C&I	Purchase and installation of Energy Star qualified Water or Ground Source Heat Pump exceeding ASHRAE Std. 90.1 – 2013, as applicable.
				HVAC - Custom C&I	Purchase and installation of HVAC controls/controllers that optimizes ventilation and economization control schemes of a building's HVAC system based on occupancy or sensor level inputs.
				HVAC - Maintenance - C&I	Provides for tune-up of commercial HVAC unit.
				PTAC - C&I	Installation of packaged terminal unit exceeding ASHRAE Std. 90.1 – 2013 by 7.5%, as applicable. Includes variable flow (VRF) systems.
				PTHP - C&I	Installation of packaged terminal unit exceeding ASHRAE Std. 90.1 – 2013 by 7.5%, as applicable. Includes variable flow (VRF) systems.
				Room Air Conditioner - C&I	Purchase and installation of new unit meeting ENERGY STAR standard.
				Smart Thermostat - C&I	The purchase and installation of a smart thermostat that has earned ENERGY STAR certification.
				Exit Signs	Replacement of incandescent or fluorescent exit signs w/ LED type exit sign.
				LED Channel Signage	Replacement, retrofit or new installation of channel letter signs w/ LED technology. Must meet ENERGY STAR or DLC, as applicable.
				LED Fixture External	Replacement or new installation of a lighting fixture wired for exclusive use with LED lamps installed in an exterior setting. Must meet ENERGY STAR or DLC, as applicable.
				LED Fixture Internal	Replacement or new installation of a lighting fixture wired for exclusive use with LED lamps installed in an interior setting. Must meet ENERGY STAR or DLC, as applicable.
				LED Lamps - C&I	Purchase and installation of an ENERGY STAR LED lamps, including A-Line and specialty lamps.
				LED Linear	Replacement or new installation of linear LED lighting equipment to a higher efficiency than existing or designed. Must meet ENERGY STAR or DLC, as applicable.
				LED Reach in Refrigerator / Freezer Lights	Purchase and installation of LED luminaries in vertical and horizontal refrigerated display cases replacing linear fluorescent lamp technology. Must meet ENERGY STAR or DLC, as applicable.
				Lighting - Custom	Replacement or new installation of lighting to a higher efficiency than existing or designed lighting equipment. Specialty lighting applications may be eligible, but will require approval by the Company.
				Lighting - Other	Replacement or new installation of lighting to a higher efficiency than existing or designed lighting equipment. Must meet ENERGY STAR or DLC, as applicable.
				Lighting Controls (Daylight & Occupancy)	New installation of non-networked lighting controls including, but not limited to: daylight On/Off, dimming, occupancy sensors (wall plate, remote & fixture mounted), time clocks and switching controls.
				Lighting Controls (Network)	New installation of a networked lighting control system by applying, but not limited to: occupancy sensors, photo sensors, and dimming controls where the system must dim or turn off individual fixtures based on local occupancy and/or light levels. The control system must include luminaire-level lighting control (LLLC) that can switch lights on and off based on occupancy and is capable of full-range dimming based on local light levels.
				Linear Fluorescent	Replacement of existing T8 lamps with high performance T8 lamps to a higher efficiency than existing or designed.
				Linear Lamps - Mnt-C&I	Midstream delivery of maintenance replacement lamps and fixtures. Must meet ENERGY STAR or DLC, as applicable.
				High/Low Bays Lamps - Mnt-C&I	Midstream delivery of maintenance replacement lamps and fixtures. Must meet ENERGY STAR or DLC, as applicable.
				LED Fixture - Mnt-C&I	Midstream delivery of maintenance replacement lamps and fixtures. Must meet ENERGY STAR or DLC, as applicable.
				Street & Area Lighting	Replacement or new installation of Street and Area lighting equipment to a greater efficiency than existing or designed. Must meet Energy Star or DLC, as applicable.
	Additional Utility		Energy Management	Virtual/Meter Data Commissioning	Assessment of energy usage using meter data and analytics, engineering and building modeling to determine energy saving strategies for the upgrade and/or replacement of building systems including, but not limited to: lighting, HVAC, refrigeration, compressed air and other operational energy savings. Additionally, the measure will utilize pre and post enrollment meter usage data to further evaluate building energy savings.
				Retrocommissioning	Adjusting electrical, electro-mechanical, mechanical and control system set points to improve system performance to existing building conditions and use, including the implementation of energy savings measures identified through facility audit or building operations training.
				Building Operation Training	Obtain Building Operations Certification (BOC) by attending a certified training program or other training programs as related to the efficient design, operations and maintenance of buildings.
				Building Tune Up Large	Portfolio of measures and services that focus on the adjustment, maintenance and improvement of building systems to achieve maximum operating efficiency, including the installation of energy efficiency measures.
				Building Tune Up Small	Portfolio of measures and services that focus on the adjustment, maintenance and improvement of building systems to achieve maximum operating efficiency, including the installation of energy efficiency measures.
				Unitary HVAC Maintenance	Provides for tune-up of commercial HVAC unit.
				Strategic Energy Management	Management and optimization of energy consumption for C&I customers through long term management of major energy using systems.
			Engineered Solutions	ESB - Engineered Solutions - 1	Provides tailored energy-efficiency assistance using customized energy solutions to public service entities, such as municipalities, universities, schools, hospitals ("MUSH"), and non-profit entities. Energy efficiency improvements that are eligible include, but not limited to: lighting, HVAC, motors and drives, refrigeration, appliances, etc.
				ESB - Engineered Solutions - 2	Provides tailored energy-efficiency assistance using customized energy solutions to public service entities, such as municipalities, universities, schools, hospitals ("MUSH"), and non-profit entities. Energy efficiency improvements that are eligible include, but not limited to: lighting, HVAC, motors and drives, refrigeration, appliances, etc.

Appendix C, Table C-4: Measure Eligibility					
Sector	**Program Type**	**Program**	**Sub Program**	**Measure Name**	**Energy Efficiency Eligibility / Description**
Multifamily	Core Utility	Multifamily	Multifamily	MF - Tenant - DI	Multi-Family Tenant Space Audit w/ direct install measures. Smart Thermostats eligible for a prescriptive incentive.
				MF - Tenant - Prescriptive	Removal with recycle of inefficient appliances and/or the purchase and installation of ENERGY STAR rated appliances or equipment.
				MF - Tenant - Custom	Retrofit of existing building shell, electrical & electric mechanical retrofits to greater efficiency components and processes, including but not limited to wall and ceiling insulation, windows, reduction of conditioned CF w/ SF of floor space remaining the same, reduction in window size w/ improved R value, installation of building energy management systems.
				MF - Common - DI	Multi-Family Common Space Audit w/ direct install measures. Smart Thermostats eligible for a prescriptive incentive.
				MF - Common - Prescriptive	Removal with recycle of inefficient appliances and/or the purchase and installation of ENERGY STAR rated appliances or equipment.
				MF - Common - Custom	Retrofit of existing building shell, electrical & electric mechanical retrofits to greater efficiency components and processes, including but not limited to wall and ceiling insulation, windows, reduction of conditioned CF w/ SF of floor space remaining the same, reduction in window size w/ improved R value, installation of building energy management systems.
				MF - Engineered Solutions	Provides tailored energy-efficiency assistance using customized energy solutions to multi-family buildings. Energy efficiency improvements that are eligible include, but not limited to: lighting, HVAC, motors and drives, refrigeration, appliances, etc.
Other	Additional Utility	Home Optimization & Peak Demand Reduction	Home Optimization & Peak Demand Reduction	Smart Tstat Optimization	The control of a Smart Thermostat by using additional energy management strategies, which can include, but not limited to: external temperature/humidity adjustments, occupancy patters, behavioral and remote energy management.
				Smart Home Systems	The control of a home end use devices by applying Smart Home Energy Management System (SHEMS) technology.

Appendix D, Table D-1: Projected Participants and Energy Savings				
Total Portfolio[2]	**2021**	**2022**	**2023**	**Total**
Estimated Participants	1,391,091	1,580,036	1,632,521	4,603,648
Projected Net Annual Natural Gas Savings (therms)	(671,620)	(75,066)	969,276	222,590
Projected Net Lifetime Natural Gas Savings (therms)	(11,469,049)	(3,944,257)	3,740,470	(11,672,836)
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	(156,892)	(222,494)	(222,139)	(601,525)
Projected Net Annual Electric Savings[1] (kWh)	112,888,218	164,721,803	204,151,890	481,761,911
Projected Net Lifetime Electric Savings[1] (kWh)	1,582,519,618	2,115,074,755	2,448,399,890	6,145,994,263
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	16,345,309	23,110,789	27,140,866	66,596,964
Projected Net Annual Peak Demand Savings[1] (kW)	14,989	25,872	47,356	88,217
Projected Net Lifetime Peak Demand Savings[1] (kW)	203,396	318,304	402,930	924,630

[1] Values are Retail Net Electricity Savings. To reflect actual realized system-wide savings at the wholesale/generator level, line loss savings would need to be added to the retail net electricity savings.

[2] Projections include participation of small commercial customers.

Appendix D, Table D-2: Projected Participants and Energy Savings				
Total Residential	**2021**	**2022**	**2023**	**Total**
Estimated Participants	1,165,738	1,275,207	1,281,465	3,722,410
Projected Net Annual Natural Gas Savings (therms)	(439,081)	32,287	249,741	(157,053)
Projected Net Lifetime Natural Gas Savings (therms)	(8,006,172)	(2,369,862)	889,640	(9,486,394)
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	(156,892)	(222,494)	(222,139)	(601,525)
Projected Net Annual Electric Savings[1] (kWh)	68,456,009	84,756,312	95,234,750	248,447,071
Projected Net Lifetime Electric Savings[1] (kWh)	977,829,427	1,012,157,660	1,004,458,841	2,994,445,927
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	16,345,309	23,110,789	27,140,866	66,596,964
Projected Net Annual Peak Demand Savings[1] (kW)	6,006	9,756	12,890	28,652
Projected Net Lifetime Peak Demand Savings[1] (kW)	83,803	100,066	106,691	290,560

Appendix D, Table D-3: Projected Participants and Energy Savings				
Total Residential Core	**2021**	**2022**	**2023**	**Total**
Estimated Participants	1,162,288	1,130,607	1,134,455	3,427,350
Projected Net Annual Natural Gas Savings (therms)	(544,924)	(144,116)	(19,183)	(708,222)
Projected Net Lifetime Natural Gas Savings (therms)	(9,593,805)	(5,015,916)	(3,144,210)	(17,753,931)
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	(156,892)	(222,494)	(222,139)	(601,525)
Projected Net Annual Electric Savings[1] (kWh)	67,164,734	68,727,412	66,977,400	202,869,546
Projected Net Lifetime Electric Savings[1] (kWh)	961,313,152	970,753,760	936,742,491	2,868,809,402
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	16,345,309	23,110,789	23,540,866	62,996,964
Projected Net Annual Peak Demand Savings[1] (kW)	5,794	6,626	6,801	19,221
Projected Net Lifetime Peak Demand Savings[1] (kW)	81,072	92,736	94,125	267,933

Appendix D, Table D-4: Projected Participants and Energy Savings				
Total Residential Additional Utility	**2021**	**2022**	**2023**	**Total**
Estimated Participants	3,450	144,600	147,010	295,060
Projected Net Annual Natural Gas Savings (therms)	105,842	176,404	268,923	551,169
Projected Net Lifetime Natural Gas Savings (therms)	1,587,633	2,646,054	4,033,850	8,267,537
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	-	-	-	-
Projected Net Annual Electric Savings[1] (kWh)	1,291,275	16,028,900	28,257,350	45,577,525
Projected Net Lifetime Electric Savings[1] (kWh)	16,516,275	41,403,900	67,716,350	125,636,525
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	-	-	3,600,000	3,600,000
Projected Net Annual Peak Demand Savings[1] (kW)	211	3,130	6,090	9,430
Projected Net Lifetime Peak Demand Savings[1] (kW)	2,731	7,330	12,566	22,627

[1] Values are Retail Net Electricity Savings. To reflect actual realized system-wide savings at the wholesale/generator level, line loss savings would need to be added to the retail net electricity savings.

Appendix D, Table D-5: Projected Participants and Energy Savings				
Total Commerical & Industrial[2]	2021	2022	2023	Total
Estimated Participants	223,369	302,185	336,750	862,305
Projected Net Annual Natural Gas Savings (therms)	(272,498)	(154,933)	95,095	(332,336)
Projected Net Lifetime Natural Gas Savings (therms)	(4,061,951)	(2,287,662)	1,453,965	(4,895,648)
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	-	-	-	-
Projected Net Annual Electric Savings[1] (kWh)	43,321,863	78,574,702	104,507,334	226,403,899
Projected Net Lifetime Electric Savings[1] (kWh)	588,415,249	1,082,562,263	1,416,766,828	3,087,744,339
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	-	-	-	-
Projected Net Annual Peak Demand Savings[1] (kW)	8,861	15,963	21,083	45,908
Projected Net Lifetime Peak Demand Savings[1] (kW)	117,785	215,982	280,333	614,100

Appendix D, Table D-6: Projected Participants and Energy Savings				
Total Commercial & Industrial Core[2]	2021	2022	2023	Total
Estimated Participants	223,367	302,042	336,371	861,781
Projected Net Annual Natural Gas Savings (therms)	(293,443)	(363,620)	(363,788)	(1,020,850)
Projected Net Lifetime Natural Gas Savings (therms)	(4,376,123)	(5,417,962)	(5,429,269)	(15,223,355)
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	-	-	-	-
Projected Net Annual Electric Savings[1] (kWh)	43,046,863	73,197,844	87,836,488	204,081,195
Projected Net Lifetime Electric Savings[1] (kWh)	584,290,249	1,007,024,740	1,201,448,552	2,792,763,541
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	-	-	-	-
Projected Net Annual Peak Demand Savings[1] (kW)	8,836	14,989	17,749	41,574
Projected Net Lifetime Peak Demand Savings[1] (kW)	117,399	202,470	237,880	557,749

Appendix D, Table D-7: Projected Participants and Energy Savings				
Total Commercial & Industrial Additional Utility[2]	2021	2022	2023	Total
Estimated Participants	2	143	379	524
Projected Net Annual Natural Gas Savings (therms)	20,945	208,687	458,882	688,514
Projected Net Lifetime Natural Gas Savings (therms)	314,172	3,130,301	6,883,234	10,327,707
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	-	-	-	-
Projected Net Annual Electric Savings[1] (kWh)	275,000	5,376,858	16,670,846	22,322,705
Projected Net Lifetime Electric Savings[1] (kWh)	4,125,000	75,537,523	215,318,275	294,980,798
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	-	-	-	-
Projected Net Annual Peak Demand Savings[1] (kW)	26	974	3,334	4,334
Projected Net Lifetime Peak Demand Savings[1] (kW)	386	13,512	42,453	56,352

[1] Values are Retail Net Electricity Savings. To reflect actual realized system-wide savings at the wholesale/generator level, line loss savings would need to be added to the retail net electricity savings.

[2] Projections include participation of small commercial customers.

Appendix D, Table D-8: Projected Participants and Energy Savings				
Total Multifamily[2]	**2021**	**2022**	**2023**	**Total**
Estimated Participants	1,984	2,644	3,304	7,932
Projected Net Annual Natural Gas Savings (therms)	39,959	47,579	55,199	142,737
Projected Net Lifetime Natural Gas Savings (therms)	599,075	713,266	827,458	2,139,798
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	-	-	-	-
Projected Net Annual Electric Savings[1] (kWh)	1,110,346	1,390,789	1,671,231	4,172,366
Projected Net Lifetime Electric Savings[1] (kWh)	16,274,943	20,354,832	24,434,722	61,064,497
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	-	-	-	-
Projected Net Annual Peak Demand Savings[1] (kW)	122	153	183	458
Projected Net Lifetime Peak Demand Savings[1] (kW)	1,808	2,257	2,706	6,770

Appendix D, Table D-9: Projected Participants and Energy Savings				
Total Other	**2021**	**2022**	**2023**	**Total**
Estimated Participants	-	-	11,001	11,001
Projected Net Annual Natural Gas Savings (therms)	-	-	569,242	569,242
Projected Net Lifetime Natural Gas Savings (therms)	-	-	569,407	569,407
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	-	-	-	-
Projected Net Annual Electric Savings[1] (kWh)	-	-	2,738,574	2,738,574
Projected Net Lifetime Electric Savings[1] (kWh)	-	-	2,739,500	2,739,500
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	-	-	-	-
Projected Net Annual Peak Demand Savings[1] (kW)	-	-	13,200	13,200
Projected Net Lifetime Peak Demand Savings[1] (kW)	-	-	13,200	13,200

[1] Values are Retail Net Electricity Savings. To reflect actual realized system-wide savings at the wholesale/generator level, line loss savings would need to be added to the retail net electricity savings.

[2] Projections include participation of small commercial customers.

Appendix D, Table D-10: Projected Participants and Energy Savings				
Efficient Products - Efficient Products	2021	2022	2023	Total
Estimated Participants	1,161,788	1,129,607	1,133,195	3,424,590
Projected Net Annual Natural Gas Savings (therms)	(683,128)	(420,526)	(367,459)	(1,471,113)
Projected Net Lifetime Natural Gas Savings (therms)	(11,666,877)	(9,162,059)	(8,368,351)	(29,197,287)
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	(156,892)	(222,494)	(222,139)	(601,525)
Projected Net Annual Electric Savings[1] (kWh)	66,477,468	67,352,881	65,245,491	199,075,840
Projected Net Lifetime Electric Savings[1] (kWh)	951,004,166	950,135,789	910,763,848	2,811,903,803
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	16,345,309	23,110,789	23,540,866	62,996,964
Projected Net Annual Peak Demand Savings[1] (kW)	5,575	6,188	6,249	18,013
Projected Net Lifetime Peak Demand Savings[1] (kW)	77,788	86,168	85,850	249,807

Appendix D, Table D-11: Projected Participants and Energy Savings				
Existing Homes - Home Performance with ENERGY STAR	2021	2022	2023	Total
Estimated Participants	500	1,000	1,260	2,760
Projected Net Annual Natural Gas Savings (therms)	138,205	276,410	348,276	762,890
Projected Net Lifetime Natural Gas Savings (therms)	2,073,072	4,146,143	5,224,141	11,443,356
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	-	-	-	-
Projected Net Annual Electric Savings[1] (kWh)	687,266	1,374,531	1,731,910	3,793,707
Projected Net Lifetime Electric Savings[1] (kWh)	10,308,985	20,617,971	25,978,643	56,905,599
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	-	-	-	-
Projected Net Annual Peak Demand Savings[1] (kW)	219	438	552	1,208
Projected Net Lifetime Peak Demand Savings[1] (kW)	3,284	6,568	8,275	18,126

Appendix D, Table D-12: Projected Participants and Energy Savings				
Home Energy Education & Management - Behavioral	2021	2022	2023	Total
Estimated Participants	1,650	141,600	142,300	285,550
Projected Net Annual Natural Gas Savings (therms)	-	-	-	-
Projected Net Lifetime Natural Gas Savings (therms)	-	-	-	-
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	-	-	-	-
Projected Net Annual Electric Savings[1] (kWh)	203,775	14,216,400	25,438,850	39,859,025
Projected Net Lifetime Electric Savings[1] (kWh)	203,775	14,216,400	25,438,850	39,859,025
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	-	-	3,600,000	3,600,000
Projected Net Annual Peak Demand Savings[1] (kW)	31	2,830	5,627	8,488
Projected Net Lifetime Peak Demand Savings[1] (kW)	31	2,830	5,627	8,488

[1] Values are Retail Net Electricity Savings. To reflect actual realized system-wide savings at the wholesale/generator level, line loss savings would need to be added to the retail net electricity savings.

Appendix D, Table D-13: Projected Participants and Energy Savings				
Existing Homes - Quick Home Energy Check-up (QHEC)	2021	2022	2023	Total
Estimated Participants	1,500	2,500	3,960	7,960
Projected Net Annual Natural Gas Savings (therms)	30,842	51,404	81,423	163,669
Projected Net Lifetime Natural Gas Savings (therms)	462,633	771,054	1,221,350	2,455,037
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	-	-	-	-
Projected Net Annual Electric Savings[1] (kWh)	712,500	1,187,500	1,881,000	3,781,000
Projected Net Lifetime Electric Savings[1] (kWh)	10,687,500	17,812,500	28,215,000	56,715,000
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	-	-	-	-
Projected Net Annual Peak Demand Savings[1] (kW)	90	150	238	478
Projected Net Lifetime Peak Demand Savings[1] (kW)	1,350	2,250	3,564	7,164

Appendix D, Table D-14: Projected Participants and Energy Savings				
Existing Homes - Moderate Income Weatherization	2021	2022	2023	Total
Estimated Participants	300	500	750	1,550
Projected Net Annual Natural Gas Savings (therms)	75,000	125,000	187,500	387,500
Projected Net Lifetime Natural Gas Savings (therms)	1,125,000	1,875,000	2,812,500	5,812,500
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	-	-	-	-
Projected Net Annual Electric Savings[1] (kWh)	375,000	625,000	937,500	1,937,500
Projected Net Lifetime Electric Savings[1] (kWh)	5,625,000	9,375,000	14,062,500	29,062,500
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	-	-	-	-
Projected Net Annual Peak Demand Savings[1] (kW)	90	150	225	465
Projected Net Lifetime Peak Demand Savings[1] (kW)	1,350	2,250	3,375	6,975

[1] Values are Retail Net Electricity Savings. To reflect actual realized system-wide savings at the wholesale/generator level, line loss savings would need to be added to the retail net electricity savings.

Appendix D, Table D-15: Projected Participants and Energy Savings				
Direct Install - Direct Install[2]	2021	2022	2023	Total
Estimated Participants	120	550	600	1,270
Projected Net Annual Natural Gas Savings (therms)	-	-	-	-
Projected Net Lifetime Natural Gas Savings (therms)	-	-	-	-
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	-	-	-	-
Projected Net Annual Electric Savings[1] (kWh)	4,064,438	18,289,969	20,322,188	42,676,595
Projected Net Lifetime Electric Savings[1] (kWh)	60,966,565	274,349,542	304,832,825	640,148,932
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	-	-	-	-
Projected Net Annual Peak Demand Savings[1] (kW)	851	3,829	4,255	8,935
Projected Net Lifetime Peak Demand Savings[1] (kW)	12,764	57,439	63,821	134,024

Appendix D, Table D-16: Projected Participants and Energy Savings				
Energy Solutions for Business - Prescriptive / Custom[2]	2021	2022	2023	Total
Estimated Participants	223,247	301,492	335,771	860,511
Projected Net Annual Natural Gas Savings (therms)	(293,443)	(363,620)	(363,788)	(1,020,850)
Projected Net Lifetime Natural Gas Savings (therms)	(4,376,123)	(5,417,962)	(5,429,269)	(15,223,355)
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	-	-	-	-
Projected Net Annual Electric Savings[1] (kWh)	38,982,425	54,907,874	67,514,300	161,404,599
Projected Net Lifetime Electric Savings[1] (kWh)	523,323,684	732,675,198	896,615,728	2,152,614,609
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	-	-	-	-
Projected Net Annual Peak Demand Savings[1] (kW)	7,985	11,160	13,494	32,639
Projected Net Lifetime Peak Demand Savings[1] (kW)	104,635	145,031	174,059	423,725

Appendix D, Table D-17: Projected Participants and Energy Savings				
Energy Solutions for Business - Energy Management	2021	2022	2023	Total
Estimated Participants	1	137	367	505
Projected Net Annual Natural Gas Savings (therms)	-	-	-	-
Projected Net Lifetime Natural Gas Savings (therms)	-	-	-	-
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	-	-	-	-
Projected Net Annual Electric Savings[1] (kWh)	-	2,636,858	10,645,846	13,282,705
Projected Net Lifetime Electric Savings[1] (kWh)	-	34,437,523	124,943,275	159,380,798
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	-	-	-	-
Projected Net Annual Peak Demand Savings[1] (kW)	-	736	2,818	3,554
Projected Net Lifetime Peak Demand Savings[1] (kW)	-	9,949	34,704	44,653

[1] Values are Retail Net Electricity Savings. To reflect actual realized system-wide savings at the wholesale/generator level, line loss savings would need to be added to the retail net electricity savings.

[2] Projections include participation of small commercial customers.

Appendix D, Table D-18: Projected Participants and Energy Savings				
Energy Solutions for Business - Engineered Solutions	2021	2022	2023	Total
Estimated Participants	1	6	12	19
Projected Net Annual Natural Gas Savings (therms)	20,945	208,687	458,882	688,514
Projected Net Lifetime Natural Gas Savings (therms)	314,172	3,130,301	6,883,234	10,327,707
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	-	-	-	-
Projected Net Annual Electric Savings[1] (kWh)	275,000	2,740,000	6,025,000	9,040,000
Projected Net Lifetime Electric Savings[1] (kWh)	4,125,000	41,100,000	90,375,000	135,600,000
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	-	-	-	-
Projected Net Annual Peak Demand Savings[1] (kW)	26	238	517	780
Projected Net Lifetime Peak Demand Savings[1] (kW)	386	3,563	7,749	11,699

Appendix D, Table D-19: Projected Participants and Energy Savings				
Multifamily - Multifamily[2]	2021	2022	2023	Total
Estimated Participants	1,984	2,644	3,304	7,932
Projected Net Annual Natural Gas Savings (therms)	39,959	47,579	55,199	142,737
Projected Net Lifetime Natural Gas Savings (therms)	599,075	713,266	827,458	2,139,798
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	-	-	-	-
Projected Net Annual Electric Savings[1] (kWh)	1,110,346	1,390,789	1,671,231	4,172,366
Projected Net Lifetime Electric Savings[1] (kWh)	16,274,943	20,354,832	24,434,722	61,064,497
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	-	-	-	-
Projected Net Annual Peak Demand Savings[1] (kW)	122	153	183	458
Projected Net Lifetime Peak Demand Savings[1] (kW)	1,808	2,257	2,706	6,770

Appendix D, Table D-20: Projected Participants and Energy Savings				
Other - Home Optimization & Peak Demand Reduction	2021	2022	2023	Total
Estimated Participants	-	-	11,001	11,001
Projected Net Annual Natural Gas Savings (therms)	-	-	569,242	569,242
Projected Net Lifetime Natural Gas Savings (therms)	-	-	569,407	569,407
Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms)	-	-	-	-
Projected Net Annual Electric Savings[1] (kWh)	-	-	2,738,574	2,738,574
Projected Net Lifetime Electric Savings[1] (kWh)	-	-	2,739,500	2,739,500
Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers[1] (kWh)	-	-	-	-
Projected Net Annual Peak Demand Savings[1] (kW)	-	-	13,200	13,200
Projected Net Lifetime Peak Demand Savings[1] (kW)	-	-	13,200	13,200

[1] Values are Retail Net Electricity Savings. To reflect actual realized system-wide savings at the wholesale/generator level, line loss savings would need to be added to the retail net electricity savings.

[2] Projections include participation of small commercial customers.

Appendix E, Table E-1: Program Budget by Cost Category						
Total Portfolio	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 4,275,096	$ 3,833,156	$ 3,918,457	$ 12,026,710	$ -	$ 12,026,710
Marketing	$ 1,646,553	$ 1,842,234	$ 1,877,010	$ 5,365,798	$ -	$ 5,365,798
Outside Services	$ 12,430,778	$ 11,550,678	$ 14,244,079	$ 38,225,534	$ -	$ 38,225,534
Incentives- Rebates and Other	$ 22,499,736	$ 41,920,752	$ 54,975,340	$ 119,395,829	$ -	$ 119,395,829
Incentives- Financing [1]	$ 725,090	$ 2,523,728	$ 4,737,636	$ 7,986,454	$ 10,857,390	$ 18,843,844
Inspections and Quality Control	$ 306,969	$ 673,691	$ 897,198	$ 1,877,859	$ -	$ 1,877,859
Evaluation	$ 1,697,814	$ 2,467,596	$ 3,131,374	$ 7,296,784	$ -	$ 7,296,784
Total	**$ 43,582,037**	**$ 64,811,835**	**$ 83,781,095**	**$ 192,174,968**	**$ 10,857,390**	**$ 203,032,357**

[1] The structure and timing of Third-Party Financing Costs may differ from the assumptions on which the budget was based. Third-party financing costs for loans initiated within the initial EE&C Plan cycle may be incurred at the time of the loan's initiation, and some may be incurred over the term of the loan. (Stipulation of Settlement Paragraph 12, BPU Docket Nos. QO19010040 and EO20090620)

Appendix E, Table E-2: Program Budget by Cost Category						
Total Residential	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 2,854,426	$ 2,294,106	$ 2,063,184	$ 7,211,716	$ -	$ 7,211,716
Marketing	$ 1,409,975	$ 1,547,475	$ 1,572,850	$ 4,530,300	$ -	$ 4,530,300
Outside Services	$ 8,176,724	$ 6,836,471	$ 7,350,578	$ 22,363,773	$ -	$ 22,363,773
Incentives- Rebates and Other	$ 11,891,203	$ 19,657,998	$ 23,639,797	$ 55,188,997	$ -	$ 55,188,997
Incentives- Financing [1]	$ 354,400	$ 1,366,699	$ 2,305,891	$ 4,026,990	$ 5,900,584	$ 9,927,575
Inspections and Quality Control	$ 14,563	$ 25,938	$ 37,425	$ 77,925	$ -	$ 77,925
Evaluation	$ 1,004,309	$ 1,252,432	$ 1,429,883	$ 3,686,624	$ -	$ 3,686,624
Total	**$ 25,705,599**	**$ 32,981,118**	**$ 38,399,608**	**$ 97,086,326**	**$ 5,900,584**	**$ 102,986,910**

Appendix E, Table E-3: Program Budget by Cost Category						
Total Residential Core	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 2,262,142	$ 1,553,299	$ 1,362,938	$ 5,178,380	$ -	$ 5,178,380
Marketing	$ 1,204,875	$ 1,342,375	$ 1,367,750	$ 3,915,000	$ -	$ 3,915,000
Outside Services	$ 6,406,189	$ 4,363,840	$ 4,557,292	$ 15,327,321	$ -	$ 15,327,321
Incentives- Rebates and Other	$ 9,341,203	$ 15,407,998	$ 17,180,797	$ 41,929,997	$ -	$ 41,929,997
Incentives- Financing [1]	$ 354,400	$ 1,366,699	$ 2,305,891	$ 4,026,990	$ 5,900,584	$ 9,927,575
Inspections and Quality Control	$ 5,000	$ 10,000	$ 12,600	$ 27,600	$ -	$ 27,600
Evaluation	$ 792,801	$ 935,447	$ 1,009,857	$ 2,738,105	$ -	$ 2,738,105
Total	**$ 20,366,610**	**$ 24,979,658**	**$ 27,797,124**	**$ 73,143,392**	**$ 5,900,584**	**$ 79,043,976**

Appendix E, Table E-4: Program Budget by Cost Category						
Total Residential Additional Utility	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 592,283	$ 740,807	$ 700,246	$ 2,033,336	$ -	$ 2,033,336
Marketing	$ 205,100	$ 205,100	$ 205,100	$ 615,300	$ -	$ 615,300
Outside Services	$ 1,770,535	$ 2,472,631	$ 2,793,287	$ 7,036,453	$ -	$ 7,036,453
Incentives- Rebates and Other	$ 2,550,000	$ 4,250,000	$ 6,459,000	$ 13,259,000	$ -	$ 13,259,000
Incentives- Financing [1]	$ -	$ -	$ -	$ -	$ -	$ -
Inspections and Quality Control	$ 9,563	$ 15,938	$ 24,825	$ 50,325	$ -	$ 50,325
Evaluation	$ 211,509	$ 316,985	$ 420,026	$ 948,520	$ -	$ 948,520
Total	**$ 5,338,989**	**$ 8,001,460**	**$ 10,602,484**	**$ 23,942,933**	**$ -**	**$ 23,942,933**

[1] The structure and timing of Third-Party Financing Costs may differ from the assumptions on which the budget was based. Third-party financing costs for loans initiated within the initial EE&C Plan cycle may be incurred at the time of the loan's initiation, and some may be incurred over the term of the loan. (Stipulation of Settlement Paragraph 12, BPU Docket Nos. QO19010040 and EO20090620)

Appendix E, Table E-5: Program Budget by Cost Category						
Total Commercial & Industrial	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 1,211,376	$ 1,246,618	$ 1,364,518	$ 3,822,512	$ -	$ 3,822,512
Marketing	$ 199,471	$ 225,102	$ 234,503	$ 659,076	$ -	$ 659,076
Outside Services	$ 3,593,735	$ 3,723,417	$ 4,860,353	$ 12,177,506	$ -	$ 12,177,506
Incentives- Rebates and Other	$ 9,775,554	$ 21,193,665	$ 28,930,294	$ 59,899,512	$ -	$ 59,899,512
Incentives- Financing [1]	$ 353,275	$ 1,127,451	$ 2,390,560	$ 3,871,286	$ 4,877,443	$ 8,748,729
Inspections and Quality Control	$ 285,191	$ 639,094	$ 849,670	$ 1,773,955	$ -	$ 1,773,955
Evaluation	$ 621,445	$ 1,114,901	$ 1,494,873	$ 3,231,218	$ -	$ 3,231,218
Total	**$ 16,040,046**	**$ 29,270,248**	**$ 40,124,772**	**$ 85,435,066**	**$ 4,877,443**	**$ 90,312,509**

Appendix E, Table E-6: Program Budget by Cost Category						
Total Commercial & Industrial Core	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 1,154,956	$ 1,031,332	$ 1,013,251	$ 3,199,538	$ -	$ 3,199,538
Marketing	$ 178,399	$ 189,680	$ 199,081	$ 567,161	$ -	$ 567,161
Outside Services	$ 3,434,980	$ 3,029,433	$ 3,535,062	$ 9,999,475	$ -	$ 9,999,475
Incentives- Rebates and Other	$ 9,569,304	$ 18,410,799	$ 21,732,318	$ 49,712,421	$ -	$ 49,712,421
Incentives- Financing [1]	$ 334,405	$ 927,055	$ 1,857,870	$ 3,119,330	$ 4,093,111	$ 7,212,441
Inspections and Quality Control	$ 275,067	$ 576,236	$ 680,084	$ 1,531,387	$ -	$ 1,531,387
Evaluation	$ 602,774	$ 958,546	$ 1,120,342	$ 2,681,662	$ -	$ 2,681,662
Total	**$ 15,549,885**	**$ 25,123,082**	**$ 30,138,007**	**$ 70,810,974**	**$ 4,093,111**	**$ 74,904,085**

Appendix E, Table E-7: Program Budget by Cost Category						
Total Commercial & Industrial Additional Utility	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 56,420	$ 215,286	$ 351,268	$ 622,974	$ -	$ 622,974
Marketing	$ 21,072	$ 35,422	$ 35,422	$ 91,916	$ -	$ 91,916
Outside Services	$ 158,754	$ 693,984	$ 1,325,291	$ 2,178,030	$ -	$ 2,178,030
Incentives- Rebates and Other	$ 206,250	$ 2,782,865	$ 7,197,976	$ 10,187,091	$ -	$ 10,187,091
Incentives- Financing [1]	$ 18,870	$ 200,396	$ 532,691	$ 751,956	$ 784,332	$ 1,536,289
Inspections and Quality Control	$ 10,124	$ 62,858	$ 169,586	$ 242,568	$ -	$ 242,568
Evaluation	$ 18,671	$ 156,355	$ 374,531	$ 549,556	$ -	$ 549,556
Total	**$ 490,161**	**$ 4,147,166**	**$ 9,986,765**	**$ 14,624,092**	**$ 784,332**	**$ 15,408,424**

[1] *The structure and timing of Third-Party Financing Costs may differ from the assumptions on which the budget was based. Third-party financing costs for loans initiated within the initial EE&C Plan cycle may be incurred at the time of the loan's initiation, and some may be incurred over the term of the loan. (Stipulation of Settlement Paragraph 12, BPU Docket Nos. QO19010040 and EO20090620)*

Appendix E, Table E-8: Program Budget by Cost Category						
Total Multifamily	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 209,295	$ 212,750	$ 212,109	$ 634,153	$ -	$ 634,153
Marketing	$ 37,107	$ 37,107	$ 37,107	$ 111,322	$ -	$ 111,322
Outside Services	$ 660,319	$ 737,163	$ 876,842	$ 2,274,323	$ -	$ 2,274,323
Incentives- Rebates and Other	$ 832,980	$ 1,069,090	$ 1,305,200	$ 3,207,270	$ -	$ 3,207,270
Incentives- Financing [1]	$ 17,415	$ 29,577	$ 41,185	$ 88,178	$ 79,363	$ 167,540
Inspections and Quality Control	$ 7,216	$ 8,660	$ 10,103	$ 25,979	$ -	$ 25,979
Evaluation	$ 72,060	$ 85,172	$ 100,706	$ 257,938	$ -	$ 257,938
Total	**$ 1,836,392**	**$ 2,179,518**	**$ 2,583,252**	**$ 6,599,163**	**$ 79,363**	**$ 6,678,525**

Appendix E, Table E-9: Program Budget by Cost Category						
Total Other	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ -	$ 79,683	$ 278,646	$ 358,328	$ -	$ 358,328
Marketing	$ -	$ 32,550	$ 32,550	$ 65,100	$ -	$ 65,100
Outside Services	$ -	$ 253,626	$ 1,156,305	$ 1,409,932	$ -	$ 1,409,932
Incentives- Rebates and Other	$ -	$ -	$ 1,100,050	$ 1,100,050	$ -	$ 1,100,050
Incentives- Financing [1]	$ -	$ -	$ -	$ -	$ -	$ -
Inspections and Quality Control	$ -	$ -	$ -	$ -	$ -	$ -
Evaluation	$ -	$ 15,092	$ 105,911	$ 121,003	$ -	$ 121,003
Total	**$ -**	**$ 380,951**	**$ 2,673,463**	**$ 3,054,413**	**$ -**	**$ 3,054,413**

[1] The structure and timing of Third-Party Financing Costs may differ from the assumptions on which the budget was based. Third-party financing costs for loans initiated within the initial EE&C Plan cycle may be incurred at the time of the loan's initiation, and some may be incurred over the term of the loan. (Stipulation of Settlement Paragraph 12, BPU Docket Nos. QO19010040 and EO20090620)

Appendix E, Table E-10: Program Budget by Cost Category						
Efficient Products - Efficient Products	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 1,863,571	$ 1,169,234	$ 982,912	$ 4,015,717	$ -	$ 4,015,717
Marketing	$ 1,019,375	$ 1,156,875	$ 1,182,250	$ 3,358,500	$ -	$ 3,358,500
Outside Services	$ 5,254,798	$ 3,145,963	$ 3,099,806	$ 11,500,568	$ -	$ 11,500,568
Incentives- Rebates and Other	$ 7,341,203	$ 11,407,998	$ 12,140,797	$ 30,889,997	$ -	$ 30,889,997
Incentives- Financing [1]	$ 235,516	$ 1,055,836	$ 1,794,180	$ 3,085,532	$ 4,233,028	$ 7,318,561
Inspections and Quality Control	$ -	$ -	$ -	$ -	$ -	$ -
Evaluation	$ 638,507	$ 696,303	$ 717,988	$ 2,052,797	$ -	$ 2,052,797
Total	**$ 16,352,969**	**$ 18,632,209**	**$ 19,917,932**	**$ 54,903,111**	**$ 4,233,028**	**$ 59,136,139**

Appendix E, Table E-11: Program Budget by Cost Category						
Existing Homes - Home Performance with ENERGY STAR	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 398,572	$ 384,065	$ 380,026	$ 1,162,663	$ -	$ 1,162,663
Marketing	$ 185,500	$ 185,500	$ 185,500	$ 556,500	$ -	$ 556,500
Outside Services	$ 1,151,391	$ 1,217,876	$ 1,457,486	$ 3,826,753	$ -	$ 3,826,753
Incentives- Rebates and Other	$ 2,000,000	$ 4,000,000	$ 5,040,000	$ 11,040,000	$ -	$ 11,040,000
Incentives- Financing [1]	$ 118,884	$ 310,863	$ 511,711	$ 941,458	$ 1,667,556	$ 2,609,014
Inspections and Quality Control	$ 5,000	$ 10,000	$ 12,600	$ 27,600	$ -	$ 27,600
Evaluation	$ 154,294	$ 239,144	$ 291,869	$ 685,308	$ -	$ 685,308
Total	**$ 4,013,641**	**$ 6,347,449**	**$ 7,879,192**	**$ 18,240,282**	**$ 1,667,556**	**$ 19,907,837**

Appendix E, Table E-12: Program Budget by Cost Category						
Home Energy Education & Management - Behavioral	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 62,294	$ 367,233	$ 304,737	$ 734,264	$ -	$ 734,264
Marketing	$ 17,500	$ 17,500	$ 17,500	$ 52,500	$ -	$ 52,500
Outside Services	$ 183,355	$ 1,301,400	$ 1,282,675	$ 2,767,430	$ -	$ 2,767,430
Incentives- Rebates and Other	$ -	$ -	$ -	$ -	$ -	$ -
Incentives- Financing [1]	$ -	$ -	$ -	$ -	$ -	$ -
Inspections and Quality Control	$ -	$ -	$ -	$ -	$ -	$ -
Evaluation	$ 10,855	$ 69,553	$ 66,203	$ 146,610	$ -	$ 146,610
Total	**$ 274,003**	**$ 1,755,686**	**$ 1,671,115**	**$ 3,700,804**	**$ -**	**$ 3,700,804**

[1] *The structure and timing of Third-Party Financing Costs may differ from the assumptions on which the budget was based. Third-party financing costs for loans initiated within the initial EE&C Plan cycle may be incurred at the time of the loan's initiation, and some may be incurred over the term of the loan. (Stipulation of Settlement Paragraph 12, BPU Docket Nos. QO19010040 and EO20090620)*

Appendix E, Table E-13: Program Budget by Cost Category						
Existing Homes - Quick Home Energy Check-up (QHEC)	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 263,649	$ 168,308	$ 171,499	$ 603,456	$ -	$ 603,456
Marketing	$ 84,000	$ 84,000	$ 84,000	$ 252,000	$ -	$ 252,000
Outside Services	$ 797,078	$ 524,443	$ 645,811	$ 1,967,332	$ -	$ 1,967,332
Incentives- Rebates and Other	$ 600,000	$ 1,000,000	$ 1,584,000	$ 3,184,000	$ -	$ 3,184,000
Incentives- Financing [1]	$ -	$ -	$ -	$ -	$ -	$ -
Inspections and Quality Control	$ 6,563	$ 10,938	$ 17,325	$ 34,825	$ -	$ 34,825
Evaluation	$ 72,241	$ 73,742	$ 103,234	$ 249,217	$ -	$ 249,217
Total	**$ 1,823,530**	**$ 1,861,431**	**$ 2,605,869**	**$ 6,290,830**	**$ -**	**$ 6,290,830**

Appendix E, Table E-14: Program Budget by Cost Category						
Existing Homes - Moderate Income Weatherization	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 266,341	$ 205,266	$ 224,010	$ 695,617	$ -	$ 695,617
Marketing	$ 103,600	$ 103,600	$ 103,600	$ 310,800	$ -	$ 310,800
Outside Services	$ 790,102	$ 646,788	$ 864,800	$ 2,301,690	$ -	$ 2,301,690
Incentives- Rebates and Other	$ 1,950,000	$ 3,250,000	$ 4,875,000	$ 10,075,000	$ -	$ 10,075,000
Incentives- Financing [1]	$ -	$ -	$ -	$ -	$ -	$ -
Inspections and Quality Control	$ 3,000	$ 5,000	$ 7,500	$ 15,500	$ -	$ 15,500
Evaluation	$ 128,413	$ 173,689	$ 250,590	$ 552,693	$ -	$ 552,693
Total	**$ 3,241,456**	**$ 4,384,343**	**$ 6,325,500**	**$ 13,951,299**	**$ -**	**$ 13,951,299**

[1] The structure and timing of Third-Party Financing Costs may differ from the assumptions on which the budget was based. Third-party financing costs for loans initiated within the initial EE&C Plan cycle may be incurred at the time of the loan's initiation, and some may be incurred over the term of the loan. (Stipulation of Settlement Paragraph 12, BPU Docket Nos. QO19010040 and EO20090620)

Appendix E, Table E-15: Program Budget by Cost Category						
Direct Install - Direct Install	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 318,419	$ 427,434	$ 387,023	$ 1,132,876	$ -	$ 1,132,876
Marketing	$ 55,784	$ 55,784	$ 55,784	$ 167,351	$ -	$ 167,351
Outside Services	$ 928,703	$ 1,196,433	$ 1,276,207	$ 3,401,343	$ -	$ 3,401,343
Incentives- Rebates and Other	$ 1,625,775	$ 7,315,988	$ 8,128,875	$ 17,070,638	$ -	$ 17,070,638
Incentives- Financing [1]	$ 31,488	$ 158,933	$ 248,448	$ 438,869	$ 367,979	$ 806,848
Inspections and Quality Control	$ 87,550	$ 320,760	$ 354,076	$ 762,386	$ -	$ 762,386
Evaluation	$ 124,420	$ 384,301	$ 420,831	$ 929,552	$ -	$ 929,552
Total	**$ 3,172,139**	**$ 9,859,633**	**$ 10,871,244**	**$ 23,903,015**	**$ 367,979**	**$ 24,270,994**

Appendix E, Table E-16: Program Budget by Cost Category						
Energy Solutions for Business - Prescriptive / Custom	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 836,537	$ 603,898	$ 626,227	$ 2,066,662	$ -	$ 2,066,662
Marketing	$ 122,615	$ 133,897	$ 143,298	$ 399,810	$ -	$ 399,810
Outside Services	$ 2,506,278	$ 1,833,000	$ 2,258,855	$ 6,598,133	$ -	$ 6,598,133
Incentives- Rebates and Other	$ 7,943,529	$ 11,094,812	$ 13,603,442	$ 32,641,783	$ -	$ 32,641,783
Incentives- Financing [1]	$ 302,916	$ 768,122	$ 1,609,422	$ 2,680,461	$ 3,725,132	$ 6,405,592
Inspections and Quality Control	$ 187,516	$ 255,476	$ 326,008	$ 769,001	$ -	$ 769,001
Evaluation	$ 478,355	$ 574,245	$ 699,511	$ 1,752,110	$ -	$ 1,752,110
Total	**$ 12,377,746**	**$ 15,263,450**	**$ 19,266,763**	**$ 46,907,959**	**$ 3,725,132**	**$ 50,633,091**

Appendix E, Table E-17: Program Budget by Cost Category						
Energy Solutions for Business - Energy Management	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ -	$ 144,724	$ 242,505	$ 387,230	$ -	$ 387,230
Marketing	$ -	$ 14,350	$ 14,350	$ 28,700	$ -	$ 28,700
Outside Services	$ -	$ 488,802	$ 937,001	$ 1,425,804	$ -	$ 1,425,804
Incentives- Rebates and Other	$ -	$ 727,865	$ 2,679,226	$ 3,407,091	$ -	$ 3,407,091
Incentives- Financing [1]	$ -	$ 4,084	$ 14,488	$ 18,572	$ 21,295	$ 39,867
Inspections and Quality Control	$ -	$ 29,439	$ 105,124	$ 134,563	$ -	$ 134,563
Evaluation	$ -	$ 57,964	$ 164,101	$ 222,065	$ -	$ 222,065
Total	**$ -**	**$ 1,467,229**	**$ 4,156,796**	**$ 5,624,025**	**$ 21,295**	**$ 5,645,320**

[1] *The structure and timing of Third-Party Financing Costs may differ from the assumptions on which the budget was based. Third-party financing costs for loans initiated within the initial EE&C Plan cycle may be incurred at the time of the loan's initiation, and some may be incurred over the term of the loan. (Stipulation of Settlement Paragraph 12, BPU Docket Nos. QO19010040 and EO20090620)*

Appendix E, Table E-18: Program Budget by Cost Category						
Energy Solutions for Business - Engineered Solutions	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 56,420	$ 70,562	$ 108,762	$ 235,744	$ -	$ 235,744
Marketing	$ 21,072	$ 21,072	$ 21,072	$ 63,216	$ -	$ 63,216
Outside Services	$ 158,754	$ 205,182	$ 388,290	$ 752,226	$ -	$ 752,226
Incentives- Rebates and Other	$ 206,250	$ 2,055,000	$ 4,518,750	$ 6,780,000	$ -	$ 6,780,000
Incentives- Financing [1]	$ 18,870	$ 196,311	$ 518,203	$ 733,384	$ 763,037	$ 1,496,421
Inspections and Quality Control	$ 10,124	$ 33,419	$ 64,462	$ 108,005	$ -	$ 108,005
Evaluation	$ 18,671	$ 98,391	$ 210,430	$ 327,492	$ -	$ 327,492
Total	**$ 490,161**	**$ 2,679,937**	**$ 5,829,969**	**$ 9,000,067**	**$ 763,037**	**$ 9,763,104**

Appendix E, Table E-19: Program Budget by Cost Category						
Multifamily - Multifamily	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ 209,295	$ 212,750	$ 212,109	$ 634,153	$ -	$ 634,153
Marketing	$ 37,107	$ 37,107	$ 37,107	$ 111,322	$ -	$ 111,322
Outside Services	$ 660,319	$ 737,163	$ 876,842	$ 2,274,323	$ -	$ 2,274,323
Incentives- Rebates and Other	$ 832,980	$ 1,069,090	$ 1,305,200	$ 3,207,270	$ -	$ 3,207,270
Incentives- Financing [1]	$ 17,415	$ 29,577	$ 41,185	$ 88,178	$ 79,363	$ 167,540
Inspections and Quality Control	$ 7,216	$ 8,660	$ 10,103	$ 25,979	$ -	$ 25,979
Evaluation	$ 72,060	$ 85,172	$ 100,706	$ 257,938	$ -	$ 257,938
Total	**$ 1,836,392**	**$ 2,179,518**	**$ 2,583,252**	**$ 6,599,163**	**$ 79,363**	**$ 6,678,525**

Appendix E, Table E-20: Program Budget by Cost Category						
Other - Home Optimization & Peak Demand Reduction	**2021**	**2022**	**2023**	**2021-2023 Total**	**2024-2032**	**2021-2032 Total**
Utility Administration	$ -	$ 79,683	$ 278,646	$ 358,328	$ -	$ 358,328
Marketing	$ -	$ 32,550	$ 32,550	$ 65,100	$ -	$ 65,100
Outside Services	$ -	$ 253,626	$ 1,156,305	$ 1,409,932	$ -	$ 1,409,932
Incentives- Rebates and Other	$ -	$ -	$ 1,100,050	$ 1,100,050	$ -	$ 1,100,050
Incentives- Financing [1]	$ -	$ -	$ -	$ -	$ -	$ -
Inspections and Quality Control	$ -	$ -	$ -	$ -	$ -	$ -
Evaluation	$ -	$ 15,092	$ 105,911	$ 121,003	$ -	$ 121,003
Total	**$ -**	**$ 380,951**	**$ 2,673,463**	**$ 3,054,413**	**$ -**	**$ 3,054,413**

[1] The structure and timing of Third-Party Financing Costs may differ from the assumptions on which the budget was based. Third-party financing costs for loans initiated within the initial EE&C Plan cycle may be incurred at the time of the loan's initiation, and some may be incurred over the term of the loan. (Stipulation of Settlement Paragraph 12, BPU Docket Nos. QO19010040 and EO20090620)

Appendix F, Table F-1: EE Plan PJM MW Potential[1]									
EE Installation Period	EE Plan Potential Summer MW	EE Plan Potential Winter MW	EE Plan Potential CP MW	Potential DY 24/25 CP MW	Potential 25/26 CP MW	Potential 26/27 EE CP MW	Potential 27/28 CP MW	Potential 28/29 CP MW	Potential 29/30 CP MW
20/21	0.0	0.0	0.0	n/a	n/a	n/a	n/a	n/a	n/a
21/22	16.0	14.5	14.5	14.5	14.5	n/a	n/a	n/a	n/a
22/23	24.3	19.9	19.9	19.9	19.9	19.9	n/a	n/a	n/a
23/24	28.3	22.9	22.9	22.9	22.9	22.9	22.9	n/a	n/a
24/25	2.4	1.9	1.9	n/a	1.9	1.9	1.9	1.9	n/a
25/26	0.0	0.0	0.0	n/a	n/a	n/a	n/a	n/a	0.0
26/27	0.0	0.0	0.0	n/a	n/a	n/a	n/a	n/a	n/a
Totals	**70.9**	**59.3**	**59.3**	**57.3**	**59.3**	**44.8**	**24.9**	**1.9**	**0.0**

[1] All MW values are estimated EE Plan Potential MW values and do not represent actual EE values to be offered into PJM's capacity market. These estimates are based on planning projections prior to any adjustments except for the addition of line losses and eliminating non-PJM eligible measures. These estimates are presented for information purposes only and are subject to change for many reasons, including but not limited to, changes in program participation, baselines, measurement and verification protocols and PJM rules. The utilities will determine the actual EE Resource offers applicable to each PJM auction.

Jersey Central Power & Light **Schedule CP-1 (Revised)**

Clean Energy Energy Efficiency Program

Weighted Average Cost of Capital (WACC)

	Percent	Cost	Weighted Cost	Tax Multiplier	Pre-Tax Weighted Cost	Discount Rate
Long Term Debt	48.56%	5.083%	2.47%	1.00000	2.47%	
Common Equity	51.44%	9.600%	4.94%	1.39101	6.87%	4.94%
Total	100.0%		7.41%		9.34%	6.71%
Monthly WACC			0.617%		**0.778%**	
Federal and State Income Tax rate		28.11%				

ATTACHMENT C

Jersey Central Power & Light
Clean Energy Energy Efficiency Program
Program Expenditures Schedule

Yearly Budget

	RS,RT/RGT				GS,OL,SVL,MVL,ISL,LED				GST,GP,GT			
Program Year	**Customer Incentives**	**Outside Services**	**Total Investments**	**Total O & M Expense**	**Customer Incentives**	**Outside Services**	**Total Investments**	**Total O & M Expense**	**Customer Incentives**	**Outside Services**	**Total Investments**	**Total O & M Expense**
2021	$ 14,501,426	$ 5,920,900	$ 20,422,327	$ 5,283,273	$ 8,389,313	$ 2,303,951	$ 10,693,264	$ 1,680,066	$ 3,712,652	$ 827,362	$ 4,540,014	$ 963,095
2022	21,417,011	6,444,157	27,861,168	5,119,950	16,501,944	3,317,194	19,819,138	2,989,422	7,181,032	1,133,820	8,314,851	707,306
2023	26,244,094	7,052,172	33,296,266	5,103,342	21,587,940	4,634,553	26,222,492	3,675,575	12,447,685	1,990,612	14,438,297	1,045,122
2024	1,615,952	-	1,615,952	-	856,890	-	856,890	-	732,368	-	732,368	-
2025	1,375,969	-	1,375,969	-	701,801	-	701,801	-	589,235	-	589,235	-
2026	1,120,854	-	1,120,854	-	536,466	-	536,466	-	437,220	-	437,220	-
2027	849,650	-	849,650	-	364,211	-	364,211	-	275,044	-	275,044	-
2028	559,273	-	559,273	-	202,451	-	202,451	-	125,206	-	125,206	-
2029	273,042	-	273,042	-	83,881	-	83,881	-	52,032	-	52,032	-
2030	77,629	-	77,629	-	-	-	-	-	-	-	-	-
2031	28,213	-	28,213	-	-	-	-	-	-	-	-	-
2032	-	-	-	-	-	-	-	-	-	-	-	-
Total	$ 68,063,115	$ 19,417,229	$ 87,480,344	$ 15,506,565	$ 49,224,897	$ 10,255,699	$ 59,480,595	$ 8,345,063	$ 25,552,473	$ 3,951,794	$ 29,504,267	$ 2,715,522

Total Company

	Customer Incentives	**Outside Services**	**Total Investments**	**Total O & M Expense**	**Total Budget**
	-				
2021	$ 26,603,391	$ 9,052,213	$ 35,655,604	$ 7,926,433	$ 43,582,037
2022	45,099,986	10,895,171	55,995,157	8,816,678	64,811,835
2023	60,279,718	13,677,337	73,957,056	9,824,040	83,781,095
2024	3,205,210	-	3,205,210	-	3,205,210
2025	2,667,005	-	2,667,005	-	2,667,005
2026	2,094,540	-	2,094,540	-	2,094,540
2027	1,488,905	-	1,488,905	-	1,488,905
2028	886,930	-	886,930	-	886,930
2029	408,956	-	408,956	-	408,956
2030	77,629	-	77,629	-	77,629
2031	28,213	-	28,213	-	28,213
2032	-	-	-	-	-
Total	$ 142,840,486	$ 33,624,721	$ 176,465,207	$ 26,567,151	$ 203,032,357
			-	-	

* Program year 7/1 to 6/30

	RS,RT/RGT				GS,OL,SVL,MVL,ISL,LED				GST,GP,GT			
Investment Month	**Customer Incentives**	**Outside Services***	**Total Investments**	**Total O & M Expenses**	**Customer Incentives**	**Outside Services***	**Total Investments**	**Total O & M Expenses**	**Customer Incentives**	**Outside Services***	**Total Investments**	**Total O & M Expenses**
Jul-21	$ 1,208,452	$ 493,408	$ 1,701,861	$ 440,273	$ 699,109	$ 191,996	$ 891,105	$ 140,005	$ 309,388	$ 68,947	$ 378,334	$ 80,258
Aug-21	1,208,452	493,408	1,701,861	440,273	699,109	191,996	891,105	140,005	309,388	68,947	378,334	80,258
Sep-21	1,208,452	493,408	1,701,861	440,273	699,109	191,996	891,105	140,005	309,388	68,947	378,334	80,258
Oct-21	1,208,452	493,408	1,701,861	440,273	699,109	191,996	891,105	140,005	309,388	68,947	378,334	80,258
Nov-21	1,208,452	493,408	1,701,861	440,273	699,109	191,996	891,105	140,005	309,388	68,947	378,334	80,258
Dec-21	1,208,452	493,408	1,701,861	440,273	699,109	191,996	891,105	140,005	309,388	68,947	378,334	80,258
Jan-22	1,208,452	493,408	1,701,861	440,273	699,109	191,996	891,105	140,005	309,388	68,947	378,334	80,258
Feb-22	1,208,452	493,408	1,701,861	440,273	699,109	191,996	891,105	140,005	309,388	68,947	378,334	80,258
Mar-22	1,208,452	493,408	1,701,861	440,273	699,109	191,996	891,105	140,005	309,388	68,947	378,334	80,258
Apr-22	1,208,452	493,408	1,701,861	440,273	699,109	191,996	891,105	140,005	309,388	68,947	378,334	80,258
May-22	1,208,452	493,408	1,701,861	440,273	699,109	191,996	891,105	140,005	309,388	68,947	378,334	80,258
Jun-22	1,208,452	493,408	1,701,861	440,273	699,109	191,996	891,105	140,005	309,388	68,947	378,334	80,258
Jul-22	1,784,751	537,013	2,321,764	426,663	1,375,162	276,433	1,651,595	249,118	598,419	94,485	692,904	58,942
Aug-22	1,784,751	537,013	2,321,764	426,663	1,375,162	276,433	1,651,595	249,118	598,419	94,485	692,904	58,942
Sep-22	1,784,751	537,013	2,321,764	426,663	1,375,162	276,433	1,651,595	249,118	598,419	94,485	692,904	58,942
Oct-22	1,784,751	537,013	2,321,764	426,663	1,375,162	276,433	1,651,595	249,118	598,419	94,485	692,904	58,942
Nov-22	1,784,751	537,013	2,321,764	426,663	1,375,162	276,433	1,651,595	249,118	598,419	94,485	692,904	58,942
Dec-22	1,784,751	537,013	2,321,764	426,663	1,375,162	276,433	1,651,595	249,118	598,419	94,485	692,904	58,942
Jan-23	1,784,751	537,013	2,321,764	426,663	1,375,162	276,433	1,651,595	249,118	598,419	94,485	692,904	58,942
Feb-23	1,784,751	537,013	2,321,764	426,663	1,375,162	276,433	1,651,595	249,118	598,419	94,485	692,904	58,942
Mar-23	1,784,751	537,013	2,321,764	426,663	1,375,162	276,433	1,651,595	249,118	598,419	94,485	692,904	58,942
Apr-23	1,784,751	537,013	2,321,764	426,663	1,375,162	276,433	1,651,595	249,118	598,419	94,485	692,904	58,942
May-23	1,784,751	537,013	2,321,764	426,663	1,375,162	276,433	1,651,595	249,118	598,419	94,485	692,904	58,942
Jun-23	1,784,751	537,013	2,321,764	426,663	1,375,162	276,433	1,651,595	249,118	598,419	94,485	692,904	58,942
Jul-23	2,187,008	587,681	2,774,689	425,279	1,798,995	386,213	2,185,208	306,298	1,037,307	165,884	1,203,191	87,094
Aug-23	2,187,008	587,681	2,774,689	425,279	1,798,995	386,213	2,185,208	306,298	1,037,307	165,884	1,203,191	87,094
Sep-23	2,187,008	587,681	2,774,689	425,279	1,798,995	386,213	2,185,208	306,298	1,037,307	165,884	1,203,191	87,094
Oct-23	2,187,008	587,681	2,774,689	425,279	1,798,995	386,213	2,185,208	306,298	1,037,307	165,884	1,203,191	87,094
Nov-23	2,187,008	587,681	2,774,689	425,279	1,798,995	386,213	2,185,208	306,298	1,037,307	165,884	1,203,191	87,094
Dec-23	2,187,008	587,681	2,774,689	425,279	1,798,995	386,213	2,185,208	306,298	1,037,307	165,884	1,203,191	87,094
Jan-24	2,187,008	587,681	2,774,689	425,279	1,798,995	386,213	2,185,208	306,298	1,037,307	165,884	1,203,191	87,094
Feb-24	2,187,008	587,681	2,774,689	425,279	1,798,995	386,213	2,185,208	306,298	1,037,307	165,884	1,203,191	87,094
Mar-24	2,187,008	587,681	2,774,689	425,279	1,798,995	386,213	2,185,208	306,298	1,037,307	165,884	1,203,191	87,094
Apr-24	2,187,008	587,681	2,774,689	425,279	1,798,995	386,213	2,185,208	306,298	1,037,307	165,884	1,203,191	87,094
May-24	2,187,008	587,681	2,774,689	425,279	1,798,995	386,213	2,185,208	306,298	1,037,307	165,884	1,203,191	87,094
Jun-24	2,187,008	587,681	2,774,689	425,279	1,798,995	386,213	2,185,208	306,298	1,037,307	165,884	1,203,191	87,094
Jul-24	1,615,952	-	1,615,952	-	856,890	-	856,890	-	732,368	-	732,368	-
Aug-24	-	-	-	-	-	-	-	-	-	-	-	-
Sep-24	-	-	-	-	-	-	-	-	-	-	-	-
Oct-24	-	-	-	-	-	-	-	-	-	-	-	-
Nov-24	-	-	-	-	-	-	-	-	-	-	-	-
Dec-24	-	-	-	-	-	-	-	-	-	-	-	-
Jan-25	-	-	-	-	-	-	-	-	-	-	-	-
Feb-25	-	-	-	-	-	-	-	-	-	-	-	-
Mar-25	-	-	-	-	-	-	-	-	-	-	-	-
Apr-25	-	-	-	-	-	-	-	-	-	-	-	-
May-25	-	-	-	-	-	-	-	-	-	-	-	-
Jun-25	-	-	-	-	-	-	-	-	-	-	-	-
Jul-25	1,375,969	-	1,375,969	-	701,801	-	701,801	-	589,235	-	589,235	-
Aug-25	-	-	-	-	-	-	-	-	-	-	-	-
Sep-25	-	-	-	-	-	-	-	-	-	-	-	-

Jersey Central Power & Light
Clean Energy Energy Efficiency Program
Program Expenditures Schedule

Yearly Budget

	RS,RT/RGT				GS,OL,SVL,MVL,ISL,LED				GST,GP,GT			
Program Year	Customer Incentives	Outside Services	Total Investments	Total O & M Expense	Customer Incentives	Outside Services	Total Investments	Total O & M Expense	Customer Incentives	Outside Services	Total Investments	Total O & M Expense
2021	$ 14,501,426	$ 5,920,900	$ 20,422,327	$ 5,283,273	$ 8,389,313	$ 2,303,951	$ 10,693,264	$ 1,680,066	$ 3,712,652	$ 827,362	$ 4,540,014	$ 963,095
2022	21,417,011	6,444,157	27,861,168	5,119,950	16,501,944	3,317,194	19,819,138	2,989,422	7,181,032	1,133,820	8,314,851	707,306
2023	26,244,094	7,052,172	33,296,266	5,103,342	21,587,940	4,634,553	26,222,492	3,675,575	12,447,685	1,990,612	14,438,297	1,045,122
2024	1,615,952	-	1,615,952	-	856,890	-	856,890	-	732,368	-	732,368	-
2025	1,375,969	-	1,375,969	-	701,801	-	701,801	-	589,235	-	589,235	-
2026	1,120,854	-	1,120,854	-	536,466	-	536,466	-	437,220	-	437,220	-
2027	849,650	-	849,650	-	364,211	-	364,211	-	275,044	-	275,044	-
2028	559,273	-	559,273	-	202,451	-	202,451	-	125,206	-	125,206	-
2029	273,042	-	273,042	-	83,881	-	83,881	-	52,032	-	52,032	-
2030	77,629	-	77,629	-	-	-	-	-	-	-	-	-
2031	28,213	-	28,213	-	-	-	-	-	-	-	-	-
2032	-	-	-	-	-	-	-	-	-	-	-	-
Total	$ 68,063,115	$ 19,417,229	$ 87,480,344	$ 15,506,565	$ 49,224,897	$ 10,255,699	$ 59,480,595	$ 8,345,063	$ 25,552,473	$ 3,951,794	$ 29,504,267	$ 2,715,522

Total Company

	Customer Incentives	Outside Services	Total Investments	Total O & M Expense	Total Budget
	-				
2021	$ 26,603,391	$ 9,052,213	$ 35,655,604	$ 7,926,433	$ 43,582,037
2022	45,099,986	10,895,171	55,995,157	8,816,678	64,811,835
2023	60,279,718	13,677,337	73,957,056	9,824,040	83,781,095
2024	3,205,210	-	3,205,210	-	3,205,210
2025	2,667,005	-	2,667,005	-	2,667,005
2026	2,094,540	-	2,094,540	-	2,094,540
2027	1,488,905	-	1,488,905	-	1,488,905
2028	886,930	-	886,930	-	886,930
2029	408,956	-	408,956	-	408,956
2030	77,629	-	77,629	-	77,629
2031	28,213	-	28,213	-	28,213
2032	-	-	-	-	-
Total	$ 142,840,486	$ 33,624,721	$ 176,465,207	$ 26,567,151	$ 203,032,357
			-	-	

* Program year 7/1 to 6/30

	RS,RT/RGT				GS,OL,SVL,MVL,ISL,LED				GST,GP,GT			
Investment Month	Customer Incentives	Outside Services*	Total Investments	Total O & M Expenses	Customer Incentives	Outside Services*	Total Investments	Total O & M Expenses	Customer Incentives	Outside Services*	Total Investments	Total O & M Expenses
Oct-25	-	-	-	-	-	-	-	-	-	-	-	-
Nov-25	-	-	-	-	-	-	-	-	-	-	-	-
Dec-25	-	-	-	-	-	-	-	-	-	-	-	-
Jan-26	-	-	-	-	-	-	-	-	-	-	-	-
Feb-26	-	-	-	-	-	-	-	-	-	-	-	-
Mar-26	-	-	-	-	-	-	-	-	-	-	-	-
Apr-26	-	-	-	-	-	-	-	-	-	-	-	-
May-26	-	-	-	-	-	-	-	-	-	-	-	-
Jun-26	-	-	-	-	-	-	-	-	-	-	-	-
Jul-26	1,120,854	-	1,120,854	-	536,466	-	536,466	-	437,220	-	437,220	-
Aug-26	-	-	-	-	-	-	-	-	-	-	-	-
Sep-26	-	-	-	-	-	-	-	-	-	-	-	-
Oct-26	-	-	-	-	-	-	-	-	-	-	-	-
Nov-26	-	-	-	-	-	-	-	-	-	-	-	-
Dec-26	-	-	-	-	-	-	-	-	-	-	-	-
Jan-27	-	-	-	-	-	-	-	-	-	-	-	-
Feb-27	-	-	-	-	-	-	-	-	-	-	-	-
Mar-27	-	-	-	-	-	-	-	-	-	-	-	-
Apr-27	-	-	-	-	-	-	-	-	-	-	-	-
May-27	-	-	-	-	-	-	-	-	-	-	-	-
Jun-27	-	-	-	-	-	-	-	-	-	-	-	-
Jul-27	849,650	-	849,650	-	364,211	-	364,211	-	275,044	-	275,044	-
Aug-27	-	-	-	-	-	-	-	-	-	-	-	-
Sep-27	-	-	-	-	-	-	-	-	-	-	-	-
Oct-27	-	-	-	-	-	-	-	-	-	-	-	-
Nov-27	-	-	-	-	-	-	-	-	-	-	-	-
Dec-27	-	-	-	-	-	-	-	-	-	-	-	-
Jan-28	-	-	-	-	-	-	-	-	-	-	-	-
Feb-28	-	-	-	-	-	-	-	-	-	-	-	-
Mar-28	-	-	-	-	-	-	-	-	-	-	-	-
Apr-28	-	-	-	-	-	-	-	-	-	-	-	-
May-28	-	-	-	-	-	-	-	-	-	-	-	-
Jun-28	-	-	-	-	-	-	-	-	-	-	-	-
Jul-28	559,273	-	559,273	-	202,451	-	202,451	-	125,206	-	125,206	-
Aug-28	-	-	-	-	-	-	-	-	-	-	-	-
Sep-28	-	-	-	-	-	-	-	-	-	-	-	-
Oct-28	-	-	-	-	-	-	-	-	-	-	-	-
Nov-28	-	-	-	-	-	-	-	-	-	-	-	-
Dec-28	-	-	-	-	-	-	-	-	-	-	-	-
Jan-29	-	-	-	-	-	-	-	-	-	-	-	-
Feb-29	-	-	-	-	-	-	-	-	-	-	-	-
Mar-29	-	-	-	-	-	-	-	-	-	-	-	-
Apr-29	-	-	-	-	-	-	-	-	-	-	-	-
May-29	-	-	-	-	-	-	-	-	-	-	-	-
Jun-29	-	-	-	-	-	-	-	-	-	-	-	-
Jul-29	273,042	-	273,042	-	83,881	-	83,881	-	52,032	-	52,032	-
Aug-29	-	-	-	-	-	-	-	-	-	-	-	-
Sep-29	-	-	-	-	-	-	-	-	-	-	-	-
Oct-29	-	-	-	-	-	-	-	-	-	-	-	-
Nov-29	-	-	-	-	-	-	-	-	-	-	-	-
Dec-29	-	-	-	-	-	-	-	-	-	-	-	-

Jersey Central Power & Light
Clean Energy Energy Efficiency Program
Program Expenditures Schedule

Yearly Budget

	RS,RT/RGT				GS,OL,SVL,MVL,ISL,LED				GST,GP,GT			
Program Year	**Customer Incentives**	**Outside Services**	**Total Investments**	**Total O & M Expense**	**Customer Incentives**	**Outside Services**	**Total Investments**	**Total O & M Expense**	**Customer Incentives**	**Outside Services**	**Total Investments**	**Total O & M Expense**
2021	$ 14,501,426	$ 5,920,900	$ 20,422,327	$ 5,283,273	$ 8,389,313	$ 2,303,951	$ 10,693,264	$ 1,680,066	$ 3,712,652	$ 827,362	$ 4,540,014	$ 963,095
2022	21,417,011	6,444,157	27,861,168	5,119,950	16,501,944	3,317,194	19,819,138	2,989,422	7,181,032	1,133,820	8,314,851	707,306
2023	26,244,094	7,052,172	33,296,266	5,103,342	21,587,940	4,634,553	26,222,492	3,675,575	12,447,685	1,990,612	14,438,297	1,045,122
2024	1,615,952	-	1,615,952	-	856,890	-	856,890	-	732,368	-	732,368	-
2025	1,375,969	-	1,375,969	-	701,801	-	701,801	-	589,235	-	589,235	-
2026	1,120,854	-	1,120,854	-	536,466	-	536,466	-	437,220	-	437,220	-
2027	849,650	-	849,650	-	364,211	-	364,211	-	275,044	-	275,044	-
2028	559,273	-	559,273	-	202,451	-	202,451	-	125,206	-	125,206	-
2029	273,042	-	273,042	-	83,881	-	83,881	-	52,032	-	52,032	-
2030	77,629	-	77,629	-	-	-	-	-	-	-	-	-
2031	28,213	-	28,213	-	-	-	-	-	-	-	-	-
2032	-	-	-	-	-	-	-	-	-	-	-	-
Total	$ 68,063,115	$ 19,417,229	$ 87,480,344	$ 15,506,565	$ 49,224,897	$ 10,255,699	$ 59,480,595	$ 8,345,063	$ 25,552,473	$ 3,951,794	$ 29,504,267	$ 2,715,522

Total Company

	Customer Incentives	**Outside Services**	**Total Investments**	**Total O & M Expense**	**Total Budget**
	-				
2021	$ 26,603,391	$ 9,052,213	$ 35,655,604	$ 7,926,433	$ 43,582,037
2022	45,099,986	10,895,171	55,995,157	8,816,678	64,811,835
2023	60,279,718	13,677,337	73,957,056	9,824,040	83,781,095
2024	3,205,210	-	3,205,210	-	3,205,210
2025	2,667,005	-	2,667,005	-	2,667,005
2026	2,094,540	-	2,094,540	-	2,094,540
2027	1,488,905	-	1,488,905	-	1,488,905
2028	886,930	-	886,930	-	886,930
2029	408,956	-	408,956	-	408,956
2030	77,629	-	77,629	-	77,629
2031	28,213	-	28,213	-	28,213
2032	-	-	-	-	-
Total	$ 142,840,486	$ 33,624,721	$ 176,465,207	$ 26,567,151	$ 203,032,357
			-	-	

* Program year 7/1 to 6/30

	RS,RT/RGT				GS,OL,SVL,MVL,ISL,LED				GST,GP,GT			
Investment Month	**Customer Incentives**	**Outside Services***	**Total Investments**	**Total O & M Expenses**	**Customer Incentives**	**Outside Services***	**Total Investments**	**Total O & M Expenses**	**Customer Incentives**	**Outside Services***	**Total Investments**	**Total O & M Expenses**
Jan-30	-	-	-	-	-	-	-	-	-	-	-	-
Feb-30	-	-	-	-	-	-	-	-	-	-	-	-
Mar-30	-	-	-	-	-	-	-	-	-	-	-	-
Apr-30	-	-	-	-	-	-	-	-	-	-	-	-
May-30	-	-	-	-	-	-	-	-	-	-	-	-
Jun-30	-	-	-	-	-	-	-	-	-	-	-	-
Jul-30	77,629	-	77,629	-	-	-	-	-	-	-	-	-
Aug-30	-	-	-	-	-	-	-	-	-	-	-	-
Sep-30	-	-	-	-	-	-	-	-	-	-	-	-
Oct-30	-	-	-	-	-	-	-	-	-	-	-	-
Nov-30	-	-	-	-	-	-	-	-	-	-	-	-
Dec-30	-	-	-	-	-	-	-	-	-	-	-	-
Jan-31	-	-	-	-	-	-	-	-	-	-	-	-
Feb-31	-	-	-	-	-	-	-	-	-	-	-	-
Mar-31	-	-	-	-	-	-	-	-	-	-	-	-
Apr-31	-	-	-	-	-	-	-	-	-	-	-	-
May-31	-	-	-	-	-	-	-	-	-	-	-	-
Jun-31	-	-	-	-	-	-	-	-	-	-	-	-
Jul-31	28,213	-	28,213	-	-	-	-	-	-	-	-	-
Aug-31	-	-	-	-	-	-	-	-	-	-	-	-
Sep-31	-	-	-	-	-	-	-	-	-	-	-	-
Oct-31	-	-	-	-	-	-	-	-	-	-	-	-
Nov-31	-	-	-	-	-	-	-	-	-	-	-	-
Dec-31	-	-	-	-	-	-	-	-	-	-	-	-
Jan-32	-	-	-	-	-	-	-	-	-	-	-	-
Feb-32	-	-	-	-	-	-	-	-	-	-	-	-
Mar-32	-	-	-	-	-	-	-	-	-	-	-	-
Apr-32	-	-	-	-	-	-	-	-	-	-	-	-
May-32	-	-	-	-	-	-	-	-	-	-	-	-
Jun-32	-	-	-	-	-	-	-	-	-	-	-	-
Total	$ 68,063,115	$ 19,417,229	$ 87,480,344	$ 15,506,565	$ 49,224,897	$ 10,255,699	$ 59,480,595	$ 8,345,063	$ 25,552,473	$ 3,951,794	$ 29,504,267	$ 2,715,522

ATTACHMENT D

Jersey Central Power & Light
Clean Energy Energy Efficiency Program
Electric Revenue Requirements Calculation - RS,RT/RGT

Program Investment Amortization	10	Years
Monthly WACC Effective 7/1/21	0.77812%	
Federal & State Income tax rate	28.11%	

Investment Month	(1) Customer Incentives FERC (182)	(2) Outside Services FERC (182)	(3) Total Monthly Investments FERC (182)	(4) Cumulative Investments FERC (182)	(5) Customer Incentives Amortization FERC (407)	(6) Outside Services Amortization FERC (407)	(7) Accumulated Amortization FERC (407)	(8) Net Investments (4) + (7)	(9) Tax Depreciation	(10) Book Depreciation Tax Basis (5) + (6)	(11) Deferred Income Tax FERC (283)	(12) Beginning Accumulated Deferred Income Tax (11) + (12)	(13) Ending Accumulated Deferred Income Tax (11) + (12)	(14) Rate Base (8) - (13)	(15) Return Component (14) x WACC	(16) O & M Expenses FERC (923)	(17) Revenue Requirements (FERC 440-444)
Jul-21	$ 1,208,452	$ 493,408	$ 1,701,861	$ 1,701,861	$ 11,564	4,112	$ 15,675	$ 1,686,185	$ 1,701,861	$ 15,675	$ 473,987	$ -	$ 473,987	$ 1,212,199	$ 9,432	$ 440,273	$ 465,380
Aug-21	1,208,452	493,408	1,701,861	3,403,721	23,127	8,223	47,026	3,356,695	1,701,861	31,351	469,580	473,987	943,567	2,413,128	18,777	440,273	490,401
Sep-21	1,208,452	493,408	1,701,861	5,105,582	34,691	12,335	94,052	5,011,529	1,701,861	47,026	465,174	943,567	1,408,741	3,602,788	28,034	440,273	515,333
Oct-21	1,208,452	493,408	1,701,861	6,807,442	46,255	16,447	156,754	6,650,688	1,701,861	62,702	460,768	1,408,741	1,869,509	4,781,180	37,203	440,273	540,178
Nov-21	1,208,452	493,408	1,701,861	8,509,303	57,818	20,559	235,131	8,274,172	1,701,861	78,377	456,361	1,869,509	2,325,870	5,948,302	46,285	440,273	564,935
Dec-21	1,208,452	493,408	1,701,861	10,211,163	69,382	24,670	329,183	9,881,980	1,701,861	94,052	451,955	2,325,870	2,777,825	7,104,156	55,279	440,273	589,604
Jan-22	1,208,452	493,408	1,701,861	11,913,024	80,945	28,782	438,911	11,474,113	1,701,861	109,728	447,549	2,777,825	3,225,373	8,248,740	64,185	440,273	614,186
Feb-22	1,208,452	493,408	1,701,861	13,614,884	92,509	32,894	564,314	13,050,571	1,701,861	125,403	443,142	3,225,373	3,668,515	9,382,055	73,004	440,273	638,680
Mar-22	1,208,452	493,408	1,701,861	15,316,745	104,073	37,006	705,392	14,611,353	1,701,861	141,078	438,736	3,668,515	4,107,251	10,504,102	81,735	440,273	663,086
Apr-22	1,208,452	493,408	1,701,861	17,018,605	115,636	41,117	862,146	16,156,460	1,701,861	156,754	434,330	4,107,251	4,541,581	11,614,879	90,378	440,273	687,404
May-22	1,208,452	493,408	1,701,861	18,720,466	127,200	45,229	1,034,575	17,685,891	1,701,861	172,429	429,923	4,541,581	4,971,504	12,714,387	98,933	440,273	711,635
Jun-22	1,208,452	493,408	1,701,861	20,422,327	138,764	49,341	1,222,679	19,199,647	1,701,861	188,105	425,517	4,971,504	5,397,021	13,802,626	107,401	440,273	735,779
Jul-22	1,784,751	537,013	2,321,764	22,744,091	158,175	53,816	1,434,670	21,309,420	2,321,764	211,991	593,057	5,397,021	5,990,078	15,319,342	119,203	426,663	757,857
Aug-22	1,784,751	537,013	2,321,764	25,065,855	177,586	58,291	1,670,548	23,395,307	2,321,764	235,878	586,343	5,990,078	6,576,421	16,818,886	130,871	426,663	793,412
Sep-22	1,784,751	537,013	2,321,764	27,387,619	196,998	62,766	1,930,312	25,457,307	2,321,764	259,764	579,628	6,576,421	7,156,049	18,301,258	142,406	426,663	828,833
Oct-22	1,784,751	537,013	2,321,764	29,709,383	216,409	67,241	2,213,962	27,495,420	2,321,764	283,651	572,914	7,156,049	7,728,963	19,766,458	153,807	426,663	864,120
Nov-22	1,784,751	537,013	2,321,764	32,031,147	235,821	71,716	2,521,499	29,509,647	2,321,764	307,537	566,199	7,728,963	8,295,162	21,214,485	165,075	426,663	899,274
Dec-22	1,784,751	537,013	2,321,764	34,352,911	255,232	76,191	2,852,923	31,499,988	2,321,764	331,423	559,485	8,295,162	8,854,647	22,645,341	176,208	426,663	934,294
Jan-23	1,784,751	537,013	2,321,764	36,674,675	274,643	80,667	3,208,233	33,466,442	2,321,764	355,310	552,770	8,854,647	9,407,417	24,059,025	187,209	426,663	969,181
Feb-23	1,784,751	537,013	2,321,764	38,996,439	294,055	85,142	3,587,429	35,409,009	2,321,764	379,196	546,056	9,407,417	9,953,472	25,455,537	198,075	426,663	1,003,934
Mar-23	1,784,751	537,013	2,321,764	41,318,203	313,466	89,617	3,990,512	37,327,690	2,321,764	403,083	539,341	9,953,472	10,492,814	26,834,876	208,808	426,663	1,038,554
Apr-23	1,784,751	537,013	2,321,764	43,639,967	332,878	94,092	4,417,482	39,222,485	2,321,764	426,969	532,627	10,492,814	11,025,440	28,197,044	219,407	426,663	1,073,039
May-23	1,784,751	537,013	2,321,764	45,961,731	352,289	98,567	4,868,338	41,093,393	2,321,764	450,856	525,912	11,025,440	11,551,353	29,542,040	229,873	426,663	1,107,392
Jun-23	1,784,751	537,013	2,321,764	48,283,495	371,700	103,042	5,343,080	42,940,414	2,321,764	474,742	519,198	11,551,353	12,070,550	30,869,864	240,205	426,663	1,141,610
Jul-23	2,187,008	587,681	2,774,689	51,058,183	394,550	107,939	5,845,570	45,212,614	2,774,689	502,489	638,715	12,070,550	12,709,266	32,503,348	252,916	425,279	1,180,684
Aug-23	2,187,008	587,681	2,774,689	53,832,872	417,399	112,837	6,375,806	47,457,066	2,774,689	530,236	630,916	12,709,266	13,340,181	34,116,885	265,471	425,279	1,220,986
Sep-23	2,187,008	587,681	2,774,689	56,607,561	440,249	117,734	6,933,789	49,673,772	2,774,689	557,983	623,116	13,340,181	13,963,297	35,710,475	277,871	425,279	1,261,133
Oct-23	2,187,008	587,681	2,774,689	59,382,250	463,098	122,632	7,519,519	51,862,731	2,774,689	585,730	615,316	13,963,297	14,578,614	37,284,117	290,116	425,279	1,301,124
Nov-23	2,187,008	587,681	2,774,689	62,156,939	485,948	127,529	8,132,995	54,023,943	2,774,689	613,477	607,517	14,578,614	15,186,130	38,837,813	302,206	425,279	1,340,961
Dec-23	2,187,008	587,681	2,774,689	64,931,627	508,797	132,426	8,774,219	56,157,409	2,774,689	641,224	599,717	15,186,130	15,785,848	40,371,561	314,140	425,279	1,380,642
Jan-24	2,187,008	587,681	2,774,689	67,706,316	531,647	137,324	9,443,189	58,263,127	2,774,689	668,970	591,917	15,785,848	16,377,765	41,885,362	325,919	425,279	1,420,168
Feb-24	2,187,008	587,681	2,774,689	70,481,005	554,496	142,221	10,139,907	60,341,098	2,774,689	696,717	584,118	16,377,765	16,961,883	43,379,216	337,543	425,279	1,459,539
Mar-24	2,187,008	587,681	2,774,689	73,255,694	577,346	147,118	10,864,371	62,391,323	2,774,689	724,464	576,318	16,961,883	17,538,201	44,853,122	349,012	425,279	1,498,755
Apr-24	2,187,008	587,681	2,774,689	76,030,383	600,195	152,016	11,616,582	64,413,801	2,774,689	752,211	568,519	17,538,201	18,106,719	46,307,082	360,326	425,279	1,537,815
May-24	2,187,008	587,681	2,774,689	78,805,072	623,045	156,913	12,396,540	66,408,532	2,774,689	779,958	560,719	18,106,719	18,667,438	47,741,094	371,484	425,279	1,576,720
Jun-24	2,187,008	587,681	2,774,689	81,579,760	645,894	161,810	13,204,244	68,375,516	2,774,689	807,705	552,919	18,667,438	19,220,358	49,155,159	382,487	425,279	1,615,470
Jul-24	1,615,952	-	1,615,952	83,195,713	656,671	161,810	14,022,725	69,172,987	1,615,952	818,481	224,169	19,220,358	19,444,527	49,728,461	386,948	-	1,205,429
Aug-24	-	-	-	83,195,713	653,981	161,810	14,838,516	68,357,196	-	815,791	(229,319)	19,444,527	19,215,208	49,141,988	382,385	-	1,198,176
Sep-24	-	-	-	83,195,713	651,291	161,810	15,651,618	67,544,095	-	813,101	(228,563)	19,215,208	18,986,645	48,557,450	377,836	-	1,190,938
Oct-24	-	-	-	83,195,713	648,601	161,810	16,462,029	66,733,684	-	810,411	(227,807)	18,986,645	18,758,838	47,974,845	373,303	-	1,183,714
Nov-24	-	-	-	83,195,713	645,911	161,810	17,269,750	65,925,962	-	807,721	(227,050)	18,758,838	18,531,788	47,394,174	368,785	-	1,176,506
Dec-24	-	-	-	83,195,713	643,221	161,810	18,074,782	65,120,931	-	805,032	(226,294)	18,531,788	18,305,494	46,815,437	364,281	-	1,169,313
Jan-25	-	-	-	83,195,713	640,531	161,810	18,877,124	64,318,589	-	802,342	(225,538)	18,305,494	18,079,955	46,238,634	359,793	-	1,162,135
Feb-25	-	-	-	83,195,713	637,841	161,810	19,676,775	63,518,937	-	799,652	(224,782)	18,079,955	17,855,173	45,663,764	355,320	-	1,154,972
Mar-25	-	-	-	83,195,713	635,152	161,810	20,473,737	62,721,976	-	796,962	(224,026)	17,855,173	17,631,147	45,090,828	350,862	-	1,147,824
Apr-25	-	-	-	83,195,713	632,462	161,810	21,268,009	61,927,704	-	794,272	(223,270)	17,631,147	17,407,877	44,519,826	346,419	-	1,140,691
May-25	-	-	-	83,195,713	629,772	161,810	22,059,591	61,136,122	-	791,582	(222,514)	17,407,877	17,185,364	43,950,758	341,991	-	1,133,573
Jun-25	-	-	-	83,195,713	627,082	161,810	22,848,483	60,347,229	-	788,892	(221,758)	17,185,364	16,963,606	43,383,623	337,578	-	1,126,470
Jul-25	1,375,969	-	1,375,969	84,571,682	635,926	161,810	23,646,220	60,925,462	1,375,969	797,736	162,541	16,963,606	17,126,147	43,799,315	340,812	-	1,138,549
Aug-25	-	-	-	84,571,682	633,304	161,810	24,441,334	60,130,348	-	795,114	(223,507)	17,126,147	16,902,641	43,227,707	336,364	-	1,131,479
Sep-25	-	-	-	84,571,682	630,682	161,810	25,233,826	59,337,855	-	792,492	(222,770)	16,902,641	16,679,871	42,657,984	331,931	-	1,124,424
Oct-25	-	-	-	84,571,682	628,060	161,810	26,023,696	58,547,985	-	789,870	(222,033)	16,679,871	16,457,839	42,090,147	327,513	-	1,117,383
Nov-25	-	-	-	84,571,682	625,438	161,810	26,810,945	57,760,737	-	787,248	(221,295)	16,457,839	16,236,543	41,524,194	323,109	-	1,110,357
Dec-25	-	-	-	84,571,682	622,816	161,810	27,595,571	56,976,111	-	784,626	(220,558)	16,236,543	16,015,985	40,960,126	318,720	-	1,103,346
Jan-26	-	-	-	84,571,682	620,194	161,810	28,377,575	56,194,107	-	782,004	(219,821)	16,015,985	15,796,164	40,397,944	314,345	-	1,096,349
Feb-26	-	-	-	84,571,682	617,572	161,810	29,156,956	55,414,725	-	779,382	(219,084)	15,796,164	15,577,079	39,837,646	309,986	-	1,089,367
Mar-26	-	-	-	84,571,682	614,950	161,810	29,933,716	54,637,966	-	776,760	(218,347)	15,577,079	15,358,732	39,279,233	305,640	-	1,082,400
Apr-26	-	-	-	84,571,682	612,327	161,810	30,707,854	53,863,828	-	774,138	(217,610)	15,358,732	15,141,122	38,722,706	301,310	-	1,075,448
May-26	-	-	-	84,571,682	609,705	161,810	31,479,369	53,092,312	-	771,516	(216,873)	15,141,122	14,924,249	38,168,063	296,994	-	1,068,510
Jun-26	-	-	-	84,571,682	607,083	161,810	32,248,263	52,323,419	-	768,894	(216,136)	14,924,249	14,708,113	37,615,306	292,693	-	1,061,587
Jul-26	1,120,854	-	1,120,854	85,692,536	613,874	161,810	33,023,947	52,668,589	1,120,854	775,684	97,027	14,708,113	14,805,140	37,863,448	294,624	-	1,070,308
Aug-26	-	-	-	85,692,536	611,324	161,810	33,797,081	51,895,455	-	773,134	(217,328)	14,805,140	14,587,812	37,307,642	290,299	-	1,063,433
Sep-26	-	-	-	85,692,536	608,774	161,810	34,567,665	51,124,871	-	770,584	(216,611)	14,587,812	14,371,201	36,753,670	285,988	-	1,056,572
Oct-26	-	-	-	85,692,536	606,224	161,810	35,335,699	50,356,837	-	768,034	(215,894)	14,371,201	14,155,307	36,201,530	281,692	-	1,049,726
Nov-26	-	-	-	85,692,536	603,674	161,810	36,101,183	49,591,353	-	765,484	(215,178)	14,155,307	13,940,129	35,651,224	277,410	-	1,042,894
Dec-26	-	-	-	85,692,536	601,124	161,810	36,864,117	48,828,419	-	762,934	(214,461)	13,940,129	13,725,669	35,102,750	273,142	-	1,036,076
Jan-27	-	-	-	85,692,536	598,574	161,810	37,624,501	48,068,035	-	760,384	(213,744)	13,725,669	13,511,925	34,556,110	268,889	-	1,029,273
Feb-27	-	-	-	85,692,536	596,024	161,810	38,382,335	47,310,201	-	757,834	(213,027)	13,511,925	13,298,897	34,011,303	264,649	-	1,022,483
Mar-27	-	-	-	85,692,536	593,474	161,810	39,137,619	46,554,917	-	755,284	(212,310)	13,298,897	13,086,587	33,468,330	260,424	-	1,015,708
Apr-27	-	-	-	85,692,536	590,924	161,810	39,890,353	45,802,183	-	752,734	(211,594)	13,086,587	12,874,994	32,927,189	256,214	-	1,008,948
May-27	-	-	-	85,692,536	588,374	161,810	40,640,536	45,051,999	-	750,184	(210,877)	12,874,994	12,664,117	32,387,882	252,017	-	1,002,201

Jersey Central Power & Light
Clean Energy Energy Efficiency Program
Electric Revenue Requirements Calculation - RS,RT/RGT

Program Investment Amortization	10	Years
Monthly WACC Effective 7/1/21	0.77812%	
Federal & State Income tax rate	28.11%	

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)
Investment Month	Customer Incentives FERC (182)	Outside Services FERC (182)	Total Monthly Investments FERC (182)	Cumulative Investments FERC (182)	Customer Incentives Amortization FERC (407)	Outside Services Amortization FERC (407)	Accumulated Amortization FERC (407)	Net Investments (4) + (7)	Tax Depreciation	Book Depreciation Tax Basis (5) + (6)	Deferred Income Tax FERC (283)	Beginning Accumulated Deferred Income Tax (11) + (12)	Ending Accumulated Deferred Income Tax (11) + (12)	Rate Base (8) - (13)	Return Component (14) x WACC	O & M Expenses FERC (923)	Revenue Requirements (FERC 440-444)
Jun-27	-	-	-	85,692,536	585,824	161,810	41,388,170	44,304,365	-	747,634	(210,160)	12,664,117	12,453,957	31,850,408	247,835	-	995,469
Jul-27	849,650	-	849,650	86,542,186	590,431	161,810	42,140,411	44,401,775	849,650	752,241	27,382	12,453,957	12,481,339	31,920,436	248,380	-	1,000,621
Aug-27	-	-	-	86,542,186	587,957	161,810	42,890,179	43,652,007	-	749,768	(210,760)	12,481,339	12,270,579	31,381,428	244,186	-	993,953
Sep-27	-	-	-	86,542,186	585,484	161,810	43,637,473	42,904,713	-	747,294	(210,064)	12,270,579	12,060,515	30,844,198	240,006	-	987,300
Oct-27	-	-	-	86,542,186	583,011	161,810	44,382,294	42,159,892	-	744,821	(209,369)	12,060,515	11,851,146	30,308,746	235,839	-	980,660
Nov-27	-	-	-	86,542,186	580,537	161,810	45,124,641	41,417,545	-	742,347	(208,674)	11,851,146	11,642,472	29,775,073	231,686	-	974,034
Dec-27	-	-	-	86,542,186	578,064	161,810	45,864,515	40,677,671	-	739,874	(207,979)	11,642,472	11,434,493	29,243,178	227,548	-	967,422
Jan-28	-	-	-	86,542,186	575,590	161,810	46,601,916	39,940,270	-	737,401	(207,283)	11,434,493	11,227,210	28,713,060	223,423	-	960,823
Feb-28	-	-	-	86,542,186	573,117	161,810	47,336,843	39,205,343	-	734,927	(206,588)	11,227,210	11,020,622	28,184,721	219,312	-	954,239
Mar-28	-	-	-	86,542,186	570,644	161,810	48,069,297	38,472,889	-	732,454	(205,893)	11,020,622	10,814,729	27,658,160	215,214	-	947,668
Apr-28	-	-	-	86,542,186	568,170	161,810	48,799,277	37,742,909	-	729,980	(205,197)	10,814,729	10,609,532	27,133,377	211,131	-	941,111
May-28	-	-	-	86,542,186	565,697	161,810	49,526,784	37,015,402	-	727,507	(204,502)	10,609,532	10,405,029	26,610,372	207,061	-	934,568
Jun-28	-	-	-	86,542,186	563,223	161,810	50,251,818	36,290,368	-	725,034	(203,807)	10,405,029	10,201,222	26,089,146	203,005	-	928,039
Jul-28	559,273	-	559,273	87,101,459	565,479	161,810	50,979,107	36,122,352	559,273	727,289	(47,229)	10,201,222	10,153,993	25,968,359	202,066	-	929,355
Aug-28	-	-	-	87,101,459	563,074	161,810	51,703,992	35,397,468	-	724,884	(203,765)	10,153,993	9,950,228	25,447,240	198,011	-	922,895
Sep-28	-	-	-	87,101,459	560,669	161,810	52,426,471	34,674,988	-	722,480	(203,089)	9,950,228	9,747,139	24,927,849	193,969	-	916,449
Oct-28	-	-	-	87,101,459	558,264	161,810	53,146,546	33,954,913	-	720,075	(202,413)	9,747,139	9,544,726	24,410,187	189,941	-	910,016
Nov-28	-	-	-	87,101,459	555,860	161,810	53,864,216	33,237,244	-	717,670	(201,737)	9,544,726	9,342,989	23,894,254	185,926	-	903,596
Dec-28	-	-	-	87,101,459	553,455	161,810	54,579,481	32,521,979	-	715,265	(201,061)	9,342,989	9,141,928	23,380,051	181,925	-	897,190
Jan-29	-	-	-	87,101,459	551,050	161,810	55,292,341	31,809,119	-	712,860	(200,385)	9,141,928	8,941,543	22,867,576	177,938	-	890,798
Feb-29	-	-	-	87,101,459	548,645	161,810	56,002,796	31,098,664	-	710,455	(199,709)	8,941,543	8,741,834	22,356,829	173,963	-	884,419
Mar-29	-	-	-	87,101,459	546,240	161,810	56,710,846	30,390,613	-	708,050	(199,033)	8,741,834	8,542,801	21,847,812	170,003	-	878,053
Apr-29	-	-	-	87,101,459	543,835	161,810	57,416,491	29,684,968	-	705,645	(198,357)	8,542,801	8,344,445	21,340,524	166,055	-	871,701
May-29	-	-	-	87,101,459	541,430	161,810	58,119,732	28,981,728	-	703,240	(197,681)	8,344,445	8,146,764	20,834,964	162,121	-	865,362
Jun-29	-	-	-	87,101,459	539,025	161,810	58,820,567	28,280,892	-	700,836	(197,005)	8,146,764	7,949,759	20,331,133	158,201	-	859,037
Jul-29	273,042	-	273,042	87,374,502	539,123	161,810	59,521,501	27,853,001	273,042	700,934	(120,280)	7,949,759	7,829,479	20,023,522	155,807	-	856,741
Aug-29	-	-	-	87,374,502	536,946	161,810	60,220,257	27,154,245	-	698,756	(196,420)	7,829,479	7,633,058	19,521,186	151,899	-	850,655
Sep-29	-	-	-	87,374,502	534,769	161,810	60,916,836	26,457,666	-	696,579	(195,808)	7,633,058	7,437,250	19,020,416	148,002	-	844,581
Oct-29	-	-	-	87,374,502	532,591	161,810	61,611,238	25,763,264	-	694,402	(195,196)	7,437,250	7,242,054	18,521,211	144,118	-	838,519
Nov-29	-	-	-	87,374,502	530,414	161,810	62,303,462	25,071,040	-	692,224	(194,584)	7,242,054	7,047,469	18,023,571	140,245	-	832,470
Dec-29	-	-	-	87,374,502	528,237	161,810	62,993,509	24,380,993	-	690,047	(193,972)	7,047,469	6,853,497	17,527,496	136,385	-	826,432
Jan-30	-	-	-	87,374,502	526,059	161,810	63,681,378	23,693,123	-	687,870	(193,360)	6,853,497	6,660,137	17,032,986	132,537	-	820,407
Feb-30	-	-	-	87,374,502	523,882	161,810	64,367,071	23,007,431	-	685,692	(192,748)	6,660,137	6,467,389	16,540,042	128,702	-	814,394
Mar-30	-	-	-	87,374,502	521,705	161,810	65,050,586	22,323,916	-	683,515	(192,136)	6,467,389	6,275,253	16,048,663	124,878	-	808,393
Apr-30	-	-	-	87,374,502	519,527	161,810	65,731,923	21,642,579	-	681,338	(191,524)	6,275,253	6,083,729	15,558,850	121,067	-	802,404
May-30	-	-	-	87,374,502	517,350	161,810	66,411,083	20,963,418	-	679,160	(190,912)	6,083,729	5,892,817	15,070,601	117,268	-	796,428
Jun-30	-	-	-	87,374,502	515,173	161,810	67,088,066	20,286,435	-	676,983	(190,300)	5,892,817	5,702,517	14,583,918	113,481	-	790,464
Jul-30	77,629	-	77,629	87,452,131	514,409	161,810	67,764,285	19,687,846	77,629	676,219	(168,264)	5,702,517	5,534,253	14,153,592	110,132	-	786,351
Aug-30	-	-	-	87,452,131	512,998	161,810	68,439,093	19,013,038	-	674,808	(189,689)	5,534,253	5,344,565	13,668,473	106,357	-	781,165
Sep-30	-	-	-	87,452,131	511,587	161,810	69,112,490	18,339,641	-	673,397	(189,292)	5,344,565	5,155,273	13,184,368	102,590	-	775,988
Oct-30	-	-	-	87,452,131	510,176	161,810	69,784,476	17,667,654	-	671,986	(188,895)	5,155,273	4,966,378	12,701,277	98,831	-	770,818
Nov-30	-	-	-	87,452,131	508,765	161,810	70,455,052	16,997,079	-	670,575	(188,499)	4,966,378	4,777,879	12,219,200	95,080	-	765,655
Dec-30	-	-	-	87,452,131	507,354	161,810	71,124,216	16,327,915	-	669,164	(188,102)	4,777,879	4,589,777	11,738,138	91,337	-	760,501
Jan-31	-	-	-	87,452,131	505,943	161,810	71,791,969	15,660,162	-	667,753	(187,705)	4,589,777	4,402,071	11,258,090	87,602	-	755,355
Feb-31	-	-	-	87,452,131	504,532	161,810	72,458,311	14,993,820	-	666,342	(187,309)	4,402,071	4,214,763	10,779,057	83,874	-	750,217
Mar-31	-	-	-	87,452,131	503,121	161,810	73,123,243	14,328,888	-	664,931	(186,912)	4,214,763	4,027,850	10,301,038	80,155	-	745,086
Apr-31	-	-	-	87,452,131	501,710	161,810	73,786,763	13,665,368	-	663,520	(186,516)	4,027,850	3,841,335	9,824,033	76,443	-	739,963
May-31	-	-	-	87,452,131	500,299	161,810	74,448,873	13,003,258	-	662,109	(186,119)	3,841,335	3,655,216	9,348,042	72,739	-	734,849
Jun-31	-	-	-	87,452,131	498,888	161,810	75,109,571	12,342,560	-	660,699	(185,722)	3,655,216	3,469,494	8,873,066	69,043	-	729,742
Jul-31	28,213	-	28,213	87,480,344	498,761	161,810	75,770,142	11,710,202	28,213	660,571	(177,756)	3,469,494	3,291,738	8,418,464	65,506	-	726,077
Aug-31	-	-	-	87,480,344	498,398	161,810	76,430,350	11,049,994	-	660,208	(185,585)	3,291,738	3,106,153	7,943,841	61,813	-	722,021
Sep-31	-	-	-	87,480,344	498,035	161,810	77,090,196	10,390,149	-	659,845	(185,483)	3,106,153	2,920,671	7,469,478	58,122	-	717,967
Oct-31	-	-	-	87,480,344	497,672	161,810	77,749,678	9,730,666	-	659,483	(185,381)	2,920,671	2,735,290	6,995,376	54,433	-	713,915
Nov-31	-	-	-	87,480,344	497,310	161,810	78,408,798	9,071,546	-	659,120	(185,279)	2,735,290	2,550,012	6,521,535	50,746	-	709,865
Dec-31	-	-	-	87,480,344	496,947	161,810	79,067,555	8,412,789	-	658,757	(185,177)	2,550,012	2,364,835	6,047,954	47,060	-	705,818
Jan-32	-	-	-	87,480,344	496,584	161,810	79,725,949	7,754,395	-	658,394	(185,075)	2,364,835	2,179,760	5,574,634	43,377	-	701,772
Feb-32	-	-	-	87,480,344	496,221	161,810	80,383,981	7,096,363	-	658,032	(184,973)	2,179,760	1,994,788	5,101,576	39,696	-	697,728
Mar-32	-	-	-	87,480,344	495,859	161,810	81,041,650	6,438,694	-	657,669	(184,871)	1,994,788	1,809,917	4,628,777	36,018	-	693,686
Apr-32	-	-	-	87,480,344	495,496	161,810	81,698,956	5,781,388	-	657,306	(184,769)	1,809,917	1,625,148	4,156,240	32,341	-	689,647
May-32	-	-	-	87,480,344	495,133	161,810	82,355,899	5,124,445	-	656,943	(184,667)	1,625,148	1,440,482	3,683,964	28,666	-	685,609
Jun-32	-	-	-	87,480,344	494,770	161,810	83,012,480	4,467,865	-	656,581	(184,565)	1,440,482	1,255,917	3,211,948	24,993	-	681,573
Total	$68,063,115	$19,417,229	$87,480,344		$ 64,598,334	$18,414,146			$87,480,344	$ 83,012,480	$ 1,255,917				$ 26,207,644	$15,506,565	$ 124,726,689
Footnotes:			Col. 1 + Col. 2		Cum. Sum of Col. 1/12/10	Cum. Sum of Col. 2/12/10	Cum. Sum of Col. 5 + 6	Col. 4 - Col. 7		Col. 5 + Col. 6	Col. 9 - Col. 10) x Tax Rate (28.11%)	Prior mth. Col. 12 + Prior mth. Col. 11	Prior mth. Col. 13 + Current mth. Col. 11	Col. 8 - Col. 13	Col. 14 x Monthly WACC		Col. 5 + Col. 6 + Col. 15 + Col. 16

ATTACHMENT D

Jersey Central Power & Light
Clean Energy Energy Efficiency Program
Electric Revenue Requirements Calculation - GS,OL,SVL,MVL,ISL,LED

Program Investment Amortization	10	Years
Monthly WACC Effective 7/1/21	0.77812%	
Federal & State Income tax rate	28.11%	

Investment Month	(1) Customer Incentives FERC (182)	(2) Outside Services FERC (182)	(3) Total Monthly Investments FERC (182)	(4) Cumulative Investments FERC (182)	(5) Customer Incentives Amortization FERC (407)	(6) Outside Services Amortization FERC (407)	(7) Accumulated Amortization FERC (407)	(8) Net Investments (4) + (7)	(9) Tax Depreciation	(10) Book Depreciation Tax Basis (5) + (6)	(11) Deferred Income Tax FERC (283)	(12) Beginning Accumulated Deferred Income Tax (11) + (12)	(13) Ending Accumulated Deferred Income Tax (11) + (12)	(14) Rate Base (8) - (13)	(15) Return Component (14) x WACC	(16) O & M Expenses FERC (923)	(17) Revenue Requirements (FERC 440-444)
Jul-21	$ 699,109	$ 191,996	$ 891,105	$ 891,105	$ 6,814	1,600	$ 8,414	$ 882,692	$ 891,105	$ 8,414	$ 248,125	$ -	$ 248,125	$ 634,567	$ 4,938	$ 140,005	$ 153,357
Aug-21	699,109	191,996	891,105	1,782,211	13,627	3,200	25,241	1,756,970	891,105	16,827	245,760	248,125	493,884	1,263,086	9,828	140,005	166,661
Sep-21	699,109	191,996	891,105	2,673,316	20,441	4,800	50,482	2,622,834	891,105	25,241	243,394	493,884	737,279	1,885,555	14,672	140,005	179,918
Oct-21	699,109	191,996	891,105	3,564,421	27,255	6,400	84,137	3,480,285	891,105	33,655	241,029	737,279	978,308	2,501,977	19,468	140,005	193,129
Nov-21	699,109	191,996	891,105	4,455,527	34,068	8,000	126,205	4,329,322	891,105	42,068	238,664	978,308	1,216,972	3,112,349	24,218	140,005	206,292
Dec-21	699,109	191,996	891,105	5,346,632	40,882	9,600	176,687	5,169,945	891,105	50,482	236,299	1,216,972	1,453,272	3,716,674	28,920	140,005	219,408
Jan-22	699,109	191,996	891,105	6,237,737	47,696	11,200	235,582	6,002,155	891,105	58,896	233,934	1,453,272	1,687,206	4,314,949	33,576	140,005	232,477
Feb-22	699,109	191,996	891,105	7,128,843	54,509	12,800	302,891	6,825,951	891,105	67,309	231,569	1,687,206	1,918,775	4,907,176	38,184	140,005	245,499
Mar-22	699,109	191,996	891,105	8,019,948	61,323	14,400	378,614	7,641,334	891,105	75,723	229,204	1,918,775	2,147,979	5,493,355	42,745	140,005	258,473
Apr-22	699,109	191,996	891,105	8,911,053	68,137	16,000	462,751	8,448,302	891,105	84,137	226,839	2,147,979	2,374,818	6,073,485	47,259	140,005	271,401
May-22	699,109	191,996	891,105	9,802,159	74,951	17,600	555,301	9,246,858	891,105	92,550	224,474	2,374,818	2,599,292	6,647,566	51,726	140,005	284,282
Jun-22	699,109	191,996	891,105	10,693,264	81,764	19,200	656,265	10,036,999	891,105	100,964	222,109	2,599,292	2,821,400	7,215,599	56,146	140,005	297,115
Jul-22	1,375,162	276,433	1,651,595	12,344,859	95,189	21,503	772,957	11,571,902	1,651,595	116,692	431,461	2,821,400	3,252,862	8,319,040	64,732	249,118	430,543
Aug-22	1,375,162	276,433	1,651,595	13,996,454	108,614	23,807	905,378	13,091,076	1,651,595	132,421	427,040	3,252,862	3,679,901	9,411,174	73,230	249,118	454,770
Sep-22	1,375,162	276,433	1,651,595	15,648,048	122,039	26,110	1,053,527	14,594,521	1,651,595	148,149	422,619	3,679,901	4,102,520	10,492,001	81,641	249,118	478,908
Oct-22	1,375,162	276,433	1,651,595	17,299,643	135,464	28,414	1,217,405	16,082,238	1,651,595	163,878	418,197	4,102,520	4,520,717	11,561,521	89,963	249,118	502,959
Nov-22	1,375,162	276,433	1,651,595	18,951,238	148,889	30,718	1,397,011	17,554,227	1,651,595	179,606	413,776	4,520,717	4,934,493	12,619,734	98,197	249,118	526,922
Dec-22	1,375,162	276,433	1,651,595	20,602,833	162,314	33,021	1,592,346	19,010,487	1,651,595	195,335	409,355	4,934,493	5,343,848	13,666,639	106,343	249,118	550,796
Jan-23	1,375,162	276,433	1,651,595	22,254,428	175,738	35,325	1,803,409	20,451,019	1,651,595	211,063	404,933	5,343,848	5,748,781	14,702,237	114,401	249,118	574,583
Feb-23	1,375,162	276,433	1,651,595	23,906,023	189,163	37,628	2,030,201	21,875,822	1,651,595	226,792	400,512	5,748,781	6,149,293	15,726,528	122,372	249,118	598,282
Mar-23	1,375,162	276,433	1,651,595	25,557,618	202,588	39,932	2,272,721	23,284,896	1,651,595	242,520	396,091	6,149,293	6,545,384	16,739,512	130,254	249,118	621,893
Apr-23	1,375,162	276,433	1,651,595	27,209,213	216,013	42,236	2,530,970	24,678,242	1,651,595	258,249	391,670	6,545,384	6,937,054	17,741,188	138,048	249,118	645,415
May-23	1,375,162	276,433	1,651,595	28,860,807	229,438	44,539	2,804,947	26,055,860	1,651,595	273,977	387,248	6,937,054	7,324,302	18,731,558	145,754	249,118	668,850
Jun-23	1,375,162	276,433	1,651,595	30,512,402	242,863	46,843	3,094,653	27,417,749	1,651,595	289,706	382,827	7,324,302	7,707,129	19,710,620	153,373	249,118	692,197
Jul-23	1,798,995	386,213	2,185,208	32,697,610	260,721	50,061	3,405,436	29,292,174	2,185,208	310,783	526,901	7,707,129	8,234,030	21,058,144	163,858	306,298	780,939
Aug-23	1,798,995	386,213	2,185,208	34,882,818	278,580	53,280	3,737,295	31,145,522	2,185,208	331,860	520,976	8,234,030	8,755,006	22,390,516	174,226	306,298	812,383
Sep-23	1,798,995	386,213	2,185,208	37,068,025	296,438	56,498	4,090,232	32,977,793	2,185,208	352,937	515,051	8,755,006	9,270,058	23,707,736	184,475	306,298	843,710
Oct-23	1,798,995	386,213	2,185,208	39,253,233	314,297	59,717	4,464,245	34,788,988	2,185,208	374,013	509,127	9,270,058	9,779,184	25,009,803	194,607	306,298	874,918
Nov-23	1,798,995	386,213	2,185,208	41,438,441	332,155	62,935	4,859,336	36,579,105	2,185,208	395,090	503,202	9,779,184	10,282,386	26,296,718	204,621	306,298	906,009
Dec-23	1,798,995	386,213	2,185,208	43,623,648	350,014	66,154	5,275,503	38,348,145	2,185,208	416,167	497,277	10,282,386	10,779,664	27,568,482	214,516	306,298	936,982
Jan-24	1,798,995	386,213	2,185,208	45,808,856	367,872	69,372	5,712,747	40,096,109	2,185,208	437,244	491,353	10,779,664	11,271,016	28,825,093	224,294	306,298	967,837
Feb-24	1,798,995	386,213	2,185,208	47,994,064	385,731	72,590	6,171,069	41,822,995	2,185,208	458,321	485,428	11,271,016	11,756,444	30,066,551	233,955	306,298	998,574
Mar-24	1,798,995	386,213	2,185,208	50,179,272	403,589	75,809	6,650,467	43,528,805	2,185,208	479,398	479,503	11,756,444	12,235,947	31,292,858	243,497	306,298	1,029,193
Apr-24	1,798,995	386,213	2,185,208	52,364,479	421,448	79,027	7,150,942	45,213,537	2,185,208	500,475	473,578	12,235,947	12,709,525	32,504,012	252,921	306,298	1,059,694
May-24	1,798,995	386,213	2,185,208	54,549,687	439,306	82,246	7,672,494	46,877,193	2,185,208	521,552	467,654	12,709,525	13,177,179	33,700,014	262,227	306,298	1,090,077
Jun-24	1,798,995	386,213	2,185,208	56,734,895	457,165	85,464	8,215,123	48,519,772	2,185,208	542,629	461,729	13,177,179	13,638,908	34,880,864	271,416	306,298	1,120,343
Jul-24	856,890	-	856,890	57,591,785	462,695	85,464	8,763,281	48,828,503	856,890	548,159	86,784	13,638,908	13,725,692	35,102,811	273,143	-	821,301
Aug-24	-	-	-	57,591,785	461,084	85,464	9,309,829	48,281,956	-	546,548	(153,635)	13,725,692	13,572,058	34,709,898	270,085	-	816,633
Sep-24	-	-	-	57,591,785	459,473	85,464	9,854,766	47,737,019	-	544,937	(153,182)	13,572,058	13,418,876	34,318,143	267,037	-	811,974
Oct-24	-	-	-	57,591,785	457,862	85,464	10,398,091	47,193,693	-	543,326	(152,729)	13,418,876	13,266,147	33,927,546	263,998	-	807,323
Nov-24	-	-	-	57,591,785	456,251	85,464	10,939,806	46,651,979	-	541,715	(152,276)	13,266,147	13,113,871	33,538,107	260,967	-	802,682
Dec-24	-	-	-	57,591,785	454,640	85,464	11,479,910	46,111,875	-	540,104	(151,823)	13,113,871	12,962,048	33,149,827	257,946	-	798,050
Jan-25	-	-	-	57,591,785	453,029	85,464	12,018,402	45,573,382	-	538,493	(151,370)	12,962,048	12,810,678	32,762,704	254,934	-	793,427
Feb-25	-	-	-	57,591,785	451,418	85,464	12,555,284	45,036,500	-	536,882	(150,917)	12,810,678	12,659,760	32,376,740	251,931	-	788,812
Mar-25	-	-	-	57,591,785	449,807	85,464	13,090,555	44,501,230	-	535,271	(150,465)	12,659,760	12,509,296	31,991,934	248,936	-	784,207
Apr-25	-	-	-	57,591,785	448,196	85,464	13,624,215	43,967,570	-	533,660	(150,012)	12,509,296	12,359,284	31,608,286	245,951	-	779,611
May-25	-	-	-	57,591,785	446,585	85,464	14,156,263	43,435,521	-	532,049	(149,559)	12,359,284	12,209,725	31,225,796	242,975	-	775,024
Jun-25	-	-	-	57,591,785	444,974	85,464	14,686,701	42,905,083	-	530,438	(149,106)	12,209,725	12,060,619	30,844,465	240,008	-	770,445
Jul-25	701,801	-	701,801	58,293,586	449,258	85,464	15,221,423	43,072,163	701,801	534,722	46,966	12,060,619	12,107,585	30,964,578	240,942	-	775,664
Aug-25	-	-	-	58,293,586	447,693	85,464	15,754,580	42,539,005	-	533,157	(149,871)	12,107,585	11,957,714	30,581,291	237,960	-	771,117
Sep-25	-	-	-	58,293,586	446,129	85,464	16,286,173	42,007,413	-	531,593	(149,431)	11,957,714	11,808,284	30,199,129	234,986	-	766,579
Oct-25	-	-	-	58,293,586	444,564	85,464	16,816,202	41,477,384	-	530,029	(148,991)	11,808,284	11,659,293	29,818,091	232,021	-	762,050
Nov-25	-	-	-	58,293,586	443,000	85,464	17,344,666	40,948,920	-	528,464	(148,551)	11,659,293	11,510,741	29,438,178	229,065	-	757,529
Dec-25	-	-	-	58,293,586	441,436	85,464	17,871,566	40,422,020	-	526,900	(148,112)	11,510,741	11,362,630	29,059,390	226,118	-	753,017
Jan-26	-	-	-	58,293,586	439,871	85,464	18,396,901	39,896,684	-	525,336	(147,672)	11,362,630	11,214,958	28,681,726	223,179	-	748,514
Feb-26	-	-	-	58,293,586	438,307	85,464	18,920,672	39,372,913	-	523,771	(147,232)	11,214,958	11,067,726	28,305,187	220,249	-	744,020
Mar-26	-	-	-	58,293,586	436,743	85,464	19,442,879	38,850,706	-	522,207	(146,792)	11,067,726	10,920,934	27,929,773	217,328	-	739,535
Apr-26	-	-	-	58,293,586	435,178	85,464	19,963,522	38,330,064	-	520,642	(146,353)	10,920,934	10,774,581	27,555,483	214,415	-	735,058
May-26	-	-	-	58,293,586	433,614	85,464	20,482,600	37,810,986	-	519,078	(145,913)	10,774,581	10,628,668	27,182,318	211,512	-	730,590
Jun-26	-	-	-	58,293,586	432,050	85,464	21,000,113	37,293,472	-	517,514	(145,473)	10,628,668	10,483,195	26,810,277	208,617	-	726,130
Jul-26	536,466	-	536,466	58,830,052	434,999	85,464	21,520,577	37,309,475	536,466	520,464	4,498	10,483,195	10,487,693	26,821,781	208,706	-	729,170
Aug-26	-	-	-	58,830,052	433,479	85,464	22,039,520	36,790,532	-	518,943	(145,875)	10,487,693	10,341,818	26,448,713	205,803	-	724,746
Sep-26	-	-	-	58,830,052	431,958	85,464	22,556,942	36,273,110	-	517,422	(145,447)	10,341,818	10,196,371	26,076,739	202,909	-	720,331
Oct-26	-	-	-	58,830,052	430,437	85,464	23,072,843	35,757,208	-	515,901	(145,020)	10,196,371	10,051,351	25,705,857	200,023	-	715,924
Nov-26	-	-	-	58,830,052	428,917	85,464	23,587,224	35,242,828	-	514,381	(144,592)	10,051,351	9,906,759	25,336,069	197,146	-	711,526
Dec-26	-	-	-	58,830,052	427,396	85,464	24,100,084	34,729,968	-	512,860	(144,165)	9,906,759	9,762,594	24,967,374	194,277	-	707,137
Jan-27	-	-	-	58,830,052	425,875	85,464	24,611,423	34,218,628	-	511,339	(143,737)	9,762,594	9,618,856	24,599,772	191,416	-	702,756
Feb-27	-	-	-	58,830,052	424,354	85,464	25,121,242	33,708,810	-	509,819	(143,310)	9,618,856	9,475,546	24,233,263	188,564	-	698,383
Mar-27	-	-	-	58,830,052	422,834	85,464	25,629,540	33,200,512	-	508,298	(142,883)	9,475,546	9,332,664	23,867,848	185,721	-	694,019
Apr-27	-	-	-	58,830,052	421,313	85,464	26,136,317	32,693,735	-	506,777	(142,455)	9,332,664	9,190,209	23,503,526	182,886	-	689,663
May-27	-	-	-	58,830,052	419,792	85,464	26,641,573	32,188,478	-	505,256	(142,028)	9,190,209	9,048,181	23,140,297	180,060	-	685,316

ATTACHMENT D

Jersey Central Power & Light
Clean Energy Energy Efficiency Program
Electric Revenue Requirements Calculation - GS,OL,SVL,MVL,ISL,LED

Program Investment Amortization	10	Years
Monthly WACC Effective 7/1/21	0.77812%	
Federal & State Income tax rate	28.11%	

Investment Month	(1) Customer Incentives FERC (182)	(2) Outside Services FERC (182)	(3) Total Monthly Investments FERC (182)	(4) Cumulative Investments FERC (182)	(5) Customer Incentives Amortization FERC (407)	(6) Outside Services Amortization FERC (407)	(7) Accumulated Amortization FERC (407)	(8) Net Investments (4) + (7)	(9) Tax Depreciation	(10) Book Depreciation Tax Basis (5) + (6)	(11) Deferred Income Tax FERC (283)	(12) Beginning Accumulated Deferred Income Tax (11) + (12)	(13) Ending Accumulated Deferred Income Tax (11) + (12)	(14) Rate Base (8) - (13)	(15) Return Component (14) x WACC	(16) O & M Expenses FERC (923)	(17) Revenue Requirements (FERC 440-444)
Jun-27	-	-	-	58,830,052	418,272	85,464	27,145,309	31,684,743	-	503,736	(141,600)	9,048,181	8,906,581	22,778,161	177,242	-	680,978
Jul-27	364,211	-	364,211	59,194,263	419,858	85,464	27,650,631	31,543,632	364,211	505,322	(39,666)	8,906,581	8,866,915	22,676,717	176,453	-	681,774
Aug-27	-	-	-	59,194,263	418,408	85,464	28,154,503	31,039,759	-	503,873	(141,639)	8,866,915	8,725,276	22,314,483	173,634	-	677,507
Sep-27	-	-	-	59,194,263	416,959	85,464	28,656,927	30,537,336	-	502,423	(141,231)	8,725,276	8,584,045	21,953,291	170,823	-	673,247
Oct-27	-	-	-	59,194,263	415,510	85,464	29,157,901	30,036,362	-	500,974	(140,824)	8,584,045	8,443,221	21,593,140	168,021	-	668,995
Nov-27	-	-	-	59,194,263	414,061	85,464	29,657,426	29,536,837	-	499,525	(140,417)	8,443,221	8,302,805	21,234,032	165,227	-	664,752
Dec-27	-	-	-	59,194,263	412,612	85,464	30,155,502	29,038,761	-	498,076	(140,009)	8,302,805	8,162,796	20,875,965	162,441	-	660,517
Jan-28	-	-	-	59,194,263	411,163	85,464	30,652,129	28,542,134	-	496,627	(139,602)	8,162,796	8,023,194	20,518,940	159,662	-	656,289
Feb-28	-	-	-	59,194,263	409,714	85,464	31,147,307	28,046,956	-	495,178	(139,194)	8,023,194	7,883,999	20,162,957	156,892	-	652,070
Mar-28	-	-	-	59,194,263	408,264	85,464	31,641,035	27,553,227	-	493,729	(138,787)	7,883,999	7,745,212	19,808,015	154,131	-	647,859
Apr-28	-	-	-	59,194,263	406,815	85,464	32,133,315	27,060,948	-	492,279	(138,380)	7,745,212	7,606,832	19,454,115	151,377	-	643,656
May-28	-	-	-	59,194,263	405,366	85,464	32,624,145	26,570,118	-	490,830	(137,972)	7,606,832	7,468,860	19,101,258	148,631	-	639,461
Jun-28	-	-	-	59,194,263	403,917	85,464	33,113,526	26,080,736	-	489,381	(137,565)	7,468,860	7,331,295	18,749,441	145,894	-	635,275
Jul-28	202,451	-	202,451	59,396,714	404,340	85,464	33,603,331	25,793,383	202,451	489,804	(80,775)	7,331,295	7,250,520	18,542,863	144,286	-	634,090
Aug-28	-	-	-	59,396,714	403,076	85,464	34,091,871	25,304,843	-	488,540	(137,329)	7,250,520	7,113,191	18,191,652	141,553	-	630,094
Sep-28	-	-	-	59,396,714	401,812	85,464	34,579,148	24,817,566	-	487,277	(136,973)	7,113,191	6,976,218	17,841,349	138,827	-	626,104
Oct-28	-	-	-	59,396,714	400,548	85,464	35,065,160	24,331,554	-	486,013	(136,618)	6,976,218	6,839,600	17,491,954	136,109	-	622,121
Nov-28	-	-	-	59,396,714	399,285	85,464	35,549,909	23,846,805	-	484,749	(136,263)	6,839,600	6,703,337	17,143,468	133,397	-	618,146
Dec-28	-	-	-	59,396,714	398,021	85,464	36,033,394	23,363,321	-	483,485	(135,908)	6,703,337	6,567,429	16,795,891	130,693	-	614,177
Jan-29	-	-	-	59,396,714	396,757	85,464	36,515,614	22,881,100	-	482,221	(135,552)	6,567,429	6,431,877	16,449,223	127,995	-	610,216
Feb-29	-	-	-	59,396,714	395,493	85,464	36,996,571	22,400,143	-	480,957	(135,197)	6,431,877	6,296,680	16,103,463	125,305	-	606,262
Mar-29	-	-	-	59,396,714	394,229	85,464	37,476,264	21,920,450	-	479,693	(134,842)	6,296,680	6,161,838	15,758,611	122,621	-	602,314
Apr-29	-	-	-	59,396,714	392,965	85,464	37,954,693	21,442,021	-	478,429	(134,486)	6,161,838	6,027,352	15,414,669	119,945	-	598,374
May-29	-	-	-	59,396,714	391,701	85,464	38,431,858	20,964,856	-	477,165	(134,131)	6,027,352	5,893,221	15,071,635	117,276	-	594,441
Jun-29	-	-	-	59,396,714	390,437	85,464	38,907,760	20,488,954	-	475,901	(133,776)	5,893,221	5,759,445	14,729,509	114,614	-	590,515
Jul-29	83,881	-	83,881	59,480,595	390,254	85,464	39,383,478	20,097,117	83,881	475,719	(110,145)	5,759,445	5,649,300	14,447,818	112,422	-	588,140
Aug-29	-	-	-	59,480,595	389,373	85,464	39,858,315	19,622,280	-	474,837	(133,477)	5,649,300	5,515,823	14,106,457	109,765	-	584,602
Sep-29	-	-	-	59,480,595	388,491	85,464	40,332,270	19,148,325	-	473,955	(133,229)	5,515,823	5,382,594	13,765,731	107,114	-	581,069
Oct-29	-	-	-	59,480,595	387,609	85,464	40,805,344	18,675,252	-	473,074	(132,981)	5,382,594	5,249,613	13,425,638	104,468	-	577,541
Nov-29	-	-	-	59,480,595	386,728	85,464	41,277,536	18,203,060	-	472,192	(132,733)	5,249,613	5,116,880	13,086,180	101,826	-	574,018
Dec-29	-	-	-	59,480,595	385,846	85,464	41,748,846	17,731,749	-	471,310	(132,485)	5,116,880	4,984,395	12,747,355	99,190	-	570,500
Jan-30	-	-	-	59,480,595	384,964	85,464	42,219,275	17,261,321	-	470,429	(132,237)	4,984,395	4,852,157	12,409,163	96,558	-	566,987
Feb-30	-	-	-	59,480,595	384,083	85,464	42,688,822	16,791,774	-	469,547	(131,990)	4,852,157	4,720,168	12,071,606	93,932	-	563,479
Mar-30	-	-	-	59,480,595	383,201	85,464	43,157,487	16,323,108	-	468,665	(131,742)	4,720,168	4,588,426	11,734,683	91,310	-	559,975
Apr-30	-	-	-	59,480,595	382,320	85,464	43,625,271	15,855,325	-	467,784	(131,494)	4,588,426	4,456,932	11,398,393	88,693	-	556,477
May-30	-	-	-	59,480,595	381,438	85,464	44,092,173	15,388,423	-	466,902	(131,246)	4,456,932	4,325,686	11,062,737	86,082	-	552,984
Jun-30	-	-	-	59,480,595	380,556	85,464	44,558,193	14,922,402	-	466,020	(130,998)	4,325,686	4,194,687	10,727,715	83,475	-	549,495
Jul-30	-	-	-	59,480,595	379,974	85,464	45,023,631	14,456,964	-	465,438	(130,835)	4,194,687	4,063,853	10,393,112	80,871	-	546,309
Aug-30	-	-	-	59,480,595	379,391	85,464	45,488,486	13,992,109	-	464,855	(130,671)	4,063,853	3,933,182	10,058,927	78,271	-	543,126
Sep-30	-	-	-	59,480,595	378,809	85,464	45,952,759	13,527,836	-	464,273	(130,507)	3,933,182	3,802,675	9,725,161	75,674	-	539,946
Oct-30	-	-	-	59,480,595	378,226	85,464	46,416,450	13,064,146	-	463,690	(130,343)	3,802,675	3,672,331	9,391,815	73,080	-	536,770
Nov-30	-	-	-	59,480,595	377,644	85,464	46,879,557	12,601,038	-	463,108	(130,180)	3,672,331	3,542,152	9,058,886	70,489	-	533,597
Dec-30	-	-	-	59,480,595	377,061	85,464	47,342,083	12,138,513	-	462,525	(130,016)	3,542,152	3,412,136	8,726,377	67,902	-	530,427
Jan-31	-	-	-	59,480,595	376,479	85,464	47,804,025	11,676,570	-	461,943	(129,852)	3,412,136	3,282,284	8,394,286	65,318	-	527,261
Feb-31	-	-	-	59,480,595	375,896	85,464	48,265,386	11,215,210	-	461,360	(129,688)	3,282,284	3,152,595	8,062,614	62,737	-	524,097
Mar-31	-	-	-	59,480,595	375,314	85,464	48,726,164	10,754,432	-	460,778	(129,525)	3,152,595	3,023,071	7,731,361	60,159	-	520,937
Apr-31	-	-	-	59,480,595	374,731	85,464	49,186,359	10,294,237	-	460,195	(129,361)	3,023,071	2,893,710	7,400,527	57,585	-	517,780
May-31	-	-	-	59,480,595	374,149	85,464	49,645,972	9,834,624	-	459,613	(129,197)	2,893,710	2,764,513	7,070,111	55,014	-	514,627
Jun-31	-	-	-	59,480,595	373,566	85,464	50,105,002	9,375,594	-	459,030	(129,033)	2,764,513	2,635,479	6,740,114	52,446	-	511,477
Jul-31	-	-	-	59,480,595	373,566	85,464	50,564,032	8,916,563	-	459,030	(129,033)	2,635,479	2,506,446	6,410,117	49,879	-	508,909
Aug-31	-	-	-	59,480,595	373,566	85,464	51,023,062	8,457,533	-	459,030	(129,033)	2,506,446	2,377,413	6,080,121	47,311	-	506,341
Sep-31	-	-	-	59,480,595	373,566	85,464	51,482,093	7,998,503	-	459,030	(129,033)	2,377,413	2,248,379	5,750,124	44,743	-	503,773
Oct-31	-	-	-	59,480,595	373,566	85,464	51,941,123	7,539,473	-	459,030	(129,033)	2,248,379	2,119,346	5,420,127	42,175	-	501,205
Nov-31	-	-	-	59,480,595	373,566	85,464	52,400,153	7,080,442	-	459,030	(129,033)	2,119,346	1,990,312	5,090,130	39,607	-	498,638
Dec-31	-	-	-	59,480,595	373,566	85,464	52,859,183	6,621,412	-	459,030	(129,033)	1,990,312	1,861,279	4,760,133	37,040	-	496,070
Jan-32	-	-	-	59,480,595	373,566	85,464	53,318,214	6,162,382	-	459,030	(129,033)	1,861,279	1,732,246	4,430,136	34,472	-	493,502
Feb-32	-	-	-	59,480,595	373,566	85,464	53,777,244	5,703,352	-	459,030	(129,033)	1,732,246	1,603,212	4,100,139	31,904	-	490,934
Mar-32	-	-	-	59,480,595	373,566	85,464	54,236,274	5,244,321	-	459,030	(129,033)	1,603,212	1,474,179	3,770,143	29,336	-	488,367
Apr-32	-	-	-	59,480,595	373,566	85,464	54,695,304	4,785,291	-	459,030	(129,033)	1,474,179	1,345,145	3,440,146	26,769	-	485,799
May-32	-	-	-	59,480,595	373,566	85,464	55,154,335	4,326,261	-	459,030	(129,033)	1,345,145	1,216,112	3,110,149	24,201	-	483,231
Jun-32	-	-	-	59,480,595	373,566	85,464	55,613,365	3,867,231	-	459,030	(129,033)	1,216,112	1,087,079	2,780,152	21,633	-	480,663
Total	$ 49,224,897	$ 10,255,699	$ 59,480,595		$ 46,060,779	$ 9,552,586			$ 59,480,595	$ 55,613,365	$ 1,087,079				$ 18,292,913	$ 8,345,063	$ 82,251,341
Footnotes:			Col. 1 + Col. 2		Cum. Sum of Col. 1/12/10	Cum. Sum of Col. 2/12/10	Cum. Sum of Col. 5 + 6	Col. 4 - Col. 7		Col. 5 + Col. 6	Col. 9 - Col. 10) x Tax Rate (28.11%)	Prior mth. Col. 12 + Prior mth. Col. 11	Prior mth. Col. 13 + Current mth. Col. 11	Col. 8 - Col. 13	Col. 14 x Monthly WACC		Col. 5 + Col. 6 + Col. 15 + Col. 16

ATTACHMENT D

Jersey Central Power & Light
Clean Energy Energy Efficiency Program
Electric Revenue Requirements Calculation - GST,GP,GT

Program Investment Amortization	10 Years
Monthly WACC Effective 7/1/21	0.77812%
Federal & State Income tax rate	28.11%

Investment Month	(1) Customer Incentives FERC (182)	(2) Outside Services FERC (182)	(3) Total Monthly Investments FERC (182)	(4) Cumulative Investments FERC (182)	(5) Customer Incentives Amortization FERC (407)	(6) Outside Services Amortization FERC (407)	(7) Accumulated Amortization FERC (407)	(8) Net Investments (4) + (7)	(9) Tax Depreciation	(10) Book Depreciation Tax Basis (5) + (6)	(11) Deferred Income Tax FERC (283)	(12) Beginning Accumulated Deferred Income Tax (11) + (12)	(13) Ending Accumulated Deferred Income Tax (11) + (12)	(14) Rate Base (8) - (13)	(15) Return Component (14) x WACC	(16) O & M Expenses FERC (923)	(17) Revenue Requirements (FERC 440-444)
Jul-21	$ 309,388	$ 68,947	$ 378,334	$ 378,334	$ 3,151	575	$ 3,725	$ 374,609	$ 378,334	$ 3,725	$ 105,303	$ -	$ 105,303	$ 269,307	$ 2,096	$ 80,258	$ 86,079
Aug-21	309,388	68,947	378,334	756,669	6,301	1,149	11,176	745,493	378,334	7,450	104,256	105,303	209,558	535,935	4,170	80,258	91,878
Sep-21	309,388	68,947	378,334	1,135,003	9,452	1,724	22,351	1,112,652	378,334	11,176	103,208	209,558	312,767	799,886	6,224	80,258	97,658
Oct-21	309,388	68,947	378,334	1,513,338	12,602	2,298	37,252	1,476,086	378,334	14,901	102,161	312,767	414,928	1,061,158	8,257	80,258	103,416
Nov-21	309,388	68,947	378,334	1,891,672	15,753	2,873	55,878	1,835,795	378,334	18,626	101,114	414,928	516,042	1,319,753	10,269	80,258	109,153
Dec-21	309,388	68,947	378,334	2,270,007	18,904	3,447	78,229	2,191,778	378,334	22,351	100,067	516,042	616,109	1,575,669	12,261	80,258	114,870
Jan-22	309,388	68,947	378,334	2,648,341	22,054	4,022	104,305	2,544,036	378,334	26,076	99,020	616,109	715,129	1,828,908	14,231	80,258	120,565
Feb-22	309,388	68,947	378,334	3,026,676	25,205	4,596	134,106	2,892,569	378,334	29,801	97,973	715,129	813,101	2,079,468	16,181	80,258	126,240
Mar-22	309,388	68,947	378,334	3,405,010	28,356	5,171	167,633	3,237,377	378,334	33,527	96,925	813,101	910,027	2,327,351	18,110	80,258	131,894
Apr-22	309,388	68,947	378,334	3,783,345	31,506	5,746	204,885	3,578,460	378,334	37,252	95,878	910,027	1,005,905	2,572,555	20,018	80,258	137,527
May-22	309,388	68,947	378,334	4,161,679	34,657	6,320	245,862	3,915,817	378,334	40,977	94,831	1,005,905	1,100,736	2,815,081	21,905	80,258	143,140
Jun-22	309,388	68,947	378,334	4,540,014	37,807	6,895	290,564	4,249,450	378,334	44,702	93,784	1,100,736	1,194,520	3,054,929	23,771	80,258	148,731
Jul-22	598,419	94,485	692,904	5,232,918	44,393	7,682	342,639	4,890,279	692,904	52,075	180,137	1,194,520	1,374,657	3,515,621	27,356	58,942	138,373
Aug-22	598,419	94,485	692,904	5,925,822	50,979	8,469	402,088	5,523,735	692,904	59,448	178,064	1,374,657	1,552,722	3,971,013	30,899	58,942	149,290
Sep-22	598,419	94,485	692,904	6,618,726	57,565	9,257	468,909	6,149,817	692,904	66,822	175,992	1,552,722	1,728,714	4,421,104	34,402	58,942	160,165
Oct-22	598,419	94,485	692,904	7,311,631	64,151	10,044	543,104	6,768,527	692,904	74,195	173,919	1,728,714	1,902,633	4,865,894	37,863	58,942	170,999
Nov-22	598,419	94,485	692,904	8,004,535	70,736	10,832	624,672	7,379,863	692,904	81,568	171,847	1,902,633	2,074,480	5,305,384	41,282	58,942	181,792
Dec-22	598,419	94,485	692,904	8,697,439	77,322	11,619	713,613	7,983,826	692,904	88,941	169,774	2,074,480	2,244,254	5,739,573	44,661	58,942	192,544
Jan-23	598,419	94,485	692,904	9,390,344	83,908	12,406	809,927	8,580,416	692,904	96,314	167,701	2,244,254	2,411,955	6,168,461	47,998	58,942	203,255
Feb-23	598,419	94,485	692,904	10,083,248	90,494	13,194	913,614	9,169,633	692,904	103,687	165,629	2,411,955	2,577,584	6,592,049	51,294	58,942	213,924
Mar-23	598,419	94,485	692,904	10,776,152	97,079	13,981	1,024,675	9,751,477	692,904	111,060	163,556	2,577,584	2,741,140	7,010,337	54,549	58,942	224,552
Apr-23	598,419	94,485	692,904	11,469,056	103,665	14,768	1,143,109	10,325,948	692,904	118,434	161,484	2,741,140	2,902,624	7,423,324	57,763	58,942	235,138
May-23	598,419	94,485	692,904	12,161,961	110,251	15,556	1,268,915	10,893,045	692,904	125,807	159,411	2,902,624	3,062,035	7,831,010	60,935	58,942	245,684
Jun-23	598,419	94,485	692,904	12,854,865	116,837	16,343	1,402,095	11,452,770	692,904	133,180	157,339	3,062,035	3,219,374	8,233,396	64,066	58,942	256,188
Jul-23	1,037,307	165,884	1,203,191	14,058,056	128,420	17,726	1,548,241	12,509,816	1,203,191	146,145	297,136	3,219,374	3,516,509	8,993,306	69,979	87,094	303,218
Aug-23	1,037,307	165,884	1,203,191	15,261,248	140,003	19,108	1,707,352	13,553,896	1,203,191	159,111	293,491	3,516,509	3,810,000	9,743,896	75,819	87,094	322,024
Sep-23	1,037,307	165,884	1,203,191	16,464,439	151,586	20,490	1,879,428	14,585,011	1,203,191	172,076	289,846	3,810,000	4,099,847	10,485,165	81,587	87,094	340,757
Oct-23	1,037,307	165,884	1,203,191	17,667,631	163,169	21,873	2,064,470	15,603,161	1,203,191	185,042	286,202	4,099,847	4,386,049	11,217,112	87,283	87,094	359,418
Nov-23	1,037,307	165,884	1,203,191	18,870,822	174,752	23,255	2,262,477	16,608,345	1,203,191	198,007	282,557	4,386,049	4,668,606	11,939,739	92,906	87,094	378,007
Dec-23	1,037,307	165,884	1,203,191	20,074,014	186,335	24,637	2,473,450	17,600,564	1,203,191	210,973	278,913	4,668,606	4,947,518	12,653,045	98,456	87,094	396,522
Jan-24	1,037,307	165,884	1,203,191	21,277,205	197,918	26,020	2,697,388	18,579,817	1,203,191	223,938	275,268	4,947,518	5,222,787	13,357,030	103,934	87,094	414,966
Feb-24	1,037,307	165,884	1,203,191	22,480,396	209,502	27,402	2,934,292	19,546,105	1,203,191	236,904	271,623	5,222,787	5,494,410	14,051,695	109,339	87,094	433,337
Mar-24	1,037,307	165,884	1,203,191	23,683,588	221,085	28,785	3,184,161	20,499,427	1,203,191	249,869	267,979	5,494,410	5,762,389	14,737,038	114,672	87,094	451,635
Apr-24	1,037,307	165,884	1,203,191	24,886,779	232,668	30,167	3,446,996	21,439,784	1,203,191	262,835	264,334	5,762,389	6,026,723	15,413,061	119,932	87,094	469,861
May-24	1,037,307	165,884	1,203,191	26,089,971	244,251	31,549	3,722,796	22,367,175	1,203,191	275,800	260,690	6,026,723	6,287,413	16,079,762	125,120	87,094	488,014
Jun-24	1,037,307	165,884	1,203,191	27,293,162	255,834	32,932	4,011,561	23,281,601	1,203,191	288,766	257,045	6,287,413	6,544,458	16,737,143	130,235	87,094	506,095
Jul-24	732,368	-	732,368	28,025,530	260,490	32,932	4,304,983	23,720,547	732,368	293,421	123,388	6,544,458	6,667,846	17,052,701	132,691	-	426,112
Aug-24	-	-	-	28,025,530	259,042	32,932	4,596,957	23,428,573	-	291,974	(82,074)	6,667,846	6,585,772	16,842,801	131,058	-	423,032
Sep-24	-	-	-	28,025,530	257,595	32,932	4,887,483	23,138,047	-	290,527	(81,667)	6,585,772	6,504,105	16,633,942	129,432	-	419,959
Oct-24	-	-	-	28,025,530	256,148	32,932	5,176,563	22,848,967	-	289,079	(81,260)	6,504,105	6,422,845	16,426,122	127,815	-	416,895
Nov-24	-	-	-	28,025,530	254,701	32,932	5,464,195	22,561,335	-	287,632	(80,853)	6,422,845	6,341,991	16,219,344	126,206	-	413,838
Dec-24	-	-	-	28,025,530	253,253	32,932	5,750,380	22,275,150	-	286,185	(80,447)	6,341,991	6,261,545	16,013,605	124,605	-	410,790
Jan-25	-	-	-	28,025,530	251,806	32,932	6,035,117	21,990,413	-	284,738	(80,040)	6,261,545	6,181,505	15,808,908	123,013	-	407,750
Feb-25	-	-	-	28,025,530	250,359	32,932	6,318,408	21,707,122	-	283,290	(79,633)	6,181,505	6,101,872	15,605,250	121,428	-	404,718
Mar-25	-	-	-	28,025,530	248,911	32,932	6,600,251	21,425,279	-	281,843	(79,226)	6,101,872	6,022,646	15,402,633	119,851	-	401,694
Apr-25	-	-	-	28,025,530	247,464	32,932	6,880,646	21,144,884	-	280,396	(78,819)	6,022,646	5,943,827	15,201,057	118,283	-	398,678
May-25	-	-	-	28,025,530	246,017	32,932	7,159,595	20,865,935	-	278,948	(78,412)	5,943,827	5,865,414	15,000,521	116,722	-	395,671
Jun-25	-	-	-	28,025,530	244,569	32,932	7,437,096	20,588,434	-	277,501	(78,006)	5,865,414	5,787,409	14,801,025	115,170	-	392,671
Jul-25	589,235	-	589,235	28,614,765	248,077	32,932	7,718,104	20,896,661	589,235	281,008	86,643	5,787,409	5,874,051	15,022,610	116,894	-	397,902
Aug-25	-	-	-	28,614,765	246,673	32,932	7,997,709	20,617,056	-	279,605	(78,597)	5,874,051	5,795,454	14,821,602	115,330	-	394,935
Sep-25	-	-	-	28,614,765	245,270	32,932	8,275,911	20,338,854	-	278,202	(78,203)	5,795,454	5,717,252	14,621,602	113,774	-	391,976
Oct-25	-	-	-	28,614,765	243,867	32,932	8,552,709	20,062,056	-	276,799	(77,808)	5,717,252	5,639,444	14,422,612	112,226	-	389,024
Nov-25	-	-	-	28,614,765	242,464	32,932	8,828,105	19,786,660	-	275,395	(77,414)	5,639,444	5,562,030	14,224,630	110,685	-	386,080
Dec-25	-	-	-	28,614,765	241,061	32,932	9,102,097	19,512,668	-	273,992	(77,019)	5,562,030	5,485,011	14,027,657	109,152	-	383,145
Jan-26	-	-	-	28,614,765	239,658	32,932	9,374,686	19,240,079	-	272,589	(76,625)	5,485,011	5,408,386	13,831,693	107,627	-	380,217
Feb-26	-	-	-	28,614,765	238,254	32,932	9,645,872	18,968,893	-	271,186	(76,230)	5,408,386	5,332,156	13,636,737	106,110	-	377,296
Mar-26	-	-	-	28,614,765	236,851	32,932	9,915,655	18,699,110	-	269,783	(75,836)	5,332,156	5,256,320	13,442,790	104,601	-	374,384
Apr-26	-	-	-	28,614,765	235,448	32,932	10,184,035	18,430,730	-	268,380	(75,442)	5,256,320	5,180,878	13,249,852	103,100	-	371,480
May-26	-	-	-	28,614,765	234,045	32,932	10,451,011	18,163,754	-	266,976	(75,047)	5,180,878	5,105,831	13,057,923	101,607	-	368,583
Jun-26	-	-	-	28,614,765	232,642	32,932	10,716,584	17,898,180	-	265,573	(74,653)	5,105,831	5,031,179	12,867,002	100,121	-	365,694
Jul-26	437,220	-	437,220	29,051,985	234,926	32,932	10,984,442	18,067,543	437,220	267,858	47,608	5,031,179	5,078,786	12,988,757	101,068	-	368,926
Aug-26	-	-	-	29,051,985	233,567	32,932	11,250,940	17,801,045	-	266,498	(74,913)	5,078,786	5,003,874	12,797,171	99,578	-	366,076
Sep-26	-	-	-	29,051,985	232,207	32,932	11,516,079	17,535,906	-	265,139	(74,531)	5,003,874	4,929,343	12,606,563	98,094	-	363,233
Oct-26	-	-	-	29,051,985	230,848	32,932	11,779,859	17,272,126	-	263,780	(74,148)	4,929,343	4,855,195	12,416,932	96,619	-	360,399
Nov-26	-	-	-	29,051,985	229,489	32,932	12,042,279	17,009,706	-	262,420	(73,766)	4,855,195	4,781,428	12,228,278	95,151	-	357,571
Dec-26	-	-	-	29,051,985	228,130	32,932	12,303,340	16,748,645	-	261,061	(73,384)	4,781,428	4,708,044	12,040,601	93,691	-	354,752
Jan-27	-	-	-	29,051,985	226,770	32,932	12,563,042	16,488,943	-	259,702	(73,002)	4,708,044	4,635,042	11,853,901	92,238	-	351,940
Feb-27	-	-	-	29,051,985	225,411	32,932	12,821,385	16,230,600	-	258,343	(72,620)	4,635,042	4,562,422	11,668,179	90,793	-	349,135
Mar-27	-	-	-	29,051,985	224,052	32,932	13,078,368	15,973,617	-	256,983	(72,238)	4,562,422	4,490,184	11,483,433	89,355	-	346,338
Apr-27	-	-	-	29,051,985	222,692	32,932	13,333,992	15,717,993	-	255,624	(71,856)	4,490,184	4,418,328	11,299,665	87,925	-	343,549
May-27	-	-	-	29,051,985	221,333	32,932	13,588,257	15,463,729	-	254,265	(71,474)	4,418,328	4,346,854	11,116,874	86,503	-	340,768

ATTACHMENT D

Jersey Central Power & Light
Clean Energy Energy Efficiency Program
Electric Revenue Requirements Calculation - GST,GP,GT

Program Investment Amortization	10	Years
Monthly WACC Effective 7/1/21	0.77812%	
Federal & State Income tax rate	28.11%	

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)
Investment Month	Customer Incentives FERC (182)	Outside Services FERC (182)	Total Monthly Investments FERC (182)	Cumulative Investments FERC (182)	Customer Incentives Amortization FERC (407)	Outside Services Amortization FERC (407)	Accumulated Amortization FERC (407)	Net Investments (4) + (7)	Tax Depreciation	Book Depreciation Tax Basis (5) + (6)	Deferred Income Tax FERC (283)	Beginning Accumulated Deferred Income Tax (11) + (12)	Ending Accumulated Deferred Income Tax (11) + (12)	Rate Base (8) - (13)	Return Component (14) x WACC	O & M Expenses FERC (923)	Revenue Requirements (FERC 440-444)
Jun-27	-	-	-	29,051,985	219,974	32,932	13,841,162	15,210,823	-	252,905	(71,092)	4,346,854	4,275,762	10,935,061	85,088	-	337,994
Jul-27	275,044	-	275,044	29,327,029	220,949	32,932	14,095,042	15,231,987	275,044	253,880	5,949	4,275,762	4,281,711	10,950,275	85,207	-	339,087
Aug-27	-	-	-	29,327,029	219,631	32,932	14,347,605	14,979,424	-	252,563	(70,995)	4,281,711	4,210,716	10,768,708	83,794	-	336,357
Sep-27	-	-	-	29,327,029	218,314	32,932	14,598,851	14,728,178	-	251,246	(70,625)	4,210,716	4,140,091	10,588,087	82,388	-	333,634
Oct-27	-	-	-	29,327,029	216,997	32,932	14,848,780	14,478,249	-	249,929	(70,255)	4,140,091	4,069,836	10,408,414	80,990	-	330,919
Nov-27	-	-	-	29,327,029	215,680	32,932	15,097,391	14,229,638	-	248,611	(69,885)	4,069,836	3,999,951	10,229,687	79,599	-	328,211
Dec-27	-	-	-	29,327,029	214,362	32,932	15,344,685	13,982,344	-	247,294	(69,514)	3,999,951	3,930,437	10,051,907	78,216	-	325,510
Jan-28	-	-	-	29,327,029	213,045	32,932	15,590,662	13,736,367	-	245,977	(69,144)	3,930,437	3,861,293	9,875,074	76,840	-	322,817
Feb-28	-	-	-	29,327,029	211,728	32,932	15,835,322	13,491,708	-	244,660	(68,774)	3,861,293	3,792,519	9,699,189	75,472	-	320,131
Mar-28	-	-	-	29,327,029	210,411	32,932	16,078,664	13,248,365	-	243,342	(68,404)	3,792,519	3,724,115	9,524,250	74,110	-	317,453
Apr-28	-	-	-	29,327,029	209,094	32,932	16,320,689	13,006,340	-	242,025	(68,033)	3,724,115	3,656,082	9,350,258	72,756	-	314,782
May-28	-	-	-	29,327,029	207,776	32,932	16,561,397	12,765,632	-	240,708	(67,663)	3,656,082	3,588,419	9,177,213	71,410	-	312,118
Jun-28	-	-	-	29,327,029	206,459	32,932	16,800,788	12,526,241	-	239,391	(67,293)	3,588,419	3,521,126	9,005,115	70,071	-	309,462
Jul-28	125,206	-	125,206	29,452,235	206,375	32,932	17,040,094	12,412,140	125,206	239,307	(32,074)	3,521,126	3,489,053	8,923,088	69,433	-	308,739
Aug-28	-	-	-	29,452,235	205,248	32,932	17,278,274	12,173,961	-	238,179	(66,952)	3,489,053	3,422,101	8,751,861	68,100	-	306,279
Sep-28	-	-	-	29,452,235	204,120	32,932	17,515,325	11,936,910	-	237,052	(66,635)	3,422,101	3,355,465	8,581,444	66,774	-	303,826
Oct-28	-	-	-	29,452,235	202,993	32,932	17,751,249	11,700,986	-	235,924	(66,318)	3,355,465	3,289,147	8,411,839	65,454	-	301,379
Nov-28	-	-	-	29,452,235	201,865	32,932	17,986,046	11,466,189	-	234,797	(66,001)	3,289,147	3,223,146	8,243,043	64,141	-	298,938
Dec-28	-	-	-	29,452,235	200,738	32,932	18,219,715	11,232,520	-	233,669	(65,684)	3,223,146	3,157,461	8,075,058	62,834	-	296,503
Jan-29	-	-	-	29,452,235	199,610	32,932	18,452,257	10,999,978	-	232,542	(65,367)	3,157,461	3,092,094	7,907,884	61,533	-	294,075
Feb-29	-	-	-	29,452,235	198,483	32,932	18,683,671	10,768,564	-	231,414	(65,051)	3,092,094	3,027,043	7,741,521	60,238	-	291,653
Mar-29	-	-	-	29,452,235	197,355	32,932	18,913,958	10,538,277	-	230,287	(64,734)	3,027,043	2,962,310	7,575,968	58,950	-	289,237
Apr-29	-	-	-	29,452,235	196,228	32,932	19,143,117	10,309,118	-	229,159	(64,417)	2,962,310	2,897,893	7,411,225	57,668	-	286,828
May-29	-	-	-	29,452,235	195,100	32,932	19,371,148	10,081,086	-	228,032	(64,100)	2,897,893	2,833,793	7,247,293	56,393	-	284,424
Jun-29	-	-	-	29,452,235	193,973	32,932	19,598,053	9,854,182	-	226,904	(63,783)	2,833,793	2,770,011	7,084,172	55,124	-	282,028
Jul-29	52,032	-	52,032	29,504,267	193,862	32,932	19,824,846	9,679,421	52,032	226,794	(49,125)	2,770,011	2,720,885	6,958,536	54,146	-	280,939
Aug-29	-	-	-	29,504,267	193,318	32,932	20,051,095	9,453,172	-	226,249	(63,599)	2,720,885	2,657,287	6,795,885	52,880	-	279,130
Sep-29	-	-	-	29,504,267	192,773	32,932	20,276,800	9,227,467	-	225,705	(63,446)	2,657,287	2,593,841	6,633,626	51,618	-	277,323
Oct-29	-	-	-	29,504,267	192,229	32,932	20,501,961	9,002,306	-	225,161	(63,293)	2,593,841	2,530,548	6,471,758	50,358	-	275,519
Nov-29	-	-	-	29,504,267	191,685	32,932	20,726,577	8,777,690	-	224,616	(63,140)	2,530,548	2,467,409	6,310,281	49,102	-	273,718
Dec-29	-	-	-	29,504,267	191,140	32,932	20,950,650	8,553,617	-	224,072	(62,987)	2,467,409	2,404,422	6,149,196	47,848	-	271,920
Jan-30	-	-	-	29,504,267	190,596	32,932	21,174,177	8,330,090	-	223,528	(62,834)	2,404,422	2,341,588	5,988,501	46,598	-	270,126
Feb-30	-	-	-	29,504,267	190,052	32,932	21,397,161	8,107,106	-	222,984	(62,681)	2,341,588	2,278,908	5,828,199	45,351	-	268,334
Mar-30	-	-	-	29,504,267	189,508	32,932	21,619,600	7,884,667	-	222,439	(62,528)	2,278,908	2,216,380	5,668,287	44,106	-	266,545
Apr-30	-	-	-	29,504,267	188,963	32,932	21,841,495	7,662,772	-	221,895	(62,375)	2,216,380	2,154,005	5,508,767	42,865	-	264,760
May-30	-	-	-	29,504,267	188,419	32,932	22,062,846	7,441,421	-	221,351	(62,222)	2,154,005	2,091,783	5,349,638	41,627	-	262,977
Jun-30	-	-	-	29,504,267	187,875	32,932	22,283,652	7,220,615	-	220,806	(62,069)	2,091,783	2,029,715	5,190,900	40,392	-	261,198
Jul-30	-	-	-	29,504,267	187,513	32,932	22,504,097	7,000,170	-	220,445	(61,967)	2,029,715	1,967,748	5,032,422	39,158	-	259,603
Aug-30	-	-	-	29,504,267	187,152	32,932	22,724,181	6,780,086	-	220,084	(61,866)	1,967,748	1,905,882	4,874,204	37,927	-	258,011
Sep-30	-	-	-	29,504,267	186,791	32,932	22,943,903	6,560,364	-	219,722	(61,764)	1,905,882	1,844,118	4,716,245	36,698	-	256,421
Oct-30	-	-	-	29,504,267	186,429	32,932	23,163,265	6,341,002	-	219,361	(61,662)	1,844,118	1,782,456	4,558,547	35,471	-	254,832
Nov-30	-	-	-	29,504,267	186,068	32,932	23,382,264	6,122,003	-	219,000	(61,561)	1,782,456	1,720,895	4,401,108	34,246	-	253,246
Dec-30	-	-	-	29,504,267	185,707	32,932	23,600,903	5,903,364	-	218,638	(61,459)	1,720,895	1,659,436	4,243,929	33,023	-	251,661
Jan-31	-	-	-	29,504,267	185,345	32,932	23,819,180	5,685,087	-	218,277	(61,358)	1,659,436	1,598,078	4,087,009	31,802	-	250,079
Feb-31	-	-	-	29,504,267	184,984	32,932	24,037,095	5,467,172	-	217,916	(61,256)	1,598,078	1,536,822	3,930,350	30,583	-	248,499
Mar-31	-	-	-	29,504,267	184,623	32,932	24,254,650	5,249,617	-	217,554	(61,155)	1,536,822	1,475,667	3,773,950	29,366	-	246,920
Apr-31	-	-	-	29,504,267	184,261	32,932	24,471,843	5,032,424	-	217,193	(61,053)	1,475,667	1,414,614	3,617,810	28,151	-	245,344
May-31	-	-	-	29,504,267	183,900	32,932	24,688,675	4,815,592	-	216,832	(60,951)	1,414,614	1,353,663	3,461,929	26,938	-	243,770
Jun-31	-	-	-	29,504,267	183,539	32,932	24,905,145	4,599,122	-	216,470	(60,850)	1,353,663	1,292,813	3,306,309	25,727	-	242,198
Jul-31	-	-	-	29,504,267	183,539	32,932	25,121,615	4,382,652	-	216,470	(60,850)	1,292,813	1,231,963	3,150,688	24,516	-	240,987
Aug-31	-	-	-	29,504,267	183,539	32,932	25,338,086	4,166,181	-	216,470	(60,850)	1,231,963	1,171,114	2,995,068	23,305	-	239,776
Sep-31	-	-	-	29,504,267	183,539	32,932	25,554,556	3,949,711	-	216,470	(60,850)	1,171,114	1,110,264	2,839,447	22,094	-	238,565
Oct-31	-	-	-	29,504,267	183,539	32,932	25,771,027	3,733,240	-	216,470	(60,850)	1,110,264	1,049,414	2,683,827	20,883	-	237,354
Nov-31	-	-	-	29,504,267	183,539	32,932	25,987,497	3,516,770	-	216,470	(60,850)	1,049,414	988,564	2,528,206	19,673	-	236,143
Dec-31	-	-	-	29,504,267	183,539	32,932	26,203,967	3,300,300	-	216,470	(60,850)	988,564	927,714	2,372,585	18,462	-	234,932
Jan-32	-	-	-	29,504,267	183,539	32,932	26,420,438	3,083,829	-	216,470	(60,850)	927,714	866,864	2,216,965	17,251	-	233,721
Feb-32	-	-	-	29,504,267	183,539	32,932	26,636,908	2,867,359	-	216,470	(60,850)	866,864	806,015	2,061,344	16,040	-	232,510
Mar-32	-	-	-	29,504,267	183,539	32,932	26,853,379	2,650,888	-	216,470	(60,850)	806,015	745,165	1,905,724	14,829	-	231,299
Apr-32	-	-	-	29,504,267	183,539	32,932	27,069,849	2,434,418	-	216,470	(60,850)	745,165	684,315	1,750,103	13,618	-	230,088
May-32	-	-	-	29,504,267	183,539	32,932	27,286,319	2,217,948	-	216,470	(60,850)	684,315	623,465	1,594,483	12,407	-	228,877
Jun-32	-	-	-	29,504,267	183,539	32,932	27,502,790	2,001,477	-	216,470	(60,850)	623,465	562,615	1,438,862	11,196	-	227,666
Total	$25,552,473	$3,951,794	$29,504,267		$23,848,445	$ 3,654,345			$29,504,267	$ 27,502,790	$ 562,615				$ 8,671,179	$2,715,522	$ 38,889,491
Footnotes:			Col. 1 + Col. 2		Cum. Sum of Col. 1/12/10	Cum. Sum of Col. 2/12/10	Cum. Sum of Col. 5 + 6	Col. 4 - Col. 7		Col. 5 + Col. 6	Col. 9 - Col. 10) x Tax Rate (28.11%)	Prior mth. Col. 12 + Prior mth. Col. 11	Prior mth. Col. 13 + Current mth. Col. 11	Col. 8 - Col. 13	Col. 14 x Monthly WACC		Col. 5 + Col. 6 + Col. 15 + Col. 16

ATTACHMENT E

Jersey Central Power & Light
Clean Energy Energy Efficiency Program
Proposed Rate Calculation
(In $ per kWh)

Schedule CP-4

Line #		7/1/2021 to 6/30/2022	7/1/2022 to 6/30/2023	7/1/2023 to 6/30/2024	Comments
	Total Company				
1	Amortization Expense	$ 2,169,508	$ 7,670,321	$ 15,591,099	
2	Rate of Return	1,239,820	4,042,524	7,663,367	
3	O & M Expenses	7,926,433	8,816,678	9,824,040	
4	less Revenue offsets	-	-	-	
5	Revenue Requirements	$ 11,335,761	$ 20,529,523	$ 33,078,507	
6	Forecasted kWh	19,286,067,889	19,494,281,861	19,597,537,575	
7	Proposed rate w/o SUT ($/kWh)	$ 0.000588	$ 0.001053	$ 0.001688	
8	**Proposed rate w SUT ($/kWh)**	**$ 0.000627**	**$ 0.001123**	**$ 0.001800**	
9	Revenues received	$ 12,092,365	$ 21,892,079	$ 35,275,568	

Jersey Central Power & Light
Clean Energy Energy Efficiency Program
Rate Impact Summary

Schedule CP-5

CLASS INCREASES

Class Average Rate w/SUT ($/kWh)

Period	RS	RT	RGT	GS	GST	GP	GT	Lighting
Current	$ 0.13983	$ 0.13184	$ 0.13588	$ 0.12971	$ 0.11864	$ 0.09725	$ 0.08886	$ 0.23011
July 21 - June 22	$ 0.14070	$ 0.13271	$ 0.13675	$ 0.13051	$ 0.11932	$ 0.09792	$ 0.08954	$ 0.23091
July 22 - June 23	$ 0.14127	$ 0.13327	$ 0.13731	$ 0.13108	$ 0.11985	$ 0.09844	$ 0.09006	$ 0.23148
July 23 - June 24	$ 0.14202	$ 0.13403	$ 0.13807	$ 0.13182	$ 0.12058	$ 0.09917	$ 0.09079	$ 0.23222

Class Average Annual Increase

Period	RS	RT	RGT	GS	GST	GP	GT	Lighting
July 21 - June 22	0.6%	0.7%	0.6%	0.6%	0.6%	0.7%	0.8%	0.3%
July 22 - June 23	0.4%	0.4%	0.4%	0.4%	0.4%	0.5%	0.6%	0.2%
July 23 - June 24	0.5%	0.6%	0.6%	0.6%	0.6%	0.7%	0.8%	0.3%

Cumulative Class Average Annual Increase

Period	RS	RT	RGT	GS	GST	GP	GT	Lighting
July 21 - June 22	0.6%	0.7%	0.6%	0.6%	0.6%	0.7%	0.8%	0.3%
July 22 - June 23	1.0%	1.1%	1.0%	1.1%	1.0%	1.2%	1.3%	0.6%
July 23 - June 24	1.6%	1.7%	1.6%	1.6%	1.6%	2.0%	2.2%	0.9%

TYPICAL BILL INCREASES

Typical Customer Monthly Bill

	RS	RT	RGT	GS	GST	GP	GT
Typical Average Customer U	783	1,076	2,242	4,445	246,416	361,532	1,067,426
Current Typical Bill	$ 105.52	$ 138.77	$ 289.95	$ 577.19	$ 29,235.49	$ 35,157.93	$ 94,847.86
July 21 - June 22 typical bill	$ 106.19	139.68	291.81	580.74	29,403.37	35,401.80	95,575.32
July 22 - June 23 typical bill	$ 106.63	140.31	293.16	583.27	29,532.28	35,589.72	96,133.86
July 23 - June 24 typical bill	$ 107.22	141.12	294.86	586.56	29,712.48	35,851.66	96,914.70

Typical Customer Average Annual Increase

Period	RS	RT	RGT	GS	GST	GP	GT
July 21 - June 22	0.6%	0.7%	0.6%	0.6%	0.6%	0.7%	0.8%
July 22 - June 23	0.4%	0.4%	0.5%	0.4%	0.4%	0.5%	0.6%
July 23 - June 24	0.6%	0.6%	0.6%	0.6%	0.6%	0.7%	0.8%

Cumulative Typical Customer Average Annual Increase

Period	RS	RT	RGT	GS	GST	GP	GT
July 21 - June 22	0.6%	0.7%	0.6%	0.6%	0.6%	0.7%	0.8%
July 22 - June 23	1.0%	1.1%	1.1%	1.1%	1.0%	1.2%	1.4%
July 23 - June 24	1.6%	1.7%	1.7%	1.6%	1.6%	2.0%	2.2%

JERSEY CENTRAL POWER & LIGHT COMPANY

XX Rev. Sheet No. 64

BPU No. 13 ELECTRIC - PART III **Superseding XX Rev. Sheet No. 64**

Rider RRC
RGGI Recovery Charge

APPLICABILITY: Rider RRC provides a charge for the costs associated with demand response/energy efficiency/renewable energy programs directed by the BPU as detailed below. The RGGI Recovery Charge (RRC) is applicable to all KWH usage of any Full-Service Customer or Delivery Service Customer, as follows

For service rendered effective July 1, 2021:

RRC = $0.001111 per KWH ($0.001185 per KWH including SUT)

The above RRC provides recovery for the followings:

Solar Renewable Energy Certificates Financing Program (SREC I & II)
Pursuant to BPU Orders dated March 27, 2009 and September 16, 2009 (Docket No. EO08090840) approving an SREC-based financing program (SREC I), pursuant to BPU Order dated December 18, 2013 (Docket No. EO12080750) approving the SREC II, and pursuant to BPU Order dated December 20, 2019 (Docket No. ER19070806) approving the Stipulation of Settlement, the Company shall include an SREC I & II Rate of $0.000000 per kWh in RRC effective January 1, 2020.

Transition Renewable Energy Certificate Incentive Program (TREC Program)

On December 19, 2019, the Board issued an Order in Docket No. QO19010068 (“December 19, 2019 Order”), establishing a transition renewable energy certificate (“TREC”) program to be implemented upon the attainment of 5.1% of the retail electric sales in the State being from solar. Solar projects that become operational after the State’s attainment of the 5.1% milestone but prior to the implementation of a successor solar program will be eligible to participate in the TREC Program, as determined by the Board. The December 19, 2019 Order required the New Jersey Electric Distribution Companies (“EDCs”) to purchase all TRECs generated and authorized the EDCs to recover their reasonable and prudent costs incurred for the purchase of TRECs and the fees charged by a TREC Administrator (generally, “TREC Program Costs”). The December 19, 2019 Order further provided that “[r]ecovery shall be based on each EDC’s proportionate share of retail electric sales.”

The TREC Rate recovers JCP&L’s proportional share of TREC Program Costs, including, but not limited to, those costs associated with the purchase of TRECs, fees charged by the TREC Administrator, and any additional costs or expenses incurred by JCP&L as a result of the Company’s participation in or implementation of the TREC program.

The TREC Rate for all customer classes is $0.000523/kWh ($0.000558 including SUT), effective September 1, 2020

Issued: **Effective: July 1, 2021**

Filed pursuant to Order of Board of Public Utilities
Docket No. dated

Issued by James V. Fakult, President
300 Madison Avenue, Morristown, NJ 07962-1911

JERSEY CENTRAL POWER & LIGHT COMPANY

BPU No. 13 ELECTRIC - PART III **Original Sheet No. 64a**

Rider RRC
RGGI Recovery Charge

Energy Efficiency and Conservation Program (EE&C)
Pursuant to the BPU Order dated June 10, 2020 directing New Jersey's electric and natural gas companies to establish programs that reduce the use of electricity and natural gas within their territories and the BPU Order dated xxxxx approving the Stipulation of Settlement, the Company shall include a EE&C Charge in RRC effective July 1, 2021. The EE&C Charge provides for recovery of revenue requirements associated with Energy Efficiency and Peak Demand Reduction Programs as approved by the BPU.

Effective July 1, 2021, EE&C rate for service classification is as follows:

EE&C = $0.000588 per KWH ($0.000627 per KWH including SUT)

The Company will submit to the BPU annually an application to recover the revenue requirements for the forthcoming Program Year starting July 1st of each year and ending June 30th of the following year. Pursuant to the BPU Order at Docket Nos. QO1901040, QO19060748 & QO17091004, the revenue requirements will include a return of and on EE&C program investments and a reconciliation of actual revenues with actual costs on an annual basis. All subsequent filings will adhere to the Company's recovery periods as approved in the below referenced BPU Order.

The RRC costs shall accrue interest on any over or under recovered balances of such costs at the interest rate based on a two-year constant maturity Treasuries as published in the Federal Reserve Statistical Release on the first day of each month (or the closest day thereafter on which rates are published), plus sixty basis points, but shall not exceed the Company's overall rate of return as approved by the BPU. Such interest rate shall be reset each month. The interest calculation shall be based on the net of tax beginning and end average monthly balance, consistent with the methodology in the Board's Final Order dated May 17, 2004 (Docket No. ER02080506 et al.), compounded annually (added to the balance on which interest is accrued annually) on January 1 of each year.

The RRC is subject to annual true-up.

Issued: **Effective: July 1, 2021**

Filed pursuant to Order of Board of Public Utilities
Docket No. dated

Issued by James V. Fakult, President
300 Madison Avenue, Morristown, NJ 07962-1911

Rider LRAM
JCP&L Lost Revenue Adjustment Mechanism Charge

APPLICABILITY: The Lost Revenue Adjustment Mechanism Charge ("Rider LRAM" or "LRAM Charge") provides for recovery of the revenue impact of sales losses demonstrated to have resulted from the Company's Energy Efficiency and Peak Demand Reduction Programs, subject to regulations pursuant to N.J.S.A. 48:3-98.1(a)(1) and as approved by the BPU Order.

The JCP&L LRAM Charge is applicable to Service Classifications RS (Residential Service), RT (Residential Time-of-Day), RGT (Residential Geothermal & Heat Pump), GS (General Service Secondary), GST (General Service Secondary Time-of-Day), GP (General Service Primary), GT (General Service Transmission), OL (Outdoor Lighting), SVL (Sodium Vapor Street Lighting), MVL (Mercury Vapor Street Lighting), ISL (Incandescent Street Lighting) and LED (LED Street Lighting) and for all usage (KWH and KW) of any Full Service Customer or Delivery Service Customer, as follows:

LRAM Charge effective July 1, 2021:

Service Classification	LRAM Charge (Including SUT)	
RS	$0.000000	per KWH
RT/RGT	$0.000000	per KWH
GS	$0.000000	per KWH
GST	$0.00	per KW
GP	$0.00	per KW
GT	$0.00	per KW
Lighting (OL, SVL, MVL, SVL and LED)	$0.000000	per KWH

The Company will submit to the BPU by August 31st of each year, starting August 31, 2022, to recover the lost distribution revenue the Company's Energy Efficiency and Peak Demand Reduction Programs for the preceding year ended June 30th. The lost distribution revenue in each filing will be considered verified once the underlying energy savings have been verified through the Evaluation Measurement & Verification process undertaken by the Company's independent evaluator, subject to BPU review. Within each rate filing, there will be a reconciliation of actual revenues received with projected revenues, including carrying costs, through the end of February of each year. Any adjustment of the amount of savings used to determine lost revenue recovery resulting from the verification process, but not completed by the time of filing, will be included in the following year's reconciliation. The applicable carrying cost is calculated on a monthly basis at an interest rate equal to the rate on two-year constant maturity Treasuries, as show in the Federal Reserve Statistical Release on or closest to January 1 of each year, plus sixty basis points, compounded annually as of January 1 of each year. All subsequent filings will adhere to the Company's recovery periods as approved in the above referenced BPU Order.

JCP&L Lost Revenue Recovery Mechanism ("LRAM")

Demonstration of Energy Savings and Lost Revenues

Under JCP&L's Lost Revenue Adjustment Mechanism ("LRAM"), Energy Efficiency Program energy savings estimations used to calculate lost revenues will be determined in accordance with the Board of Public Utilities' ("BPU") Fiscal Year 2021 Protocols to Measure Resource Savings[1]. As such, the energy savings estimates used to calculate lost revenues associated with energy efficiency projects and measures installed under the Company's Energy Efficiency Programs will be identical to those determined under the protocols developed for the purpose of determining energy and resource savings for technologies and measures supported by New Jersey's Clean Energy Program, for programs administered by both the State of New Jersey, through the BPU, and by utilities or other parties who administer clean energy programs under the guidance of the New Jersey Board of Public Utilities.

For measures, projects, or phases of projects, where an energy savings estimation is not designated under the Protocols, such as large complex custom type projects, energy savings estimations will be determined using standard industry approaches, consistent with the International Performance Measurement and Verification Protocol (IPMVP), and, as necessary, involving the Company's EM&V vendor to determine the appropriate methodology to perform an energy savings estimation. Programs in the Company's portfolio that may require more "custom" energy savings estimations for some, but not necessarily all, measures would include both Energy Solutions for Business – Energy Management and Energy Solutions for Business – Engineered Solutions.

Energy savings estimates will be verified in accordance with protocols established by the Evaluation, Measurement & Verification ("EM&V") Working Group, once this work has been completed. As required by the Clean Energy Act (See C.48:3-87.9 (g).), for purposes of determining energy reductions by a utility in its service territory, "the board shall only consider usage for which public utility energy efficiency programs are applicable." By statute, only energy savings estimations that have resulted from the Company's Energy Efficiency Programs can be verified through the BPU established process. Therefore, once the energy savings estimates are verified, the Company will have demonstrated that the energy savings and the associated lost revenues to be recovered under its LRAM mechanism are attributable to the Company's Energy Efficiency Programs.

Calculation of Lost Revenues

To calculate lost revenues the energy savings estimations will be seasonally shaped, where appropriate. Rate schedules RS, RT, and RGT will be priced at the applicable seasonal distribution rate block as set

[1] By Order dated December 2, 2020, Docket No. QO20090584, the Board approved the "Fiscal Year 2021 Protocols to Measure Resource Savings" ("FY21 Protocols"), which is the most recent version approved by the Board. The FY21 Protocols Addendum includes interim measures that will serve as optional alternatives to the energy savings estimation methodologies prescribed in the FY20 Protocols. Adherence to the methods prescribed by either the FY20 Protocols or the FY21 Protocols Addendum will represent compliance with Board approved methods.

forth in the Company's tariffed rate schedule, in effect during each month that energy savings are produced under the Company's Energy Efficiency Programs.

For those rate schedules that collect distribution charges through a demand component of the rate (rate schedules GS, GST, GP, and GT), lost distribution revenue will be calculated using the weighted-average kWh rate for each month, as derived from the revenue allocation and monthly kWh billing units for each of these rate schedules established in the 2020 Base Rate Case[2] and applying the weighted-average kWh rate in each month from the applicable rate schedule to the energy savings estimates for the corresponding month. By using the total revenue allocated to each rate schedule from the prior base rate case, the weighted-average kWh rate will capture the demand component of the distribution rate design.

Beginning the month following the installation of an energy efficiency measure or completion of an energy efficiency project, or phase of a project, the associated lost revenue for each month will be calculated and booked to a regulatory asset. Lost revenues will continue to accumulate each month. Once the underlying energy savings estimates have been verified through the EM&V process, the corresponding lost revenues will be deemed to be verified. At the end of each Program Year, the Company will make a filing for recovery of lost revenues under the Lost Revenue Adjustment Mechanism ("LRAM") rider. To the extent that any of the energy savings estimates for the Program Year have not yet been verified by the conclusion of the proceeding, the Company will reconcile the energy savings estimates, once verified, with any adjustment reflected in the regulatory asset. Revenues collected under the LRAM rider will be credited to the lost revenue regulatory asset as received. Under the LRAM mechanism, JCP&L is required to file a base rate case no later than five years after the commencement of an approved EE program. In each future base rate case, test year revenues will be adjusted to annualize lost revenues from energy efficiency measures, projects, or project phases, completed during the test year. Upon conclusion of a base rate case, the Company will cease to book to the regulatory asset monthly lost revenues associated with energy efficiency measures, projects, or project phases completed prior to the end of the test year. Once test year energy savings estimates have been verified, corresponding test year lost revenues will be reconciled, as necessary, with any adjustment reflected in the regulatory asset.

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[2] Jersey Central Power and Light Company Distribution Base Rate case, Docket # ER20020146, Exhibit JC-12-Weather Normalized Billing Determinants and Rate Design.

Earnings Test for Rider LRAM

The parties agree that if the calculated ROE exceeds the allowed ROE from the utility's last base rate case by 50 basis points or more, recovery of lost revenues through the LRAM shall not be allowed for the applicable filing period. For purposes of this section, the Company's rate of return on common equity shall be calculated by dividing the Company's net income for the applicable period by the Company's average common equity balance (average of the beginning and ending common equity balances) for the same period. The Company's net income shall be calculated by subtracting from distribution operating income, any clause related net income, and interest expenses. The Company's average common equity balance shall be the ratio of Electric Distribution Net Plant (including the Electric Distribution allocation of common plant) to total Net Plant for the average common equity balance period multiplied by the Company's total common equity for the same period.

In addition, the parties further agree that an adjustment to the earnings calculation for pension and OPEB expense will be made using the following steps: (1) remove the pension and OPEB mark-to-market gains/losses, recorded by JCP&L; and (2) include the recalculated amount of the most recent 12-month test year pension and OPEB expense by amortizing the net accumulated actuarial loss over future periods using the delayed recognition method.

JCP&L Energy Efficiency and Conservation Plan
Program Years July 1, 2021 through June 30, 2024
Minimum Filing Requirements for Annual Rider RRC Rate Filing
EE&C Plan Component
(Rider RRC MFRs – EE&C Component)

1. Information on direct FTE employment impacts including a breakdown by each of the Board approved JCP&L EE&C programs. The Company will not be responsible for addressing the level of employment activity for HVAC and/or HPES contractors that are hired by the customers unless those contractors are hired by JCP&L.

2. A monthly revenue requirement calculation based on EE&C Plan expenditures, including the investment and cost components showing the actual monthly revenue requirement for each of the past twelve (12) months or Rider RRC review period, as well as supporting calculations, including the information related to the tax rate and revenue multiplier used in the revenue requirement calculation. The utility shall provide electronic copies of such supporting information, with all inputs and formulae intact, where applicable.

3. For the review period, actual Rider RRC revenues, by month and by rate class.

4. Monthly beginning and ending Rider EE&C deferred balances, as well as the average deferred balance, net of tax, for the actual past twelve (12) months or Rider RRC review period review period and forecast period.

5. The interest rate used for each month for over/under deferred balance recoveries for Rider RRC, and all supporting documentation and calculations for the interest rate.

6. The interest expense to be charged or credited to ratepayers each month.

7. A schedule showing budgeted versus actual EE&C Plan costs for the Rider RRC review period, by the following categories: administration, marketing, outside services, incentives (including rebates and financing), inspections and quality control, and evaluation.

8. A schedule showing projected versus actual revenues for Rider RRC.

9. The monthly journal entries utilized (including the accounts and account numbers) relating to regulatory asset and deferred O&M expenses related to the EE&C Plan for the actual Rider RRC review period.

10. Information supporting the carrying cost used for the unamortized portion of the deferred balance in Rider RRC.

11. If seeking an increase in rates, a draft public notice for a public hearing on the Rider RRC petition and proposed publication dates.

12. Proposed Rider RRC Tariff page(s), including both a clean copy of the proposed page(s) and a redline of the page(s) showing changes from the page(s) then in effect.

13. Net rate impact of any proposed rate changes on the average usage customer for each rate class.

14. Number of participants for each of the Board approved JCP&L EE&C Plan programs.

15. For programs that provide incentives for conversion of energy utilization to electricity from other energy sources (e.g., converting from gas to electric furnaces) the company shall identify:
    i. the number of such projects;
    ii. an estimate of the increase in annual electric demand and energy associated with these projects; and
    iii. the avoided use of natural gas and/or other fuels.

16. In areas where electric and gas service territories overlap, the Company shall provide:

    i. The number of projects in progress and completed.

        a. For each project, identify which utility is the lead utility providing the program services and the partner utility with whom the services were coordinated.

JCP&L Energy Efficiency and Conservation Plan
Program Years July 1, 2021 through June 30, 2024
Minimum Filing Requirements for Annual Rider LRAM Rate Filing
(Rider LRAM MFRs)

1. A schedule showing the monthly amounts actually deferred and projected to be deferred in Rider LRAM during the Rider LRAM review period, including information about the accounts and account numbers used for such deferrals.

2. Documentation supporting the monthly amounts actually deferred in Rider LRAM during the Rider LRAM review period.

3. Monthly beginning and ending Rider LRAM deferred balances, net of tax, for the actual past twelve (12) months or the Rider LRAM review period.

4. The interest rate used for each month for over/under deferred balance recoveries for Rider EE&C, and all supporting documentation and calculations for the interest rate.

5. The interest expense to be charged or credited to ratepayers for each month.

6. Estimated demand and energy savings by each program during the Rider LRAM review period, including a breakdown by subprogram as applicable.

7. A statement providing the projected date for completion of the Evaluation, Measurement & Verification ("EM&V") report by JCP&L's independent EM&V contractor, which, upon its completion, will be provided as a supplement to the Rider LRAM filing.

8. If seeking an increase in rates, a draft public notice for a public hearing on the Rider LRAM petition and proposed publication dates.

9. Proposed Rider LRAM Tariff page(s), including both a clean copy of the proposed page(s) and a redline of the page(s) showing changes from the page(s) then in effect.

10. Net rate impact of any proposed rate changes on the average usage customer for each rate class.