

# STATE OF NEW JERSEY <br> Board of Public Utilities <br> 44 South Clinton Avenue, $9^{\text {th }}$ Floor <br> Post Office Box 350 <br> Trenton, New Jersey 08625-0350 <br> www.ni.gov/bpu/ 

| IN THE MATTER OF THE IMPLEMENTATION OF L. | DECISION AND ORDER |
| :---: | :---: |
| 2018, C. 17 REGARDING THE ESTABLISHMENT OF | APPROVING STIPULATION |
| ENERGY EFFICIENCY AND PEAK DEMAND |  |
| REDUCTION PROGRAMS |  |
|  |  |
| IN THE MATTER OF THE PETITION OF ATLANTIC |  |
| CITY ELECTRIC COMPANY FOR APPROVAL OF AN |  |
| ENERGY EFFICIENCY PROGRAM, COST |  |
| RECOVERY MECHANISM, AND OTHER RELATED | DOCKET NOS. QO19010040 |
| RELIEF FOR PLAN YEARS ONE THROUGH THREE | AND EO20090621 |

## Parties of Record:

Stefanie A. Brand, Esq., Director, New Jersey Division of Rate Counsel
Philip J. Passanante, Esq., Assistant General Counsel, Atlantic City Electric Company
Nathan Howe, Esq., Counsel for the Energy Efficiency Alliance of New Jersey
Eric Miller, Esq., Counsel for the Natural Resources Defense Council
BY THE BOARD:
On September 25, 2020, Atlantic City Electric Company ("ACE or "Company") filed a petition with the New Jersey Board of Public Utilities ("Board") requesting approval to implement a three (3)year energy efficiency ("EE") program ("Program") ("Petition"). By this Decision and Order, the Board considers a stipulation of settlement ("Stipulation") executed by ACE, the New Jersey Division of Rate Counsel ("Rate Counsel"), Board Staff ("Staff"), the Energy Efficiency Alliance of New Jersey ("EEANJ"), and the Natural Resources Defense Council ("NRDC") (collectively, "Parties") that addresses several issues in this matter.

## 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. ${ }^{1}$

[^0]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 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. ${ }^{2}$ 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 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.

## ACE September 2020 Petition

In the Petition, the Company sought approval to implement 13 subprograms, including eight (8) residential subprograms, one (1) multi-family subprogram, and four (4) commercial and industrial ("C\&l") subprograms. 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. The C\&I subprograms would, among other initiatives, incentivize the installation of energy efficient equipment; optimize

[^1]energy consumption in existing buildings; provide enhanced incentives for small non-residential customers; and promote comprehensive custom EE projects in C\&I buildings. 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.

The Company proposed a total Program budget of approximately $\$ 99$ million (investment and expense) over a three (3) year period from July 1, 2021 through June 30, 2024. The proposed programs and associated costs are summarized in the table below:

| Sector | Program | Subprogram | Type | Total Cost |
| :---: | :---: | :---: | :---: | :---: |
| Residential | Behavior | Home Energy Reports | Utility-led | \$502,994 |
|  | Efficient Products | HVAC | Core | \$15,762,975 |
|  |  | Online Marketplace | Core |  |
|  |  | Appliance Rebates | Core |  |
|  |  | Appliance Recycling | Core |  |
|  | Existing Homes | Home Performance with ENERGY STAR | Core | \$8,984,106 |
|  |  | Quick Home Energy Check Up | Utility-led | \$8,970,810 |
|  |  | Moderate-Income Weatherization | Utility-led | \$13,414,237 |
| Multi-Family | Multi-Family | N/A | Core | \$3,757,222 |
| Commercial and Industrial | Small Business Direct Install | N/A | Core | \$27,898,354 |
|  | Energy Solutions for Business | Prescriptive/Custom | Core | \$11,677,549 |
|  |  | Energy Management | Utility-led | \$2,029,923 |
|  |  | Engineered Solutions | Utility-led | \$2,749,382 |
| Portfolio Costs ${ }^{7}$ |  |  |  | \$2,875,000 |
| Total |  |  |  | \$98,622,553 |

In addition to approval of the plan to implement the Program, the Company requested approval of a cost recovery mechanism. Specifically, ACE requested authority to create a regulatory asset to capture the incremental capital investment costs related to the Program and to implement a Rider EE. Rider EE would be set annually based upon budgeted and actual expenditures through annual filings, subject to Board approval. The revenue requirement recovered through Rider EE would be designed to recover the annual depreciation and amortization of capital investments, plus carrying costs, and annual operations and maintenance ("O\&M") expenses, as well as any prior period over/under amounts in subsequent true-ups. ACE also sought Board approval of a

[^2]modified electric Conservation Incentive Program ("CIP") to recover a portion of the Company's revenues that will be lost as a result of the successful implementation of the Program and the related decrease in energy sales.

ACE estimated that the initial monthly bill impact for a typical residential customer on Basic Generation Service ("BGS") using 679 kilowatt-hours ("kWh") per month would be an increase of $\$ 0.30$ or $0.23 \%$, from $\$ 132.16$ to $\$ 132.46$ for the first year of the Program.

## 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. ${ }^{8}$

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. ${ }^{9}$ Further, the September 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, ACE filed the Petition with the Board.
By the October 2, 2020 deadline, four (4) entities filed to intervene and five (5) entities filed to participate. Specifically, EEANJ, NRDC, New Jersey Natural Gas Company ("NJNG") and Public Service Electric and Gas Company ("PSE\&G") moved to intervene. The Building Performance Association ("BPA"), Jersey Central Power \& Light Company ("JCP\&L"), Rockland Electric Company ("RECO"), South Jersey Gas Company ("SJG"), and Elizabethtown Gas Company ("ETG") moved to participate.

ACE submitted letters responding to the filed motions to intervene and participate. ACE indicated that it had no opposition to the motions to participate filed by JCP\&L, RECO, ETG, SJG, or BPA. Additionally, ACE submitted that it was appropriate to deny intervener status to NJNG and PSE\&G, but that participant status was appropriate. ACE did not oppose the motions to intervene filed by EEANJ or NRDC. By letter dated October 16, 2020, the BPA withdrew its motion to participate.

On October 16, 2020, Staff notified the Company that the Petition was administratively deficient. In response, the Company made supplemental filings on October 9 and 21, 2020. On October 22, 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 21, 2020. On December 17, 2020, ACE, Staff, and

[^3]Rate Counsel entered into a stipulation to extend the review period to April 30, 2021 to allow more time for review of ACE's Petition.

President Fiordaliso issued a Prehearing Order on December 21, 2020 that established the issues to be determined by the Board, set forth a procedural schedule, granted intervener status to the EEANJ and NRDC, and granted participant status to the remaining movants. ${ }^{10}$

With the Petition, ACE filed the direct testimonies of Marisa Slaten, Director of Regulatory Strategy \& Services, Pepco Holdings LLC; William Ellis, Director of Governmental and External Affairs, Potomac Electric Power Company; Michael Normand, Manager of Rate Administration, ACE; and Mr. Brendon J. Baatz, Vice President, Gabel Associates, Inc.

Following publication of notice in newspapers of general circulation within ACE'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 4:30 p.m. and 5:30 p.m. on March 10, 2021. ${ }^{11}$ No members of the public spoke at the hearings. The Board received two (2) letters in support of the Company's Petition. No written comments were received by ACE or Rate Counsel.

On March 22, 2021, Enerwise Global Technologies, Inc., d/b/a CPower ("CPower") filed a motion to participate out of time for the limited purpose of submitting an initial brief and potentially a reply brief in the proceeding. On March 24, 2021, CPower withdrew its motion and submitted public comments for the record. In its comments, CPower expressed support for the Petition but recommended that ACE should (1) increase its projections for its Energy Efficiency as a Resource Participation in PJM's capacity market, called the Reliability Pricing Model ("RPM"); and (2) be strongly encouraged to leverage a third-party provider to maximize participation in the RPM and resulting revenue generated in the RPM to further support ACE's EE Program.

## STIPULATION

Subsequent to conducting discovery and participating in settlement discussions, the Parties executed the Stipulation, which provides for the following: ${ }^{12}$

## I. General Terms

1. The Parties agree that, subject to Board approval of the Stipulation, ACE may implement the EE Program under the terms and conditions described in the Stipulation. The EE Program will include implementation, administration and investment in a portfolio of programs, including eight (8) residential sub-programs, four (4) Commercial and Industrial ("C\&l") sub-programs, and one (1) multi-family sub-program.

[^4]2. The Parties agree that the design of the EE Program (and sub-programs) shall be as described in Attachment 1 of the Stipulation, The Energy Efficiency Program Plan, subject to modification consistent with the June 2020 Order and in cooperation with the Board's Utility Working Group and the EE Working Groups as further addressed in Paragraph 46 of the Stipulation. The Company commits to complying with all Board orders regarding modifications to the EE programs and program detail it is required to offer, subject to the availability of budgeted funds. The Parties agree ACE may offer the approved programs/sub-programs set out in the following table, and described in greater detail in Attachment 1 of the Stipulation, for a term of three (3) years commencing July 1, 2021 and ending June 30 , 2024, with a budget of $\$ 96,065,276$ as set out in the following table:

| Sector | Program | Sub-program | Core or Utility-led | Total Cost | Projected Savings (MWh) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Residential | Behavior | Home Energy Reports | Utility-led | \$503,600 | 7,998 |
|  | Efficient Products | HVAC | Core | \$15,469,151 | 34,328 |
|  |  | Online Marketplace | Core |  |  |
|  |  | Appliance Rebates | Core |  |  |
|  |  | Appliance Recycling | Core |  |  |
|  | Existing Homes | Home Performance with ENERGY STAR | Core | \$8,685,623 | 1,854 |
|  |  | Quick Home Energy Check Up | Utility-led | \$8,873,070 | 16,572 |
|  |  | Moderate-Income Weatherization | Utility-led | \$13,471,022 | 2,628 |
| Multi-Family | Multi-Family | Multi-Family | Core | \$3,774,401 | 6,506 |
| Commercial and Industrial | Small Business Direct Install | N/A | Core | \$28,049,428 | 19,236 |
|  | Energy Solutions for Business | Prescriptive/Custom | Core | \$11,809,616 | 83,154 |
|  |  | Energy Management | Utility-led | \$1,942,912 | 5,764 |
|  |  | Engineered Solutions | Utility-led | \$2,736,454 | 1,824 |
| Statewide Coordinator Costs |  |  |  | \$750,000 | N/A |
|  |  |  | Total | \$96,065,276 | 179,864 |

3. ACE shall launch its sub-programs in accordance with Attachment 1 of the Stipulation, and adjustments shall be made in the implementation of these subprograms to coordinate delivery and assure consistency of core sub-programs with other utility core sub-programs, as necessary. A Statewide Coordinator, a thirdparty contractor determined jointly by the State's utilities, shall coordinate the allocation of energy savings and costs realized from dual-fuel and core subprograms to the appropriate utilities.
4. Customers in ACE's service territory who meet the criteria for the respective EE sub-program offerings shall be eligible to participate in those programs. The Company notes that although it has modelled the benefits cost analysis of its C\&I Engineered Solutions sub-program to reflect participation by two (2) customers, ACE shall seek broader customer participation. ACE confirms its intention to maximize customer participation in the sub-program with an emphasis on serving
public entities and greater numbers of customers. ACE retains the flexibility to use allocated sub-program funds as practicable to maximize EE savings.
5. The estimated initial bill impact for a typical residential customer using 679 kWhs per month would be an increase of approximately $\$ 0.28$ or $0.21 \%$ per month for the first year of the EE Program. The estimated bill impact for a typical residential customer using 679 kWhs per month is anticipated to be $\$ 0.40$ or $0.30 \%$ per month for year two, and $\$ 0.42$ or $0.31 \%$ for year three of the EE Program.
6. Based on market response, the Company may shift the timing of investment spending between Program Years (i.e., July 1 - June 30) in any sub-program as necessary to provide flexibility in responding to market conditions and customer demand and to ensure the achievement of EE Program targets during the term of the EE Program, in accordance with the procedure outlined in the June 2020 Order.
7. During EE Program implementation, certain sub-programs 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 Parties agree that a process enabling the Company to make adjustments to sub-program budgets in response to real market conditions experienced is justified and appropriate. The process, in accordance with the June 2020 Order, shall be as follows:

- ACE can shift its sub-program budgets out of an individual sub-program within the Residential sector or within the C\&I sector up to $25 \%$ of the individual sub-program's total budget with Staff notification (which should be provided within 30 days following the change), 25-50\% with Staff approval, and over 50\% with Board approval.
- ACE can shift budgets out of the Residential, Multi-family, 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. Such budgets 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, which shall trigger Staff review within 30 days of Rate Counsel's objection. If there is no response from Rate Counsel or Staff within 30 days of ACE's request, those requests shall be automatically granted.

8. 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 Program that are consistent with ACE'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, ACE shall remediate such breach to the full extent required by law. In the event of any breach of confidentiality by a vendor hired to deliver the EE Program or to evaluate the sub-programs, 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.
9. ACE agrees that customer-specific data belongs to the customer, who may request or authorize ACE to share it with suppliers. ACE further agrees that data gathered during the operation of these sub-programs not specific to any particular customer belongs to the Company and 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 by ACE from the data shall be offset against the costs of the EE Program. The Company shall also submit non-customer-specific data to the Board in compliance with reporting requirements, as established by the Board.
10. No later than January 31, 2022, ACE agrees to hold at least one (1) nonconfidential 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, Peak Demand Response programs, non-wire alternatives, building electrification/decarbonization, and other programs that further the clean energy goals of the State of New Jersey.

## II. Program Term

11. Implementation of the EE Program shall commence on July 1, 2021 and shall continue over the course of the next three years until June 30, 2024.
12. ACE shall coordinate regarding transition of programs (including program delivery, program data, and marketing) with the current New Jersey Clean Energy Program ("NJCEP") program administrator and other utilities with whom the Company has overlapping service territories. To the extent that the utilities jointly decide to implement programs differently than currently envisioned, the Company commits to implement, as permissible under law and within approved budgets, consistent elements of the core programs concurrently with all electric and gas utilities in the state. This consistency shall include the following 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.

13. The Company shall submit a subsequent multi-year Program extension for Board approval consistent with the June 2020 Order.

## III. EE Program Expenditures

14. As shown in the table below, the Parties agree that the total investment for the EE Program shall not exceed $\$ 96,065,276$, which includes all capital expenditures [including Information Technology ("IT")], rebates and incentives (including financing costs), audit/installation labor, outside services for third-party subprogram implementation, and evaluation, measurement and verification ("EM\&V"). The budget for investment includes amounts that are spent during the three year program cycle (July 1, 2021 - June 30, 2024), as well as amounts reserved to fund projects/incentives for customers who have enrolled in sub-programs during that three year period.

| ACE EE Program <br> Cost Categories | Final Budget \$ |
| :--- | ---: |
| Investments |  |
| Customer Rebates, Grants, Loans | $\$ 65,691,066$ |
| Outside Services | $\$ 16,791,877$ |
| Capital Costs | $\$ 2,250,000$ |
| Administrative Costs |  |
| Utility Administration Costs | $\$ 4,237,736$ |
| Inspections and Quality Control | $\$ 678,975$ |
| Marketing | $\$ 3,900,000$ |
| Evaluation | $\$ 2,515,622$ |
| Total | $\$ 96,065,276$ |
| Investments | $\$ 84,732,943$ |
| Administrative Costs | $\$ 11,332,333$ |

15. The Company's administrative costs include ACE administrative, labor, IT run costs, and portfolio-level costs, such as program development, marketing, and jobs initiatives for the three year program cycle. Recoverable administrative costs shall not exceed $\$ 11,332,333$. Subject to the cap on recoverable administrative costs, the Company shall recover its actual reasonable and prudently incurred program and administrative costs up to $\$ 96,065,276$ through annual cost recovery filings. Staff and Rate Counsel reserve their rights to challenge the prudency of all costs, including administrative costs, in future cost recovery filings.
16. The Joint Utility Working Group is developing requirements for coordination of services to customers, including the sharing of costs and the allocation of savings. The investments and administrative costs described in Paragraph 15 of the Stipulation include an estimate of expenditures required for coordination with other utilities, including the Statewide Program Coordinator System, but exclude the expenditures required for developing the program plan and staffing costs. The Parties agree that any additional costs for required utility--coordination efforts that go beyond the scope of the Program as originally planned and budgeted by the Company, and that are deemed prudently incurred after appropriate review, shall be recoverable.
17. All EE Program expenditures shall be filed with the Board and submitted for prudency review in annual cost recovery filings over the term of the Program by way of ACE's annual cost recovery proceedings.

## IV. Cost Benefit Analysis / Reporting

18. The Company submitted calculations as to the cost-effectiveness of the proposed sub-programs under six (6) different cost-benefit tests: the New Jersey Cost Test ("NJCT"), the Participant Cost Test ("PCT"), the Program Administrator Cost ("PAC") Test, the Ratepayer Impact Measure ("RIM") Test, the Total Resource Cost ("TRC") Test, and the Societal Cost Test ("SCT"). Attached to the Stipulation as Attachment 2 are summaries of the results of 1) the Company's Benefit-Cost Analysis, including the six (6) different benefit-cost tests, 2 ) its Costs-to-Achieve Savings Analyses, and 3) its analysis of Electric Quantitative Performance Indicator ("QPI") values in Program Years 1-3.
19. QPI performance periods shall be those set forth in the June 2020 Order. Quarterly, annual and triennial reports shall be consistent with the requirements of the June 2020 Order, the details of which shall be developed by the Board's Utility Working Group or as outlined by the Board.
20. The Company shall perform EM\&V for the EE sub-programs in accordance with the June 2020 Order. All EE projects and measures included in ACE's program portfolio completed after July 1, 2021 shall also be included in the EE EM\&V plan subject to the EE EM\&V process.
21. The Company shall 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:
i. Estimated free ridership and spillover with any cost-benefit analysis required;
ii. Participant costs (net of utility incentives), including a breakdown by subprogram with any Cost-Benefit Analysis required; and
iii. Results of program evaluations, including a breakdown by sub-program when required by the June 2020 Order.
22. The Parties will revisit the specific EE Program incentive levels agreed to in the Stipulation before the conclusion of the first triennial period in time to support consideration of revised EE Program incentive levels in the next triennial.
23. The Company shall continue to submit data regarding all of the EE Programs and related expenses in accordance with the content, format, and timing dictated by both the June 2020 Order and subsequent directives of the Board, based on recommendations from the Statewide Evaluator or the EM\&V Working Group.

## V. Capital Structure/Return on Equity

24. ACE shall earn a return on its EE Program investments based upon the authorized return on equity ("ROE") and capital structure approved by the Board in the Company's most recent base rate case. As of the date of the Stipulation, the Company's most recently approved base rate case is its 2018 base rate case. As described in the Stipulation, ACE agrees the EE Program investments shall be amortized over a 10 year period, on a straight-line basis, with the return of the investment and return on the unamortized investments based upon a rate of 7.08\% ( $6.44 \%$ net of tax), which rate is the Weighted Average Cost of Capital ("WACC") approved by the Board in the Company's 2018 base rate case, or as authorized by the Board in a subsequent base rate case. ACE's current WACC is calculated as follows:

|  | Percent | Embedded <br> Cost | Weighted <br> Cost |
| :--- | :--- | :--- | ---: |
| Long-Term Debt | $50.06 \%$ | $4.58 \%$ | $2.29 \%$ |
| Common Equity | $49.94 \%$ | $9.60 \%$ | $4.79 \%$ |
| Total | $100 \%$ |  | $7.08 \%$ |

25. The Parties agree that any change in the WACC authorized by the Board in a subsequent base rate case shall be reflected in the appropriate corresponding subsequent monthly revenue requirement calculations. Any changes to current tax rates would be reflected in an adjustment to the WACC or revenue conversion factor (tax factor) and in any corresponding revenue requirement calculations.

## VI. Cost Recovery

26. The Parties agree that the Company is and shall be authorized to defer and seek recovery of all reasonable and prudent EE Program costs, including customer incentives, as well as associated reasonable and prudent O\&M expenses as described in Paragraph 15 of the Stipulation. EE Program costs shall be subject to recovery through rates pursuant to the terms of a new EE surcharge component ("EE Surcharge") to be included in Rider Regional Greenhouse Gas Initiative ("Rider RGGI") and in annual true-up filings. The initial EE Surcharge component of Rider RGGI shall recover forecasted program costs for the first year of the EE Program (i.e., July 1, 2021 through June 30, 2022). The initial EE Surcharge rate included in Rider RGGI shall be set to $\$ 0.000411$ per kWh (including Sales and Use Tax) as calculated in Attachment 3 of the Stipulation. Following the initial program year, all program years shall be for the period July 1 through June 30 of the following year. For each subsequent program year thereafter, the Company shall file a petition seeking to reconcile any under/over recovery from the prior program year and set the EE Surcharge rate for the succeeding program year. Annual EE Surcharge true-up filings shall separately break out the expenses, investments, unamortized investments, and revenue requirement calculations for the EE Program. The EE Program costs shall be subject to the terms set forth in Rider RGGI and shall be recovered through a per-kWh charge applicable to all rate schedules. ACE has submitted proposed tariff sheets as Attachment 4 of the Stipulation to include the EE Surcharge component of Rider RGGI in its tariff. The Parties agree that the initial EE Surcharge rate shall be implemented as of July 1, 2021 following the Board Order in this proceeding, consistent with the calculation of the EE Surcharge rate as described in further detail in Attachment 3 of the Stipulation.
27. The EE Surcharge shall be subject to adjustment and true-up through the deferral process, and any required adjustment shall be included in the under/over recovered balance to be recovered from or returned to customers over the following year. Any Board ordered cost recovery adjustments resulting from the review of the actual costs shall be made to the under/over recovered deferred balance and reflected in the charges established for the following year pursuant to a final Board Order.
28. The calculation methodology to be used to determine the revenue requirement and the under/over recovered deferred balance is detailed in Attachment 3 of the Stipulation. The Parties agree that the Company shall modify the revenue requirement calculation if needed to coordinate sharing of investment with partner utilities in shared service territories as a result of the Board's review and approval of the other utilities' cost recovery methodologies.
29. Revenues received under the EE Program, such as PJM Capacity Revenues, marketplace revenues negotiated with vendors, or any other source of revenues as a result of the implementation of the EE Program, as well as financial benefits from the usage of data as provided in Paragraph 9 of the Stipulation, shall be utilized to offset revenue requirements to customers for the EE Program.
30. The Company shall offer eligible EE into the PJM capacity market and shall credit EE revenue requirements with any PJM capacity market revenues. The Company agrees to confer with Staff and interested Parties regarding its approach to participation in the PJM capacity market. The purpose of these discussions is to allow the participants to continue to exchange information and ideas as to how revenues from the Company's participation in the PJM capacity market may be optimized.
31. The Parties agree to amortize the EE investments, excluding IT, over a 10-year period, on a straight-line basis, with the rate of return on the unamortized investments based upon a rate of 7.08\% (6.44\% net of tax) as shown in Paragraph 24 of the Stipulation, or as authorized by the Board in a subsequent base rate case. Investment other than financing costs shall be expensed when incurred for tax purposes and flowed back to customers as shown in Attachment 3 of the Stipulation. IT investments shall be amortized in accordance with ACE's accounting policy and generally accepted accounting principles, which is forecasted to be a five year book amortization period and three year straight-line period for tax purposes. IT tax deductions shall also be flowed back to customers, as incorporated in Attachment 3 of the Stipulation.
32. The Parties stipulate that the Company shall file to adjust its EE Surcharge component of Rider RGGI no later than February 28, 2022 ("True-Up Filing") and annually thereafter. ${ }^{13}$ The True-Up Filing will provide information as required by the Minimum Filing Requirements ("MFRs") set out in the June 2020 Order and Attachment 6 of the Stipulation. Each True-Up Filing shall contain a reconciliation of ACE's projected EE Program costs and recoveries and actual revenue requirements for the prior period, and a forecast of revenue requirements for the estimated time period before Board approval and the 12-month period thereafter, which shall be based upon the Company's most current authorized ROE and capital structure as defined in the Stipulation. The True-Up Filing also shall present actual costs incurred since the previous annual review, and those costs shall then be reviewed for reasonableness and prudency.
33. The Parties agree that any under/over recovery of the actual revenue requirement compared to revenues shall be deferred. The calculation of the carrying costs on the average monthly balances of under/over recovery of deferred costs shall be subject to the terms of Rider RGGI and computed using the methodology set out in Attachment 3 of the Stipulation. The Company shall accrue interest at a rate equal to the Company's short-term debt rate which is associated with the monthly weighted average of commercial paper and/or bank credit lines utilized in the preceding month. If both commercial paper and bank credit lines have been utilized, the weighted average of both sources of capital shall be used. In the event that neither commercial paper nor bank credit lines were utilized in the preceding month, the prior month's interest rate calculation shall be used. The interest rate shall not exceed ACE's overall rate of return as authorized by the Board in ACE's

[^5]most recent base rate case (i.e., the WACC identified in Paragraph 24 of the Stipulation) or as authorized in a subsequent ACE base rate case. Simple interest shall accrue on any under and over recovered balances and shall be included in the deferred balances at the end of each reconciliation period. Near the end of the initial and each subsequent recovery period, the corresponding deferred balances shall be included with forecasted revenue requirements for the succeeding period for the purpose of setting the revised EE Surcharge component of Rider RGGI.
34. The True-Up Filing shall be subject to review by the Parties with opportunity for discovery and evidentiary hearings (if necessary) prior to the issuance of a Board Order establishing the Company's revised EE Surcharge. The issuance of a written Board Order shall be preceded by adequate public notice and public hearings, including evidentiary hearings, if necessary.

## VII. Conservation Incentive Program ("CIP")

35. The Parties agree that ACE may implement a modified CIP to account for lost sales revenue resulting from the potential decrease in customer energy usage.

## Shareholder Contribution

36. The recovery of lost revenues due to initiatives like the EE Program shall be made via a CIP based on the methodology outlined below and detailed in Attachment 5 of the Stipulation. In addition, ACE agrees to implement initiatives to further customer conservation efforts, providing a funding amount of \$700,000 per year ("Shareholder Contribution") (equivalent to $\$ 1.27$ per customer based on a customer count of approximately 551,000 as of July 2020) to the extent ACE files for recovery through the CIP mechanism, commencing with the start of the CIP deferrals, as defined below. Any Shareholder Contribution under-spend in a year shall be added to the following year's spending amount. The Shareholder Contribution shall not be included in customer rates. Should Shareholder Contribution costs exceed the funding levels established for ACE in any given year, the Company will still provide funding for $100 \%$ of such program costs in future years. The Shareholder Contribution shall support initiatives designed to aid customers in reducing their costs of electricity and to reduce ACE's peak demand, including but not limited to outreach and education.

## Filing/Tariff Details

37. The Parties agree that the Company shall submit its first CIP cost recovery filing on or before July 31, 2022, for rates effective October 1, 2022, based on an initial deferral period of July 1, 2021 through June 30, 2022. The Parties further agree that the CIP shall be adjusted annually thereafter as provided in the Stipulation. The filings shall document actual results, perform the required CIP collection tests described in more detail below, and propose the new CIP rate. Any variances from the annual filings shall be trued-up in the subsequent year.
38. Attachment 4 to the Stipulation contains the CIP tariff. The CIP tariff shall reflect an initial rate of $\$ 0.00000$.

## CIP Methodology

39. The monthly CIP deferral shall be calculated as reflected in Attachment 5 to the Stipulation. For the CIP, the baseline revenue per customer by applicable rate schedule is shown in Attachment 5 of the Stipulation and is based on the billing determinants from the 2018 base rate case and the latest variable margin rates per rate schedule, including any Infrastructure Investment Program ("IIP") and PowerAhead Program ("PowerAhead") rate adjustments. The baseline usage and margin rates shall be updated with each subsequent base rate case, IIP, or PowerAhead rate adjustment.
40. For purposes of determining recovery eligibility for CIP accruals, the margin impact of changes in customer usage shall be segregated into weather-related and non-weather-related components. The non-weather-related components shall be limited by the eligibility tests described in more detail below. The weather-related component shall not be subject to those limitations.
41. The non-weather component shall be calculated by first deducting the weather component. The weather shall be measured by the impacts on sales and associated distribution revenue of heating degree days ("HDD") for winter weather and cooling degree days ("CDD") for summer weather. As shown in Attachment 5 of the Stipulation, the average of the 20 years of data for HDD and CDD shall be considered normal. The difference in actual and normal HDD and CDD shall be multiplied by the weather normalization factors to establish rate schedule sales impacts. The sales impacts shall be multiplied by the current tariff rates to derive the revenue impact for rate schedules with volumetric tariff rates and utilize imputed volumetric rates for rate schedules with only a distribution demand rate. The weather normalization methodology and an illustrative calculation are in Attachment 5 of the Stipulation.
42. The Parties further agree that recovery of non-weather-related electric CIP impacts shall be subject to the application of two eligibility tests: a BGS Savings Test and a Variable Margin Test. In order to be eligible for recovery, non-weather-related CIP impacts must pass both cost recovery tests. A description of the eligibility tests is provided below.

- A. BGS Savings Test - The Parties agree that reductions in customer usage provide opportunities to reduce peak demand and lower commodity costs. As a result, recovery through the CIP Tariff shall be limited to BGS Savings calculated under the following methodology. Consistent with the Modified BGSS Savings Test applied to natural gas utilities, the margin impact shall be multiplied by a factor of $75 \%$ prior to application of the BGS Savings test. Further, the Parties agree to recognize three (3) categories of savings when calculating the total savings used in the BGS Savings Test.
i. Category One includes the Company's permanent savings realized from the reduction in PJM Final Zonal Unforced Capacity ("UCAP")

Obligation from the 2010/2011 energy year compared to the 2019/2020 energy year multiplied by the 2019/2020 ACE Zonal Net Load Price. The permanent BGS savings are approximately $\$ 9.178$ million, as shown in Attachment 5 of the Stipulation. This amount shall remain after the re-setting of the CIP benchmarks in future base rate cases.
ii. Category Two includes BGS cost savings from ongoing reductions of the Company's PJM Final Zonal UCAP Obligation. This category of savings shall be calculated as any annual incremental UCAP Obligation savings after the 2019/2020 energy year. Any annual incremental UCAP Obligation savings shall be multiplied by the most recent ACE Zonal Net Load Price. Due to the potential for peak increases due to electric vehicles and electrification, savings are set as a minimum of the incremental obligation savings or zero.
iii. Category Three is the Company's savings associated with avoided capacity costs to meet customer growth on a prospective basis beginning with the first annual CIP filing following implementation of these terms. Avoided capacity costs shall be calculated on a monthly basis and are equal to the net change in customers for CIP multiplied by the corresponding obligation per customer and the current ACE Zonal Net Load Price per month. Attachment 5 to the Stipulation illustrates the savings calculation.
iv. Additional savings pursuant to sub-paragraphs 42(a)(ii) and (iii) in the Stipulation shall only be counted within the BGS Savings Test after agreement is reached with Rate Counsel and Board Staff.

- B. Variable Margin Test - The Parties further agree to adopt an additional recovery limitation to non-weather-related CIP margins equal to $6.5 \%$ of variable margins for the CIP accrual year. However, for the first annual deferral period only (July 1, 2021 through June 30, 2022), the Parties agree to a recovery and refund limitation to non-weather-related CIP margins equal to $4.0 \%$ of variable margins. Specifically, variable margins shall be calculated based on: (i) the number of customers and (ii) the baseline revenue per customer. The margin revenues for each month for each CIP customer class shall equal the actual number of customers multiplied by the baseline revenue per customer. The resulting monthly values shall be summed for all 12 months for all CIP customer classes in order to yield the total Variable Margins for the year. Recoverable non-weather CIP amounts shall not exceed $6.5 \%$ (or $4.0 \%$ in the first year as defined above) of the aggregate variable margin revenues under this test.

43. The dual cost recovery tests set forth in Paragraph 42 of the Stipulation shall operate in conjunction with each other in such a manner so that the total nonweather recoverable amount is limited to the smaller of the two (2) recoverable amounts allowed under the separate BGS Savings Test and Variable Margin Revenue Test. The Parties agree that any amounts that exceed the BGS Savings Test and/or Variable Margin Revenue recovery limitations may be deferred for future recovery subject to the earnings test described below. The Company agrees to not seek recovery of interest on any deferred carry-forward amount.
44. Earnings Test - The Parties agree to include an earnings test, through which actual ROE shall be determined based on the actual net income of the utility for the most recent 12 -month period divided by the average of the beginning and ending common equity balances for the corresponding period. The timing of the earnings test and definitions of Net Income and Common Equity are specified in the tariff provided in Attachment 4 of the Stipulation. The earnings test shall be applicable to the total CIP deferral, including both weather and non-weather components. 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 CIP shall not be allowed for the applicable filing period and shall not be carried over to subsequent filing periods.

## VIII. Rate and Bill Impacts

45. Paragraph 5 of the Stipulation provides the estimated EE Program bill impact to a typical residential customer for each year of the three-year EE Program. Attachment 3 of the Stipulation contains additional details regarding the bill impact to each customer class over the life of the EE Program.
46. The Parties recognize that the EE Working Groups referenced in the June 2020 Order have not yet completed their work as of the date of the Stipulation. The Parties recognize that these EE Working Groups will be addressing many longterm issues that will impact planning for future triennial periods. However, the Parties recognize that the EE Working Groups may issue recommendations for the current triennial period that are inconsistent with any programs and/or subprograms set forth in Attachment 1 of 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 sub-programs and coordinated elements (such as incentives, marketplace, marketing, workforce development, and contractor procurement) or sub-program structure in overlapping territories are not consistent with the final consensus reached by the EE Working Groups (including the Joint Utility Working Group) and approved by the Board with regard to the current triennial, the Parties shall meet to address any inconsistencies and define a path for resolution of these items.
47. The Parties recognize that, while the Board established the NJCT on an interim basis through the August 24, 2020 BPU Order, the 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 parties 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 Parties agree, through the EM\&V Working Group, to work through these issues regarding the NJCT in support of establishing a consistent and transparent approach to implementing this test.

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.

Accordingly, the Board HEREBY AUTHORIZES ACE to implement a new tariff, Rider EE to recover the costs associated with the Program. The initial EE Recovery Charge will be set to $\$ 0.000411$ per kWh, including sales and use tax for services rendered on or after July 1, 2021. As a result of the Stipulation, a typical residential customer on BGS service using 679 kWh per month will see a monthly increase of $\$ 0.28$ or $0.21 \%$ for the first year of the EE Program.

The Board also HEREBY AUTHORIZES ACE to implement a CIP, as set forth in the Stipulation and related attachments, to account for lost revenue resulting from the potential decrease in customer energy usage.

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 ACE to file revised tariff sheets conforming to the terms of the Stipulation prior to July 1, 2021.

The Company's costs, including those related to the Program, 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

BOARD OF PUBLIC UTILITIES BY:



UPENDRA J. CHIVUKULA COMMISSIONER


ROBERT M. GORDON COMMISSIONER

## ATTEST:



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 PETITION OF ATLANTIC CITY ELECTRIC COMPANY FOR APPROVAL OF AN ENERGY EFFICIENCY PROGRAM, COST RECOVERY MECHANISM, AND OTHER RELATED RELIEF FOR PLAN YEARS ONE THROUGH THREE

## DOCKET NOS. QO19010040 AND EO20090621

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April 23, 2021

## VIA ELECTRONIC MAIL

 aida.camacho@bpu.nj.gov board.secretary@bpu.nj.govAida Camacho-Welch

Secretary of the Board
Board of Public Utilities
44 South Clinton Avenue, $9^{\text {th }}$ Floor
P.O. Box 350

Trenton, New Jersey 08625-0350
RE: In the Matter of the Petition of Atlantic City Electric Company for Approval of an Energy Efficiency Program, Cost Recovery Mechanism, and Other Related Relief for Plan Years One Through Three
BPU Docket No. EO20090621

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

## Dear Secretary Camacho-Welch:

Enclosed herewith for filing is a fully executed Stipulation of Settlement (the "Stipulation") in connection with the above-referenced matter.

Consistent with the Order issued by the New Jersey 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, the Stipulation and its attachments are being electronically filed with the Secretary of the Board, the New Jersey Division of Rate Counsel, and all parties. No paper copies will follow.

We note that the Stipulation appears on the Board’s agenda for Tuesday, April 27, 2021.

Aida Camacho-Welch
April 23, 2021
Page 2

Thank you for your cooperation and courtesies. Feel free to contact me with any questions or if I can be of further assistance.


Enclosure
cc: Service List

IN THE MATTER OF THE PETITION OF ATLANTIC CITY ELECTRIC COMPANY FOR APPROVAL OF AN ENERGY EFFICIENCY PROGRAM, COST RECOVERY MECHANISM, AND OTHER RELATED RELIEF FOR PLAN YEARS ONE THROUGH THREE

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

STATE OF NEW JERSEY
BOARD OF PUBLIC UTILITIES

BPU DOCKET NO. EO20090621

BPU DOCKET NO. QO19010040
STIPULATION OF SETTLEMENT

APPEARANCES:

Clark Stalker, Esq., Associate General Counsel, and Philip J. Passanante, Esq., Assistant General Counsel, for the Petitioner, Atlantic City Electric Company;

Colleen A. Foley, Esq., Saul Ewing Arnstein \& Lehr LLP, on behalf of Atlantic City Electric Company;

Brian O. Lipman, Esq., Litigation Manager, Felicia Thomas-Friel, Esq., Deputy Rate Counsel, Kurt S. Lewandowski, Esq., Sarah H. Steindel, Esq., and Maura Caroselli, Esq., Assistant Deputy Rate Counsels, New Jersey Division of Rate Counsel (Stefanie A. Brand, Esq., Director);

Brandon Simmons, Deputy Attorney General, for the Staff of the New Jersey Board of Public Utilities (Gurbir S. Grewal, Attorney General of New Jersey);

Nathan Howe, Esq., K\&L Gates LLP on behalf of Intervenor, the Energy Efficiency Alliance of New Jersey; and

Eric Miller, Esq., on behalf of Intervenor, the Natural Resources Defense Council

## TO THE HONORABLE BOARD OF PUBLIC UTILITIES:

It is hereby AGREED, by and between Atlantic City Electric Company ("ACE" or "Company"), the Staff of the New Jersey Board of Public Utilities ("Board Staff" or "Staff"), the New Jersey Division of Rate Counsel ("Rate Counsel"), the Energy Efficiency Alliance of New Jersey ("EEANJ"), and the Natural Resources Defense Council ("NRDC") (collectively, "Parties")
to execute this Stipulation of Settlement ("Stipulation") resolving ACE's petition in this docket and to join in recommending that the New Jersey Board of Public Utilities ("Board" or "BPU") issue a Final Decision and Order approving this Stipulation.

## 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 in part 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 approved by the Board, including a return on equity, or other incentives or rate mechanisms, including those that decouple utility revenues from the sales of electricity. N.J.S.A. 48:3-98.1(b). Ratemaking treatment may include placing appropriate technology and program costs 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 ("CEA") into law. ${ }^{1}$ The CEA builds upon the RGGI Act by employing clean energy strategies and establishing aggressive energy reduction requirements with the goal of improving public health by ensuring a cleaner

[^6]environment for current and future New Jersey residents. Specifically, the CEA requires that each utility implement EE measures that "achieve annual reductions in the use of electricity of two percent of the average annual usage in the prior three years within five years of implementation of its electric energy efficiency program" and "annual reductions in the use of natural gas of 0.75 percent of the average annual usage in the prior three years within five years of implementation of its gas energy efficiency program." ${ }^{2}$

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 petitions proposing three (3) year programs by September 25, 2020, for approval by the Board by May 1, 2021 and implementation beginning July 1, 2021.

## ACE EE FILING

On September 25, 2020, ACE filed its EE petition proposing a portfolio of EE programs targeted at the Company's residential, commercial and industrial, and multi-family customer sectors at a cost of approximately $\$ 98.6$ million over the three-year implementation period beginning July 1, 2021 through June 30, 2024 ("EE Program"). The proposed EE Program and associated costs are summarized in the following table:

[^7]| Sector | Program | Sub-program | Type | Total Cost |
| :---: | :---: | :---: | :---: | :---: |
| Residential | Behavior | Home Energy Reports | Utility-led | \$502,994 |
|  | Efficient <br> Products | HVAC | Core | \$15,762,975 |
|  |  | Online Marketplace | Core |  |
|  |  | Appliance Rebates | Core |  |
|  |  | Appliance Recycling | Core |  |
|  | Existing Homes | Home Performance with ENERGY STAR | Core | \$8,984,106 |
|  |  | Quick Home Energy Check Up | Utility-led | \$8,970,810 |
|  |  | Moderate-Income Weatherization | Utility-led | \$13,414,237 |
| Multi-Family | Multi-Family | N/A | Core | \$3,757,222 |
| Commercial and Industrial | Small Business Direct Install | N/A | Core | \$27,898,354 |
|  | Energy Solutions for Business | Prescriptive/Custom | Core | \$11,677,549 |
|  |  | Energy Management | Utility-led | \$2,029,923 |
|  |  | Engineered Solutions | Utility-led | \$2,749,382 |
| Portfolio Costs |  |  |  | \$2,875,000 |
|  |  |  | Total | \$98,622,553 |

In addition to approval of the EE Program, the Company requested approval of a cost recovery mechanism. Specifically, ACE requested authority to create a regulatory asset to capture the incremental capital investment costs related to the EE Program and to implement a Rider EE. As proposed, Rider EE would be set annually based upon budgeted and actual expenditures through annual filings, subject to Board approval. The revenue requirement recovered through Rider EE would be designed to recover the annual depreciation and amortization of capital investments, plus carrying costs, and annual operations and maintenance ("O\&M") expenses, as well as any prior period over/under recovery amounts determined in subsequent true-ups. ACE also sought the Board's approval of a modified electric Conservation Incentive Program ("CIP")
calculation methodology to recover a portion of the Company's revenues that may be lost as a result of the successful implementation of the EE Program and the related decrease in energy sales.

In the petition, ACE estimated that the bill impact for a typical residential customer on Basic Generation Service using 679 kilowatt-hours ("kWh") per month would be an increase of $\$ 0.30$ or $0.23 \%$, from $\$ 132.16$ to $\$ 132.46$ for the initial year of the EE Program.

## PROCEDURAL HISTORY

On August 21, 2020, the Company met with Staff and Rate Counsel, a date at least 30 days in advance of submitting a filing, to provide an overview of the elements of the filing and cost recovery mechanism proposed pursuant to the Board’s May 2008 Order ${ }^{4}$ and June 2020 Order.

By Order dated September 23, 2020, the Board determined that ACE’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. ${ }^{5}$ 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, New Jersey Natural Gas Company ("NJNG"), Public Service Electric and Gas Company ("PSE\&G"), EEANJ, and NRDC filed motions to intervene in this matter. The Building Performance Association ("BPA"), Elizabethtown Gas Company ("ETG"), Jersey

[^8]Central Power \& Light Company ("JCP\&L"), South Jersey Gas Company ("SJG"), and Rockland Electric Company ("RECO") each submitted motions to participate. ${ }^{6}$

On October 8, 2020, ACE submitted a letter indicating that it had no objection to the motions to participate filed by RECO, JCP\&L, ETG, and SJG or to the intervention of EEANJ. 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, Staff issued a letter of administrative deficiency to the Company. In response to the letter, the Company made supplemental filings on October 9 and 21, 2020.

On October 22, 2020, Staff notified ACE that, with the submission of the supplemental filings, the petition was deemed administratively complete and that the 180-day administrative review period commenced on October 21, 2020.

ACE, Rate Counsel and Staff agreed that an extension of the 180-day review period was appropriate due to the current status of discovery. Accordingly, on December 17, 2020, a stipulation of settlement was entered into by ACE, Staff and Rate Counsel to extend the administrative review period through April 30, 2021.

On December 18, 2020, ACE submitted a letter indicating that it had no objection to the motion to intervene filed by NRDC.

On December 21, 2020, President Fiordaliso issued a Pre-Hearing Order in this proceeding addressing the following matters: setting a procedural schedule; granting intervener status to EEANJ and NRDC; granting participant status to NJNG, PSE\&G, SJG, ETG, JCP\&L, and RECO;

[^9]and, adopting the previously filed stipulated extension of the administrative review period.

Notice of the Company's petition, including the date, time, and place of public comment hearings, was placed in newspapers having a circulation within the Company's service territory and was served on the Clerks of the municipalities, the Clerks of the Board of County Commissioners, and the County Executives, as appropriate, within the Company's service territory. As a result of the COVID-19 pandemic, and to comply with social distancing mandates issued by the Governor, and based upon further guidance from Staff, the public comment hearings were conducted telephonically in lieu of in-person hearings.

In accordance with the public notice, telephonic public hearings on the Company's petition were held at 4:30 p.m. and 5:30 p.m. on March 10, 2021. No members of the public provided comments during the hearings. The Board received two (2) letters in support of the Company's petition.

On March 22, 2021, Enerwise Global Technologies, Inc., d/b/a CPower ("CPower") filed a motion to participate out of time for the limited purpose of submitting an initial brief and potentially a reply brief in the proceeding. On March 24, 2021, CPower withdrew its motion and submitted public comments for the record.

Following extensive discovery and multiple settlement discussions, the Parties have reached an agreement resolving all issues in this proceedings. In light of the foregoing, the Parties have executed this Stipulation, the terms of which are set forth below. Specifically, the Parties hereby STIPULATE AND AGREE to the following:

## STIPULATED

MATTERS

## I. General Terms

1. The Parties agree that, subject to Board approval of this Stipulation, ACE may implement the EE Program under the terms and conditions described herein. The EE Program will include implementation, administration and investment in a portfolio of programs, including eight (8) residential sub-programs, four (4) Commercial and Industrial ("C\&I") sub-programs, and one (1) multi-family sub-program.
2. The Parties agree that the design of the EE Portfolio (and sub-programs) shall be as described in Attachment 1, The Energy Efficiency Program Plan, subject to modification consistent with the June 2020 Order and in cooperation with the Board's Utility Working Group and the EE Working Groups as further addressed in Paragraph 46. The Company commits to complying with all Board orders regarding modifications to the EE programs and program detail it is required to offer, subject to the availability of budgeted funds. The Parties agree ACE may offer the approved programs/sub-programs set out in the following table, and described in greater detail in Attachment 1, for a term of three (3) years commencing July 1, 2021 and ending June 30, 2024, with a budget of $\$ 96,065,276$ as set out in the following table:

| Sector | Program | Sub-program | Core or Utilityled | Total Cost | Projected Savings (MWh) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Residential | Behavior | Home Energy Reports | Utility-led | \$503,600 | 7,998 |
|  | Efficient Products | HVAC | Core | \$15,469,151 | 34,328 |
|  |  | Online Marketplace | Core |  |  |
|  |  | Appliance Rebates | Core |  |  |
|  |  | Appliance Recycling | Core |  |  |
|  | Existing Homes | Home Performance with ENERGY STAR | Core | \$8,685,623 | 1,854 |
|  |  | Quick Home Energy Check Up | Utility-led | \$8,873,070 | 16,572 |
|  |  | Moderate-Income Weatherization | Utility-led | \$13,471,022 | 2,628 |
| MultiFamily | Multi-Family | Multi-Family | Core | \$3,774,401 | 6,506 |
| Commercial and Industrial | Small Business <br> Direct Install | N/A | Core | \$28,049,428 | 19,236 |
|  | Energy Solutions for Business | Prescriptive/Custom | Core | \$11,809,616 | 83,154 |
|  |  | Energy Management | Utility-led | \$1,942,912 | 5,764 |
|  |  | Engineered Solutions | Utility-led | \$2,736,454 | 1,824 |
| Statewide Coordinator Costs |  |  |  | \$750,000 | N/A |
|  |  |  | Total | \$96,065,276 | 179,864 |

3. ACE shall launch its sub-programs in accordance with Attachment 1, and adjustments shall be made in the implementation of these sub-programs to coordinate delivery and assure consistency of core sub-programs with other utility core sub-programs, as necessary. A Statewide Coordinator, a third-party contractor determined jointly by the State's utilities, shall coordinate the allocation of energy savings and costs realized from dual-fuel and core sub-programs to the appropriate utilities.
4. Customers in ACE's service territory who meet the criteria for the respective EE subprogram offerings shall be eligible to participate in those programs. The Company notes that although it has modelled the benefits cost analysis of its C\&I Engineered Solutions sub-program to reflect participation by two (2) customers, ACE shall seek broader customer participation. ACE hereby confirms its intention to maximize customer participation in the sub-program with an
emphasis on serving public entities and greater numbers of customers. ACE retains the flexibility to use allocated sub-program funds as practicable to maximize EE savings.
5. The estimated initial bill impact for a typical residential customer using 679 kWhs per month would be an increase of approximately $\$ 0.28$ or $0.21 \%$ per month for the first year of the EE Program. The estimated bill impact for a typical residential customer using 679 kWhs per month is anticipated to be $\$ 0.40$ or $0.30 \%$ per month for year two, and $\$ 0.42$ or $0.31 \%$ for year three of the EE Program.
6. Based on market response, the Company may shift the timing of investment spending between Program Years (i.e., July 1 - June 30) in any sub-program as necessary to provide flexibility in responding to market conditions and customer demand and to ensure the achievement of EE Program targets during the term of the EE Program, in accordance with the procedure outlined in the June 2020 Order.
7. During EE Program implementation, certain sub-programs 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 Parties agree that a process enabling the Company to make adjustments to sub-program budgets in response to real market conditions experienced is justified and appropriate. The process, in accordance with the June 2020 Order, shall be as

## follows:

- ACE can shift its sub-program budgets out of an individual sub-program within the Residential sector or within the C\&I sector up to $25 \%$ of the individual sub-program's total budget with Staff notification (which should be provided within 30 days following the change), 25-50\% with Staff approval, and over $50 \%$ with Board approval.
- ACE can shift budgets out of the Residential, Multi-family, 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. Such budgets 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\%.
- $\quad$ 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 threeyear 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, which shall trigger Staff review within 30 days of Rate Counsel's objection. If there is no response from Rate Counsel or Staff within 30 days of ACE's request, those requests shall be automatically granted.

8. 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 Program that are consistent with ACE'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, ACE shall remediate such breach to the full extent required by law. In the event of any breach of confidentiality by a vendor hired to deliver the EE Program or to evaluate the sub-programs, 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.
9. ACE agrees that customer-specific data belongs to the customer, who may request or authorize ACE to share it with suppliers. ACE further agrees that data gathered during the operation of these sub-programs not specific to any particular customer belongs to the Company
and 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 by ACE from the data shall be offset against the costs of the EE Program. The Company shall also submit non-customer-specific data to the Board in compliance with reporting requirements, as established by the Board.
10. No later than January 31, 2022, ACE 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, Peak Demand Response programs, non-wire alternatives, building electrification/decarbonization, and other programs that further the clean energy goals of the State of New Jersey.

## II. Program Term

11. Implementation of the EE Program shall commence on July 1, 2021 and shall continue over the course of the next three years until June 30, 2024.
12. ACE shall coordinate regarding transition of programs (including program delivery, program data, and marketing) with the current New Jersey Clean Energy Program ("NJCEP") program administrator and other utilities with whom the Company has overlapping service territories. To the extent that the utilities jointly decide to implement programs differently than currently envisioned, the Company commits to implement, as permissible under law and within approved budgets, consistent elements of the core programs concurrently with all electric and gas utilities in the state. This consistency shall include the following 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;
- $\quad$ Customer and contractor engagement platforms;
- Data platforms and database sharing among program administrators, where appropriate; and
- $\quad$ Quality control standards and remediation policies.

13. The Company shall submit a subsequent multi-year Program extension for Board approval consistent with the June 2020 Order.

## III. EE Program Expenditures

14. As shown in the table below, the Parties agree that the total investment for the EE Program shall not exceed $\$ 96,065,276$, which includes all capital expenditures [including Information Technology ("IT")], rebates and incentives (including financing costs), audit/installation labor, outside services for third-party sub-program implementation, and evaluation, measurement and verification ("EM\&V"). The budget for investment includes amounts that are spent during the three year program cycle (July 1, 2021 - June 30, 2024), as well as amounts reserved to fund projects/incentives for customers who have enrolled in subprograms during that three year period.

| ACE EE Program <br> Cost Categories | Final Budget \$ |
| :--- | ---: |
| Investments |  |
| Customer Rebates, Grants, Loans | $\$ 65,691,066$ |
| Outside Services | $\$ 16,791,877$ |
| Capital Costs | $\$ 2,250,000$ |
| Administrative Costs | $\$ 4,237,736$ |
| Utility Administration Costs | $\$ 678,975$ |
| Inspections and Quality Control | $\$ 3,900,000$ |
| Marketing | $\$ 2,515,622$ |
| Evaluation | $\$ 96,065,276$ |
| Total | $\$ 84,732,943$ |
| Investments | $\$ 11,332,333$ |
| Administrative Costs |  |

15. The Company's administrative costs include ACE administrative, labor, IT run costs, and portfolio-level costs, such as program development, marketing, and jobs initiatives for the three year program cycle. Recoverable administrative costs shall not exceed \$11,332,333. Subject to the cap on recoverable administrative costs, the Company shall recover its actual reasonable and prudently incurred program and administrative costs up to \$96,065,276 through annual cost recovery filings. Staff and Rate Counsel reserve their rights to challenge the prudency of all costs, including administrative costs, in future cost recovery filings.
16. The Joint Utility Working Group is developing requirements for coordination of services to customers, including the sharing of costs and the allocation of savings. The investments and administrative costs described in Paragraph 15 above include an estimate of expenditures required for coordination with other utilities, including the Statewide Program Coordinator System, but exclude the expenditures required for developing the program plan and staffing costs. The Parties agree that any additional costs for required utility--coordination efforts that go beyond the scope of the Program as originally planned and budgeted by the Company, and that are deemed
prudently incurred after appropriate review, shall be recoverable.
17. All EE Program expenditures shall be filed with the Board and submitted for prudency review in annual cost recovery filings over the term of the Program by way of ACE's annual cost recovery proceedings.

## IV. Cost Benefit Analysis / Reporting

18. The Company submitted calculations as to the cost-effectiveness of the proposed sub-programs under six (6) different cost-benefit tests: the New Jersey Cost Test ("NJCT"), the Participant Cost Test ("PCT"), the Program Administrator Cost ("PAC") Test, the Ratepayer Impact Measure ("RIM") Test, the Total Resource Cost ("TRC") Test, and the Societal Cost Test ("SCT"). Attached hereto as Attachment 2 are summaries of the results of 1) the Company’s Benefit-Cost Analysis, including the six (6) different benefit-cost tests, 2) its Costs-to-Achieve Savings Analyses, and 3) its analysis of Electric Quantitative Performance Indicator ("QPI") values in Program Years 1-3.
19. QPI performance periods shall be those set forth in the June 2020 Order. Quarterly, annual and triennial reports shall be consistent with the requirements of the June 2020 Order, the details of which shall be developed by the Board's Utility Working Group or as outlined by the Board.
20. The Company shall perform EM\&V for the EE sub-programs in accordance with the June 2020 Order. All EE projects and measures included in ACE's program portfolio completed after July 1, 2021 shall also be included in the EE EM\&V plan subject to the EE EM\&V process.
21. The Company shall 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:
i. Estimated free ridership and spillover with any cost-benefit analysis required;
ii. Participant costs (net of utility incentives), including a breakdown by subprogram with any Cost-Benefit Analysis required; and
iii. Results of program evaluations, including a breakdown by sub-program when required by the June 2020 Order.
22. The Parties will revisit the specific EE Program incentive levels agreed to herein before the conclusion of the first triennial period in time to support consideration of revised EE Program incentive levels in the next triennial.
23. The Company shall continue to submit data regarding all of the EE Programs and related expenses in accordance with the content, format, and timing dictated by both the June 2020 Order and subsequent directives of the Board, based on recommendations from the Statewide Evaluator or the EM\&V Working Group.

## V. Capital Structure/Return on Equity

24. ACE shall earn a return on its EE Program investments based upon the authorized return on equity ("ROE") and capital structure approved by the Board in the Company's most recent base rate case. As of the date of this Stipulation, the Company's most recently approved base rate case is its 2018 base rate case. ${ }^{7}$ As described in further detail below, ACE agrees the EE Program investments shall be amortized over a 10 year period, on a straight-line basis, with the return of the investment and return on the unamortized investments based upon a rate of 7.08\% (6.44\% net of tax), which rate is the Weighted Average Cost of Capital ("WACC") approved by the Board in the Company’s 2018 base rate case, or as authorized by the Board in a subsequent base rate case.
[^10]ACE's current WACC is calculated as follows:

| Percent |  | Embedded Cost | Weighted Cost |
| :---: | :---: | :---: | :---: |
| Long-Term Debt | 50.06\% | 4.58\% | 2.29\% |
| Common Equity | 49.94\% | 9.60\% | 4.79\% |
| Total | 100\% |  | 7.08\% |

25. The Parties agree that any change in the WACC authorized by the Board in a subsequent base rate case shall be reflected in the appropriate corresponding subsequent monthly revenue requirement calculations. Any changes to current tax rates would be reflected in an adjustment to the WACC or revenue conversion factor (tax factor) and in any corresponding revenue requirement calculations.

## VI. Cost Recovery

26. The Parties agree that the Company is and shall be authorized to defer and seek recovery of all reasonable and prudent EE Program costs, including customer incentives, as well as associated reasonable and prudent O\&M expenses as described in Paragraph 15 above. EE Program costs shall be subject to recovery through rates pursuant to the terms of a new EE surcharge component ("EE Surcharge") to be included in Rider Regional Greenhouse Gas Initiative ("Rider RGGI") and in annual true-up filings. The initial EE Surcharge component of Rider RGGI shall recover forecasted program costs for the first year of the EE Program (i.e., July 1, 2021 through June 30, 2022). The initial EE Surcharge rate included in Rider RGGI shall be set to $\$ 0.000411$ per kWh (including Sales and Use Tax) as calculated in Attachment 3. Following the initial program year, all program years shall be for the period July 1 through June 30 of the following year. For each subsequent program year thereafter, the Company shall file a petition seeking to reconcile any under/over recovery from the prior program year and set the EE Surcharge rate for the succeeding program year. Annual EE Surcharge true-up filings shall separately break out the
expenses, investments, unamortized investments, and revenue requirement calculations for the EE Program. The EE Program costs shall be subject to the terms set forth in Rider RGGI and shall be recovered through a per-kWh charge applicable to all rate schedules. ACE has submitted proposed tariff sheets as Attachment 4 of this Stipulation to include the EE Surcharge component of Rider RGGI in its tariff. The Parties agree that the initial EE Surcharge rate shall be implemented as of July 1, 2021 following the Board Order in this proceeding, consistent with the calculation of the EE Surcharge rate as described in further detail in Attachment 3.
27. The EE Surcharge shall be subject to adjustment and true-up through the deferral process, and any required adjustment shall be included in the under/over recovered balance to be recovered from or returned to customers over the following year. Any Board ordered cost recovery adjustments resulting from the review of the actual costs shall be made to the under/over recovered deferred balance and reflected in the charges established for the following year pursuant to a final Board Order.
28. The calculation methodology to be used to determine the revenue requirement and the under/over recovered deferred balance is detailed in Attachment 3. The Parties agree that the Company shall modify the revenue requirement calculation if needed to coordinate sharing of investment with partner utilities in shared service territories as a result of the Board's review and approval of the other utilities’ cost recovery methodologies.
29. Revenues received under the EE Program, such as PJM Capacity Revenues, marketplace revenues negotiated with vendors, or any other source of revenues as a result of the implementation of the EE Program, as well as financial benefits from the usage of data as provided in Paragraph 9 herein, shall be utilized to offset revenue requirements to customers for the EE Program.
30. The Company shall offer eligible EE into the PJM capacity market and shall credit EE revenue requirements with any PJM capacity market revenues. The Company agrees to confer with Staff and interested Parties regarding its approach to participation in the PJM capacity market. The purpose of these discussions is to allow the participants to continue to exchange information and ideas as to how revenues from the Company's participation in the PJM capacity market may be optimized.
31. The Parties agree to amortize the EE investments, excluding IT, over a 10-year period, on a straight-line basis, with the rate of return on the unamortized investments based upon a rate of 7.08\% (6.44\% net of tax) as shown in Paragraph 24 above, or as authorized by the Board in a subsequent base rate case. Investment other than financing costs shall be expensed when incurred for tax purposes and flowed back to customers as shown in Attachment 3. IT investments shall be amortized in accordance with ACE's accounting policy and generally accepted accounting principles, which is forecasted to be a five year book amortization period and three year straightline period for tax purposes. IT tax deductions shall also be flowed back to customers, as incorporated in Attachment 3.
32. The Parties stipulate that the Company shall file to adjust its EE Surcharge component of Rider RGGI no later than February 28, 2022 ( "True-Up Filing") and annually thereafter. ${ }^{8}$ The True-Up Filing will provide information as required by the Minimum Filing Requirements ("MFRs") set out in the June 2020 Order and Attachment 6. Each True-Up Filing shall contain a reconciliation of ACE's projected EE Program costs and recoveries and actual

[^11]revenue requirements for the prior period, and a forecast of revenue requirements for the estimated time period before Board approval and the 12-month period thereafter, which shall be based upon the Company's most current authorized ROE and capital structure as defined above. The True-Up Filing also shall present actual costs incurred since the previous annual review, and those costs shall then be reviewed for reasonableness and prudency.
33. The Parties agree that any under/over recovery of the actual revenue requirement compared to revenues shall be deferred. The calculation of the carrying costs on the average monthly balances of under/over recovery of deferred costs shall be subject to the terms of Rider RGGI and computed using the methodology set out in Attachment 3. The Company shall accrue interest at a rate equal to the Company's short-term debt rate which is associated with the monthly weighted average of commercial paper and/or bank credit lines utilized in the preceding month. If both commercial paper and bank credit lines have been utilized, the weighted average of both sources of capital shall be used. In the event that neither commercial paper nor bank credit lines were utilized in the preceding month, the prior month's interest rate calculation shall be used. The interest rate shall not exceed ACE's overall rate of return as authorized by the Board in ACE's most recent base rate case (i.e., the WACC identified in Paragraph 24 above) or as authorized in a subsequent ACE base rate case. Simple interest shall accrue on any under and over recovered balances and shall be included in the deferred balances at the end of each reconciliation period. Near the end of the initial and each subsequent recovery period, the corresponding deferred balances shall be included with forecasted revenue requirements for the succeeding period for the purpose of setting the revised EE Surcharge component of Rider RGGI.
34. The True-Up Filing shall be subject to review by the Parties with opportunity for discovery and evidentiary hearings (if necessary) prior to the issuance of a Board Order
establishing the Company's revised EE Surcharge. The issuance of a written Board Order shall be preceded by adequate public notice and public hearings, including evidentiary hearings, if necessary.

## VII. Conservation Incentive Program ("CIP")

35. The Parties agree that ACE may implement a modified CIP to account for lost sales revenue resulting from the potential decrease in customer energy usage.

## Shareholder Contribution

36. The recovery of lost revenues due to initiatives like the EE Program shall be made via a CIP based on the methodology outlined below and detailed in Attachment 5. In addition, ACE agrees to implement initiatives to further customer conservation efforts, providing a funding amount of $\$ 700,000$ per year ("Shareholder Contribution") (equivalent to $\$ 1.27$ per customer based on a customer count of approximately 551,000 as of July 2020) to the extent ACE files for recovery through the CIP mechanism, commencing with the start of the CIP deferrals, as defined below. Any Shareholder Contribution under-spend in a year shall be added to the following year's spending amount. The Shareholder Contribution shall not be included in customer rates. Should Shareholder Contribution costs exceed the funding levels established for ACE in any given year, the Company will still provide funding for $100 \%$ of such program costs in future years. The Shareholder Contribution shall support initiatives designed to aid customers in reducing their costs of electricity and to reduce ACE's peak demand, including but not limited to outreach and education.

## Filing/Tariff Details

37. The Parties agree that the Company shall submit its first CIP cost recovery filing on or before July 31, 2022, for rates effective October 1, 2022, based on an initial deferral period
of July 1, 2021 through June 30, 2022. The Parties further agree that the CIP shall be adjusted annually thereafter as provided herein. The filings shall document actual results, perform the required CIP collection tests described in more detail below, and propose the new CIP rate. Any variances from the annual filings shall be trued-up in the subsequent year.
38. Attachment 4 to this Stipulation contains the CIP tariff. The CIP tariff shall reflect an initial rate of $\$ 0.00000$.

## CIP Methodology

39. The monthly CIP deferral shall be calculated as reflected in Attachment 5 to this Stipulation. For the CIP, the baseline revenue per customer by applicable rate schedule is shown in Attachment 5 and is based on the billing determinants from the 2018 base rate case and the latest variable margin rates per rate schedule, including any Infrastructure Investment Program ("IIP") and PowerAhead Program ("PowerAhead") rate adjustments. The baseline usage and margin rates shall be updated with each subsequent base rate case, IIP, or PowerAhead rate adjustment.
40. For purposes of determining recovery eligibility for CIP accruals, the margin impact of changes in customer usage shall be segregated into weather-related and non-weather-related components. The non-weather-related components shall be limited by the eligibility tests described in more detail below. The weather-related component shall not be subject to those limitations.
41. The non-weather component shall be calculated by first deducting the weather component. The weather shall be measured by the impacts on sales and associated distribution revenue of heating degree days ("HDD") for winter weather and cooling degree days ("CDD") for summer weather. As shown in Attachment 5, the average of the 20 years of data for HDD and CDD shall be considered normal. The difference in actual and normal HDD and CDD shall be
multiplied by the weather normalization factors to establish rate schedule sales impacts. The sales impacts shall be multiplied by the current tariff rates to derive the revenue impact for rate schedules with volumetric tariff rates and utilize imputed volumetric rates for rate schedules with only a distribution demand rate. The weather normalization methodology and an illustrative calculation are in Attachment 5.
42. The Parties further agree that recovery of non-weather-related electric CIP impacts shall be subject to the application of two eligibility tests: a BGS Savings Test and a Variable Margin Test. In order to be eligible for recovery, non-weather-related CIP impacts must pass both cost recovery tests. A description of the eligibility tests is provided below.

- A. BGS Savings Test - The Parties agree that reductions in customer usage provide opportunities to reduce peak demand and lower commodity costs. As a result, recovery through the CIP Tariff shall be limited to BGS Savings calculated under the following methodology. Consistent with the Modified BGSS Savings Test applied to natural gas utilities, the margin impact shall be multiplied by a factor of $75 \%$ prior to application of the BGS Savings test. Further, the Parties agree to recognize three (3) categories of savings when calculating the total savings used in the BGS Savings Test.
i. Category One includes the Company's permanent savings realized from the reduction in PJM Final Zonal Unforced Capacity ("UCAP") Obligation from the 2010/2011 energy year compared to the 2019/2020 energy year multiplied by the 2019/2020 ACE Zonal Net Load Price. The permanent BGS savings are approximately $\$ 9.178$ million, as shown in Attachment 5. This amount shall remain after the re-setting of the CIP benchmarks in future
base rate cases.
ii. Category Two includes BGS cost savings from ongoing reductions of the Company’s PJM Final Zonal UCAP Obligation. This category of savings shall be calculated as any annual incremental UCAP Obligation savings after the 2019/2020 energy year. Any annual incremental UCAP Obligation savings shall be multiplied by the most recent ACE Zonal Net Load Price. Due to the potential for peak increases due to electric vehicles and electrification, savings are set as a minimum of the incremental obligation savings or zero.
iii. Category Three is the Company's savings associated with avoided capacity costs to meet customer growth on a prospective basis beginning with the first annual CIP filing following implementation of these terms. Avoided capacity costs shall be calculated on a monthly basis and are equal to the net change in customers for CIP multiplied by the corresponding obligation per customer and the current ACE Zonal Net Load Price per month. Attachment 5 to this Stipulation illustrates the savings calculation.
iv. Additional savings pursuant to sub-paragraphs 42(A)(ii) and (iii) above shall only be counted within the BGS Savings Test after agreement is reached with Rate Counsel and Board Staff.
- B. Variable Margin Test - The Parties further agree to adopt an additional recovery limitation to non-weather-related CIP margins equal to 6.5\% of variable margins for the CIP accrual year. However, for the first annual deferral period only (July 1, 2021 through June 30, 2022), the Parties agree to
a recovery and refund limitation to non-weather-related CIP margins equal to 4.0\% of variable margins. Specifically, variable margins shall be calculated based on: (i) the number of customers and (ii) the baseline revenue per customer. The margin revenues for each month for each CIP customer class shall equal the actual number of customers multiplied by the baseline revenue per customer. The resulting monthly values shall be summed for all 12 months for all CIP customer classes in order to yield the total Variable Margins for the year. Recoverable non-weather CIP amounts shall not exceed 6.5\% (or 4.0\% in the first year as defined above) of the aggregate variable margin revenues under this test.

43. The dual cost recovery tests set forth in Paragraph 42 shall operate in conjunction with each other in such a manner so that the total non-weather recoverable amount is limited to the smaller of the two (2) recoverable amounts allowed under the separate BGS Savings Test and Variable Margin Revenue Test. The Parties agree that any amounts that exceed the BGS Savings Test and/or Variable Margin Revenue recovery limitations may be deferred for future recovery subject to the earnings test described below. The Company agrees to not seek recovery of interest on any deferred carry-forward amount.
44. Earnings Test - The Parties agree to include an earnings test, through which actual ROE shall be determined based on the actual net income of the utility for the most recent 12month period divided by the average of the beginning and ending common equity balances for the corresponding period. The timing of the earnings test and definitions of Net Income and Common Equity are specified in the tariff provided in Attachment 4. The earnings test shall be applicable to the total CIP deferral, including both weather and non-weather components.

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 CIP shall not be allowed for the applicable filing period and shall not be carried over to subsequent filing periods.

## VIII. Rate and Bill Impacts

45. Paragraph 5 provides the estimated EE Program bill impact to a typical residential customer for each year of the three-year EE Program. Attachment 3 contains additional details regarding the bill impact to each customer class over the life of the EE Program.
46. The Parties recognize that the EE Working Groups referenced in the June 2020 Order have not yet completed their work as of the date of this Stipulation. The Parties recognize that these EE Working Groups will be addressing many long-term issues that will impact planning for future triennial periods. However, the Parties recognize that the EE Working Groups may issue recommendations for the current triennial period that are inconsistent with any programs and/or sub-programs set forth in Attachment 1 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 sub-programs and coordinated elements (such as incentives, marketplace, marketing, workforce development, and contractor procurement) or subprogram structure in overlapping territories are not consistent with the final consensus reached by the EE Working Groups (including the Joint Utility Working Group) and approved by the Board with regard to the current triennial, the Parties shall meet to address any inconsistencies and define a path for resolution of these items.
47. The Parties recognize that, while the Board established the NJCT on an interim basis through the August 24, 2020 BPU Order, the Parties are not in agreement regarding the inputs
and calculations used to implement the NJCT. ${ }^{9}$ 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 parties 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 Parties agree, through the EM\&V Working Group, to work through these issues regarding the NJCT in support of establishing a consistent and transparent approach to implementing this test.
48. This Stipulation represents a mutual balancing of interests, contains interdependent provisions, and, therefore, is intended to be accepted and approved in its entirety. In the event that any particular aspect of this Stipulation is not accepted and approved in its entirety by the Board, any Party aggrieved thereby shall not be bound to proceed with this Stipulation and shall have the right to 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, then any Party hereto is free to pursue its then available legal remedies with respect to all issues addressed in this Stipulation as though this Stipulation had not been signed.
49. Itis the intent of the Parties that the provisions hereof be approved by the Board as being in the public interest. The Parties further agree that they consider the Stipulation to be binding on them for all purposes herein.
50. It is specifically understood and agreed that this Stipulation represents a negotiated agreement and has been made exclusively for the purpose of these proceedings.
[^12]Except as expressly provided herein, the 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. The Parties further agree that this Stipulation is in no way binding upon them in any other proceeding, except to enforce the terms of this Stipulation.

WHEREFORE, the Parties hereto do respectfully submit this Stipulation and request that the Board issue a Decision and Order approving it in its entirety, in accordance with the terms hereof, as soon as reasonably possible.

ATLANTIC CITY ELECTRIC COMPANY

Dated: April 21, 2021


GURBIR S. GREWAL
ATTORNEY GENERAL OF NEW JERSEY
Attorney for the Staff of the
New Jersey Board of Public Utilities

Dated: April 22, 2021
By:


Brandon Simmons
Deputy Attorney General

# DIVISION OF RATE COUNSEL STEFANIE A. BRAND, DIRECTOR 

Dated: April 22, 2021
By: $\frac{/ \text { S } / \text { Sarah H. Steindel }}{\text { Sarah H. Steindel, Esq. }} \begin{aligned} & \text { Assistant Deputy Rate Counsel }\end{aligned}$
Energy Efficiency Alliance of New Jersey

Dated: April __, 2021
By: $\qquad$
Nathan Howe, Esq.

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ATLANTIC CITY ELECTRIC COMPANY

Dated: April 21, 2021


GURBIR S. GREWAL ATTORNEY GENERAL OF NEW JERSEY
Attorney for the Staff of the
New Jersey Board of Public Utilities

Dated: April $\qquad$ 2021

By: $\qquad$
Brandon Simmons Deputy Attorney General

## DIVISION OF RATE COUNSEL STEFANIE A. BRAND, DIRECTOR

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

## Energy Efficiency Alliance of New Jersey

Dated: April 23, 2021


## K\&L Gates LLP

## Natural Resources Defense Council

Dated: April 22, 2021
By:_Zic Miller
Erik Miller, Esq.

List of Referenced Attachments:

| Attachment 1 | EE Program descriptions |
| :--- | :--- |
| Attachment 2 | BCA analysis, costs-to-achieve savings analysis, QPI year 1-3 savings <br> values |
| Attachment 3 | EE Surcharge revenue requirement calculation, proposed rates, rate <br> impacts, under/over recovery calculation |
| Attachment 4 | Tariffs (both Rider RGGI and CIP) |
| Attachment 5 | CIP materials, illustrative calculation, weather normalization, CIP <br> recovery tests |
| Attachment 6 | Minimum Filing Requirements |

## Attachment 1

# Atlantic City Electric Company Energy Efficiency Program Plan 

Revised to Reflect the Negotiated Stipulation of Settlement

Prepared by:
Gabel Associates, Inc.
with direction by Atlantic City Electric Company


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## 1.PROGRAM DESCRIPTIONS

The Utilities will administer the following 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.
Programs include:

### 1.1. Core Subprograms

Residential Efficient Products: This program provides incentives and rebates for energy-efficient products, including those offered at retail and through the marketplace, appliances, HVAC equipment, and appliance recycling.

Residential Existing Homes: Home Performance with ENERGY STAR: This subprogram provides incentives to encourage customers to pursue comprehensive upgrades to their home.

Multi-Family Program: This program provides maximum customer flexibility to meet the specific needs of each customer. A structured screening review is used to determine the customer's needs and develop a tailored energy efficiency solution.

Small Business Direct Install: This subprogram provides a no-cost audit and direct-install measures, and incentives for comprehensive retrofit projects. Non-residential customers can also receive financing for project costs.

Energy Solutions for Business: Prescriptive and Custom: This subprogram provides prescriptive and custom measures for lighting, HVAC, controls, and other C\&I equipment.
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### 1.1.1. Efficient Products

This program will promote the installation of ENERGY STAR and other high-efficiency electric and natural gas equipment by residential customers. The program will offer a broad range of energy-efficient equipment and appliances through a variety of channels retail channels, including, but not limited to, an online marketplace, downstream rebates to customers, up-front rebates, reduced point of sale costs, and midstream or upstream components. The Company will also collaborate with local foodbanks and non-profit organizations to distribute kits and products to customers in need. The program will provide incentives for energy-efficient lighting, appliances, electronics, and heating and cooling equipment, as well as other products (e.g., smart thermostats, water saving measures, weatherization items, and prepackaged kits). The program may include customer opportunities at no up-front costs 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 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 the market is properly supported.
- Provide a marketing mechanism for retailers 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 utility, Comfort Partners and NJCEP programs.

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- Provide energy efficiency kits to local foodbank and non-profit organizations and at energy assistance outreach events to reach low- to moderate-income customers, to schools to promote energy efficiency education in classrooms, to new Atlantic City Electric customers and other customers upon request, and within utility marketplaces to support customer engagement.

This program will increase adoption 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.

Utility staff and/or a third-party implementation contractor(s) will be selected to assist with the administration, oversight, and delivery of the program. Administration activities include launching a statewide online marketplace with utility-specific interfaces; marketing the programs; maintaining and refining 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 for rebates may be available online or in stores, and customers can opt to submit either electronically or mail-in a hard copy with proof-of-purchase.
- Online Marketplace: This online marketplace is an easy to use website for the purchase of efficient products and services. Participants will be able to browse energy-efficient equipment and appliances and get instant rebates.
- 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 transferred to another customer.

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- 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 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 easily promoted to program allies, trade allies, and customers via straightforward prescriptive rebates. Technologies incentivized through this program include lighting, HVAC, other heating and 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 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. 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.


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- 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: 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 participants in both the Equity and 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.

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The utilities will seek to manage all barriers to program success through a commitment to applying best practices in program design, delivery, outreach, and marketing/advertising. 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.

## Implementation Plan, Delivery Method and Contractor Roles (MFR II.a.v) (MFR II.a.viii) (MFR.II.c)

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

The implementation contractor will be responsible for identifying and engaging retail and wholesale entities dealing in energy-efficient equipment, and will describe the program vision, identify eligible efficient products, define rebates, and outline ways to participate. Additionally, the utility 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 energyefficient equipment for participating customers. The utility 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 utility 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 utility 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 minority, women, veteran, and service-disabled veteran owned businesses ("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
surveys and other quality assurance and quality control activities to monitor, ensure program performance and verify quality standards are met.

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

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 highefficiency technology, and the product maturity in the marketplace. Refer to Appendix B for the Rebate and Incentive Matrix for this program.

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

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

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

Refer to Appendix C for the Customer Financing Options by Program.

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

ACE customers will have access to extensive customer data and bill analysis tools through the MyAccount feature of online customer service. Up to one year of usage data is also available on customers' electric bills.

## Projected Participants (MFR II.a.ix) and Energy-savings (MFR II.a.x)

The table below 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. Participation estimates are calculated as the sum of forecasted measurelevel participation units, and each unit of participation is based on a measure-specific forecasted savings unit of measure. Savings estimates are based on projected participation during each year of the forecast period.

Table 1. Efficient Products Estimated Participation and Savings

| Metric | PY1 | PY2 | PY3 |
| :--- | ---: | ---: | ---: |
| Estimated Participants $^{1}$ | 79,922 | 81,204 | 80,610 |
| Projected Net Annual Natural Gas Savings (therms) | 184,291 | 248,838 | 274,130 |
| Projected Net Lifetime Natural Gas Savings (therms) | 997,856 | $1,450,840$ | $1,609,406$ |
| Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income <br> Customers (therms) | 0 | 0 |  |
| Projected Net Annual Electric Savings (kWh) | $9,236,964$ | $102,248,999$ | $125,595,373$ |

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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 Appendix A for a description of the role of the Statewide Coordinator.

## Program Budget (MFR II a.xi) (MFR II.a.xii)

The following table provides the subprogram budget broken down by the following categories: capital cost; utility administration; marketing; outside services; incentives (including rebates and low- or no- interest loans); inspections and quality control; and evaluation.

Table 2. Efficient Products Estimated Program Expenditures by Cost Category and Year (\$)

| Cost Category | PY1 | PY2 | PY3 |
| :--- | ---: | ---: | ---: |
| Capital Costs (\$) | $1,000,000$ | 250,000 | 250,000 |
| Utility Administration (\$) | 458,738 | 614,016 | 671,614 |
| Marketing (\$) | 116,804 | 132,679 | 138,286 |
| Outside Service (\$) | 629,949 | 768,796 | 827,524 |
| Incentives-rebates and other | $1,806,135$ | $2,325,577$ | $2,635,974$ |
| Incentives-financing | 267,831 | 441,905 | 519,314 |
| Inspections and Quality Control (\$) | 59,207 | 84,085 | 93,314 |
| Evaluation (\$) | 371,274 | 484,720 | 521,409 |
| Total $(\$)$ | $\mathbf{4 , 7 0 9 , 9 3 9}$ | $\mathbf{5 , 1 0 1 , 7 7 7}$ | $\mathbf{5 , 6 5 7 , 4 3 6}$ |

### 1.1.2. Existing Homes: Home Performance with ENERGY STAR

Home Performance with ENERGY STAR ("HPwES") 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 HPwES 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 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 HPwES (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 HPwES improvements can improve the efficiency and comfort of their home.

## Target Market or Segment (MFR II.a.ii)

HPwES 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. In the case of a single-family attached unit, the owner of the unit can participate individually in HPwES and does not require the agreement of other owners in the property. The Company will also offer a comprehensive Multifamily HPwES program for attached properties of three or more units. This program is described in greater detail below.

As noted, all customers will start with a comprehensive energy audit. 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 HPwES program practices, the utilities may offer Cooperative Marketing funding to encourage contractors to promote the program.

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 ("OBRP") 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.

Additionally, 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 participants in both the Equity and 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.

- Trade Ally Awareness and Training: To meet the participation goals, 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

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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 utilities will seek to manage all barriers to program success through a commitment to applying best practices in program design, delivery, outreach, and marketing/advertising. 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.

## Implementation Plan, Delivery Method and Contractor Roles (MFR II.a.v) (MFR II.a.viii) (MFR.II.c)

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

Utility staff and/or third-party implementation contractors will oversee all aspects of the subprogram, including training and engagement, 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. Utility staff and/or third-party implementation contractors will maintain a close relationship with trade allies to ensure consistent subprogram delivery experience and high customer satisfaction. Utility staff 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. 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 minority, women, veteran and service-disabled veteran owned businesses ("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.

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

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.

Refer to Appendix B for the Rebate and Incentive Matrix for this program.
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 C for the Customer Financing Options by Program.

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

ACE customers will have access to extensive customer data and bill analysis tools through the MyAccount feature of online customer service. Up to one year of usage data is also available on customers' electric bills.
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## Projected Participants (MFR II.a.ix) and Energy-savings (MFR II.a.x)

The table below 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.

Table 3. HPwES Estimated Participation and Savings

| Metric | PY1 | PY2 | PY3 |
| :---: | :---: | :---: | :---: |
| Estimated Participants | 190 | 281 | 360 |
| Projected Net Annual Natural Gas Savings (therms) | 13,493 | 19,955 | 25,566 |
| Projected Net Lifetime Natural Gas Savings (therms) | 229,380 | 339,241 | 434,615 |
| Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms) | 0 | 0 | 0 |
| Projected Net Annual Electric Savings (kWh) | 423,887 | 626,906 | 803,154 |
| Projected Net Lifetime Electric Savings (kWh) | 7,206,075 | 10,657,406 | 13,653,616 |
| Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers (kWh) | 0 | 0 | 0 |
| Projected Net Annual Peak Demand Savings (kW) | 4 | 6 | 8 |
| Projected Net Lifetime Peak Demand Savings (kW) | 74 | 109 | 140 |

* Represents all savings from lead utility projects

For customers in areas where gas and electric service territories overlap, the utilities will use the Program Coordinator to allocate costs and energy-savings. Refer to Appendix A for a description of the role of the Program Coordinator.

## Program Budget (MFR II a.xi) (MFR II.a.xii)

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The following table provides the subprogram budget broken down by the following categories: capital cost; utility administration; marketing; outside services; incentives (including rebates and low- or no- interest loans); inspections and quality control; and evaluation.

Table 4. HPwES Estimated Program Expenditures by Cost Category and Year (\$)

| Cost Category | PY1 | PY2 | PY3 |
| :--- | ---: | ---: | ---: |
| Capital Costs (\$) | 0 | 0 | 0 |
| Utility Administration (\$) | 33,416 | 46,815 | 52,551 |
| Marketing (\$) | 92,799 | 123,004 | 139,341 |
| Outside Service (\$) | 340,558 | 465,556 | 547,615 |
| Incentives-rebates and other | $1,235,000$ | $1,826,500$ | $2,340,000$ |
| Incentives-financing | 302,270 | 447,041 | 572,722 |
| Inspections and Quality Control (\$) | 4,281 | 6,428 | 7,347 |
| Evaluation (\$) | 23,408 | 34,619 | 44,352 |
| Total (\$) | $\mathbf{2 , 0 3 1 , 7 3 2}$ | $\mathbf{2 , 9 4 9 , 9 6 4}$ | $\mathbf{3 , 7 0 3 , 9 2 8}$ |

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### 1.1.3 Multi-Family Program

This program addresses multi-family 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 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 energysavings opportunities including prescriptive equipment replacement, custom retrofit projects and engineered solutions and emergency equipment replacement. In addition, the Multi-family Program will provide on/off-bill repayment or access to financing with similar terms and enhanced incentives for low-income or affordable housing properties.

The Multi-Family Program will seek to work with each customer to determine and package the best energy-saving 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-saving measures to help encourage program participation. The assessment will also identify additional energy-saving 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-saving 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

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 multi-family 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

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 lower 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, managers, apartment associations, tenant groups, municipalities, and community organizations about the benefits of the program and participation processes
- Brochures 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-saving 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:

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- 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 participants in both the Equity and 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 ${ }^{2}$.

- 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 to attract tenants.

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- Complex buying process: There can be a broad range of potential energy efficiency investments, but it can be challenging to identify which strategies may be the most 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 utilities will seek to manage all barriers to program success through a commitment to applying best practices in program design, delivery, outreach, and marketing/advertising. The utilities will leverage their established customer communication channels, data, and brand in the marketplace to identify and confront market barriers on an ongoing basis.

## Implementation Plan, Delivery Method and Contractor Roles (MFR II.a.v) (MFR II.a.viii) (MFR.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 as necessary 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 standard energy-saving 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.

## Existing and Proposed Incentives

Refer to Refer to Appendix B for the Rebate and Incentive Matrix.

## Customer Financing Options


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Refer to Appendix C for the Customer Financing Options by Program.

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

ACE customers will have access to extensive customer data and bill analysis tools through the MyAccount feature of online customer service. Up to one year of usage data is also available on customers' electric bills.

## Projected Participants and Energy-savings

The table below 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.

Table 5. Multifamily Program Estimated Participation and Savings

| Metric | PY1 | PY2 | PY3 |
| :---: | :---: | :---: | :---: |
| Estimated Participants | 1,060 | 2,088 | 3,117 |
| Projected Net Annual Natural Gas Savings (therms) | 4,750 | 13,523 | 15,966 |
| Projected Net Lifetime Natural Gas Savings (therms) | 53,492 | 192,903 | 205,713 |
| Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms) | 0 | 0 | 0 |
| Projected Net Annual Electric Savings (kWh) | 968,395 | 2,298,119 | 3,239,704 |
| Projected Net Lifetime Electric Savings (kWh) | 11,065,356 | 29,366,170 | 39,904,208 |
| Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers (kWh) | 0 | 0 | 0 |
| Projected Net Annual Peak Demand Savings (kW) | 11 | 28 | 38 |
| Projected Net Lifetime Peak Demand Savings (kW) | 123 | 372 | 484 |

For customers in areas where gas and electric service territories overlap, the utilities will use the Program Coordinator to allocate costs and energy-savings. Refer to Appendix A for a description of the role of the Program Coordinator.

## Program Budget and Project Costs by Year

The following table provides projected program costs, by year, broken down into the following categories, as applicable: capital cost; utility administration; marketing; outside services; incentives (including rebates and low- or no- interest loans); inspections and quality control; and evaluation.

Table 6. Multifamily Program Estimated Program Expenditures by Cost Category and Year (\$)

| Cost Category | PY1 | PY2 | PY3 |
| :--- | ---: | ---: | ---: |
| Capital Costs (\$) | 0 | 0 | 0 |
| Utility Administration (\$) | 27,726 | 59,894 | 76,674 |
| Marketing (\$) | 9,394 | 22,640 | 31,294 |
| Outside Service (\$) | 60,107 | 132,103 | 164,965 |
| Incentives-rebates and other | 440,185 | $1,060,864$ | $1,466,399$ |
| Incentives-financing | 0 | 52,872 | 52,872 |
| Inspections and Quality Control (\$) | 3,248 | 8,401 | 11,090 |
| Evaluation (\$) | 15,880 | 35,567 | 42,225 |
| Total (\$) | $\mathbf{5 5 6 , 5 4 0}$ | $\mathbf{1 , 3 7 2 , 3 4 1}$ | $\mathbf{1 , 8 4 5 , 5 1 9}$ |

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### 1.1.4 Small Business Direct Install

The Small Business 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 not covered by the incentive. The program will also provide a repayment option to the customer for their required contribution. 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. ACE 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 lesscomprehensive energy efficiency programs. Through a number of delivery mechanisms, ACE 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 average peak electrical demand. 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 . Additionally, customers located in an Urban Enterprise Zone, Opportunity Zone, owned or operated

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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 small non-residential customers, with an average individual facility peak electrical demand of $101-200 \mathrm{~kW}$. This figure may be increased by ACE to ensure the program is properly addressing the market in ACE'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, ACE may engage community partners, including chambers of commerce and other local organizations including those comprised of underrepresented and socially or economically disadvantaged individuals. ACE 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 ACE.

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 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 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.

ACE 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 and advertising, and improvement opportunities. ACE'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, ACE will cross-promote program offerings to spread awareness of the range of efficiency opportunities proposed in this plan.

## Implementation Plan, Delivery Method and Contractor Roles (MFR II.a.v) (MFR II.a.viii) (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. ACE 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.

ACE will administer and manage the program with the support of third-party implementation contractor(s) and/or Utility staff. The third-party implementation contractor or Utility Staff will have responsibility for most delivery tasks and customer outreach on behalf of ACE. The third-party implementation contractor will work closely with ACE 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 Utility Staff 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 ACE and/or the third-party implementation contractor's oversight to undertake all construction and installation work identified in the energy assessment process.

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

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 K12 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 $101-200 \mathrm{~kW}$. Incentives up to $70 \%$ of the total project cost will be offered.

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

The participating customer will repay the balance not covered through the incentive either in a lump sum or through a financing option. Refer to Appendix C for the Customer Financing Options by Program.

## Projected Participants (MFR II.a.ix) and Energy Savings (MFR II.a.x)

The table below 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. Participation estimates are calculated as the sum of expected number of small businesses participating in the program. Savings estimates are based on projected participation during each year of the forecast period.

Table 7. C\&I Direct Install Estimated Participation and Savings

| Metric | PY1 | PY2 | PY3 |
| :---: | :---: | :---: | :---: |
| Estimated Participants | 45 | 180 | 189 |
| Projected Net Annual Natural Gas Savings (therms) | 62,140 | 248,559 | 260,987 |
| Projected Net Lifetime Natural Gas Savings (therms) | 932,098 | 3,728,392 | 3,914,812 |
| Projected Net Lifetime Natural Gas Savings from Qualifying Small Commercial Customers (therms) | 932,098 | 3,728,392 | 3,914,812 |
| Projected Net Annual Electric Savings (kWh) | 2,090,841 | 8,363,365 | 8,781,533 |
| Projected Net Lifetime Electric Savings (kWh) | 31,362,618 | 125,450,472 | 131,722,996 |
| Projected Net Lifetime Electric Savings from Qualifying Small Commercial Customers (kWh) | 31,362,618 | 125,450,472 | 131,722,996 |
| Projected Net Annual Peak Demand Savings (kW) | 58 | 232 | 243 |
| Projected Net Lifetime Peak Demand Savings (kW) | 868 | 3,473 | 3,646 |

* Represents all savings from lead utility projects


## Program Budget (MFR II a.xi) (MFR II.a.xii)

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The following table provides the Program budget broken down by the following categories: capital cost; utility administration; marketing; outside services; incentives (including rebates and low- or no- interest loans); inspections and quality control; and evaluation.

Table 8. C\&I Direct Install Estimated Program Expenditures by Cost Category and Year (\$)

| Cost Category | PY1 | PY2 | PY3 |
| :--- | ---: | ---: | ---: |
| Capital Costs (\$) | 0 | 0 | 0 |
| Utility Administration (\$) | 28,172 | 84,286 | 74,159 |
| Marketing (\$) | 201,880 | 679,574 | 579,208 |
| Outside Service (\$) | 931,335 | $3,340,206$ | $3,102,826$ |
| Incentives-rebates and other | $1,901,400$ | $7,605,602$ | $7,985,882$ |
| Incentives-financing | 138,553 | 554,211 | 581,922 |
| Inspections and Quality Control (\$) | 3,167 | 12,157 | 10,535 |
| Evaluation (\$) | 25,473 | 101,893 | 106,987 |
| Total (\$) | $\mathbf{3 , 2 2 , 9 8 0}$ | $\mathbf{1 2 , 3 7 7 , 9 2 9}$ | $\mathbf{1 2 , 4 4 1 , 5 1 9}$ |

### 1.1.5. Energy Solutions for Business: Prescriptive and Custom

The C\&I Prescriptive and Custom Measure subprogram will promote the installation of high-efficiency electric and/or natural gas equipment by ACE 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-year 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 ACE'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 Utility 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 Utility 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 ACE, 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 ACE'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. 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 broadbased 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 ACE 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

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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 Utility 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 Utility 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, ACE 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, ACE 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

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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, ACE 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.

ACE 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. ACE's established customer communication channels, data, and brand in the marketplace will all be leveraged to deliver bestpractice programs that identify and confront market barriers on an ongoing basis. ACE will cross-promote programs and subprograms to spread awareness of the range of efficiency opportunities proposed in this plan.

## Implementation Plan, Delivery Method and Contractor Roles (MFR II.a.v) (MFR II.a.viii) (MFR.II.c) -

ACE 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, ACE will use its strong customer and marketplace relationships to support multiple implementation strategies to achieve subprogram goals.

- Trade Allies: ACE 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: ACE subprogram staff, the implementation contractor, and/or field representatives will work with retailers and distributors that directly target $\mathrm{C} \& \mathrm{I}$ customers to inform them of the participation process and available equipment incentives.

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The Utility 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 ACE application forms.

- Midstream: ACE 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. ACE 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 ACE rebate program. The Utility 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 ACE 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: ACE 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 Utility 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 ACE 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

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- Subprogram data tracking
- Rebate payments

ACE 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 minority, women, veteran, and service-disabled veteran owned businesses ("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.

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

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. Refer to Appendix B for the Rebate and Incentive Matrix.

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)

The participating customer will repay the balance not covered through the incentive either in a lump sum or through a financing option. Refer to Appendix C for the Customer Financing Options by Program.

## Projected Participants (MFR II.a.ix) and Energy Savings (MFR II.a.x)

The table below 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.

Table 9. C\&I Prescriptive and Custom Estimated Participation and Savings

| Metric | PY1 | PY2 | PY3 |
| :---: | :---: | :---: | :---: |
| Estimated Participants | 95,134 | 126,542 | 169,482 |
| Projected Net Annual Natural Gas Savings (therms) | -91,057 | -121,106 | -161,820 |
| Projected Net Lifetime Natural Gas Savings (therms) | -1,854,229 | -2,466,124 | -3,291,111 |
| Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income Customers (therms) | 0 | 0 | 0 |
| Projected Net Annual Electric Savings (kWh) | 18,930,154 | 27,604,255 | 36,619,336 |
| Projected Net Lifetime Electric Savings (kWh) | 277,330,976 | 407,684,603 | 540,419,422 |
| Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers (kWh) | 0 | 0 | 0 |
| Projected Net Annual Peak Demand Savings (kW) | 496 | 715 | 949 |
| Projected Net Lifetime Peak Demand Savings (kW) | 7,386 | 10,709 | 14,209 |

* Represents all savings from lead utility projects. ACE expects small business participation in this subprogram but did not estimate for this table.

For customers in areas where gas and electric service territories overlap, the utilities will use the Program Coordinator to allocate costs and energy savings for shared measures and for certain comprehensive projects. Refer to Appendix A for a description of the role of the Program Coordinator.

## Subprogram Budget (MFR II a.xi) (MFR II.a.xii)

The following table provides the subprogram budget broken down by the following categories: capital cost; utility administration; marketing; outside services; incentives (including rebates and low- or no- interest loans); inspections and quality control; and evaluation.

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Table 10. C\&I Prescriptive and Custom Estimated Program Budget (\$)

| Cost Category | PY1 | PY2 | PY3 |
| :--- | ---: | ---: | ---: |
| Capital Costs (\$) | 0 | 0 | 0 |
| Utility Administration (\$) | 21,919 | 37,536 | 43,746 |
| Marketing (\$) | 70,584 | 115,264 | 130,106 |
| Outside Service (\$) | 587,001 | 923,866 | $1,085,960$ |
| Incentives-rebates and other | $1,479,430$ | $2,391,270$ | $3,136,800$ |
| Incentives-financing | 339,281 | 486,798 | 644,953 |
| Inspections and Quality Control (\$) | 2,717 | 5,219 | 6,214 |
| Evaluation (\$) | 72,844 | 107,412 | 120,697 |
| Total $(\$$ ) | $\mathbf{2 , 5 7 3 , 7 7 5}$ | $\mathbf{4 , 0 6 7 , 3 6 5}$ | $\mathbf{5 , 1 6 8 , 4 7 5}$ |

### 1.2 Utility-Led Subprograms

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

Existing Homes: Quick Home Energy Check-Up (QHEC): This subprogram helps customers understand their best opportunities to save energy through an in-home consultation and ensures savings through the direct installation of energy-saving measures. It will be designed to help renters as well as homeowners and promotes additional energy-saving programs and opportunities that are appropriate for the customer.

Existing Homes: Moderate Income Weatherization: This subprogram provides an opportunity for low- to moderate-income customers to receive energy efficiency measures and upgrades at no cost.

Energy Solutions for Business: Engineered Solutions: This subprogram provides tailored energy efficiency savings for medium to large commercial customers, including municipalities, universities, schools, hospitals, and non-profit entities.

Energy Solutions for Business: Energy Management: This subprogram provides incentives to C\&I customers to more efficiently manage energy consumption at facilities. The subprogram includes incentives for several approaches to energy management focused on optimizing equipment and processes at commercial facilities.

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 which is not the subject of this proceeding.

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### 1.2.1 Behavior Program

The ACE Behavior Program builds on several years of experience in driving residential customer behavior change through reported data and information about personal energy consumption. This program reduces energy consumption and saves customers money. The Home Energy Reports ("HERs") distributed through the Behavior Program provide energy usage information through a different lens to help customers better understand energy use patterns, including:

- Monthly energy consumption for the home
- Comparison of energy use to similar homes
- Savings opportunities for customers
- Ways to participate in energy efficiency programs
- Energy-savings tips
- How to engage with utilities

HERs are provided to customers through multiple channels including direct mail and email. This information is provided to customers to gain better insights into their own energy use as well as inform them how they compare to their peers. This comparison is a significant driver of behavior change in customers.

HERs lead to greater customer satisfaction and better engagement with the energy efficiency programs and the Company. Part of this satisfaction comes from the targeted information that can be provided to customers, including personalized energy efficiency recommendations and information about how to participate in ACE's energy efficiency programs.

The HER online portal may also include an online audit tool that allows customers to self-perform energy efficiency audits. The online audit will ask questions about a customer's house, which produces better efficiency recommendations and a more personalized HER. The online audit will be available to customers whenever they have the time and inclination to $\log$ on and complete the assessment.

## Target Market or Segment (MFR II.a.ii)

The Behavioral Program will be offered to a subset of single-family residential customers in ACE territory. At present, the population of customers expected to receive HERs could reach as high as 275,000 . The actual number of participants will be established by ACE and its HER contractor to ensure an adequate sample size, control group size, and targeted savings goals. This group will be reviewed regularly to ensure that the savings are maximized in a cost-effective manner.

## Marketing Plan (MFR II.a.xiv)

HERs are provided to customers at no cost, and customers may choose to opt-out, rather than opt-in to receive the HERs. Therefore, this program requires no direct marketing to acquire program participants. This program will promote ACE's other energy efficiency programs and specific energy-saving opportunities for customers.

HERs may encourage customers to use an online audit tool, which will be marketed though bill-insert mailers, digital advertising, and other pathways. Participants in other ACE residential efficiency programs will also be referred to the online audit tool as appropriate.

The market barriers for this program include:

- Customer Attention: Customers may not read the reports and act on potential savings opportunities. To address this barrier, ACE intends to communicate with the customer in the way that is best for them. Reports will be delivered by mail, by email, and through a web portal. This multi-mode communications strategy will allow customers to engage based on their level of comfort and be made aware of how their decisions impact energy usage. ACE will know in real time how customers are responding to the program (because savings are estimated on a regular interval) and can adjust the treatment group and delivery mechanism as needed.
- Customer Understanding of Opportunities: Customers may not understand the opportunities to save energy in their homes or where to start. To address this barrier, messaging in the HERs will include customized, easy to understand recommendations for customers based on their usage data. Reports will also include information on how to participate in other ACE energy efficiency programs.
- Customer Indifference and Energy-Use Habits: Customers may have well-established poor energy use habits and may be indifferent to making any behavioral changes. Years of evaluation studies in different jurisdictions have shown that behavioral programs have electric savings rates from $0.5 \%$ to $5.2 \%$ per year. ${ }^{3}$ Knowing how they use energy in comparison to peers may not convince every customer to act, but in the aggregate, there is a measurable behavioral change of those customers receiving the reports.

ACE will seek to manage all barriers to program success by applying best practices in program design, delivery, outreach, and marketing. ACE's established customer communication channels, data, and branding will be leveraged to deliver best-practice programs that

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identify and confront market barriers throughout the program cycle. To the extent possible, ACE will cross-promote programs through the HERs to increase awareness of the other program proposed in this plan.

## Implementation Plan, Delivery Method, and Contractor Roles (MFR II.a.v) (MFR II.a.viii) (MFR.II.c)

HERs will be delivered by a competitively selected contractor. This contractor will be asked to provide hard copy mail-delivered reports and emailed reports. ACE will work with the selected HER contractor to determine the best suite of options to deliver to customers, including high-usage warnings, targeted energy efficiency recommendations, and other updates on usage.

These reports and access to the online portal will be provided to customers at no charge and customers will be permitted to opt-out of the program at any time.

To select qualified third-party implementation contractors, ACE 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 minority, women, veteran and service-disabled veteran owned businesses ("MWVBEs").


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

The HER program and associated service is provided at no cost to ACE customers and they are able to opt-out at any time. The Company may add a service allowing customers to choose certain self-install measures to be sent to the customer following an online audit. These measures would be provided and shipped to the customer at no cost.

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

The Behavior Program will not utilize financing.

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

ACE customers will have access to extensive customer data and bill analysis tools through the MyAccount feature of online customer service. Up to one year of usage data is also available on customers' electric bills.

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## Projected Participants (MFR II.a.ix) and Energy-savings (MFR II.a.x)

The table below 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. Participants in the context of the home energy report subprogram are defined as a customer receiving reports over a one-year period. Savings estimates are based on projected participation during each year of the forecast period.

Table 11. Home Energy Reports Program Estimated Participation and Savings.

| Metric | PY1 | PY2 | PY3 |
| :--- | :---: | :---: | :---: |
| Estimated Participants | 0 | 0 | 155,000 |
| Projected Net Annual Natural Gas Savings (therms) | 0 | 0 | 0 |
| Projected Net Lifetime Natural Gas Savings (therms) | 0 | 0 | 0 |
| Projected Net Lifetime Natural Gas Savings from Qualifying Low-Income <br> Customers (therms) | 0 | 0 |  |
| Projected Net Annual Electric Savings (kWh) | 0 | 0 | 0 |
| Projected Net Lifetime Electric Savings (kWh) | 0 | 0 | 0 |
| Projected Net Lifetime Electric Savings from Qualifying Low-Income Customers <br> (kWh) | 0 | 0 | $0,998,318$ |
| Projected Net Annual Peak Demand Savings (kW) | 0 | 0 | 0 |
| Projected Net Lifetime Peak Demand Savings (kW) | 0 | 0 | 0 |

* ACE expects Home Energy Reports to be provided to low income customers, but did not estimate the total for this table.

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

## Program Budget (MFR II a.xi) (MFR II.a.xii)

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The following table provides the subprogram budget broken down by the following categories: capital cost; utility administration; marketing; outside services; incentives (including rebates and low- or no- interest loans); inspections and quality control; and evaluation.

Table 12. Home Energy Report Estimated Program Expenditures by Cost Category and Year (\$)

| Cost Category | PY1 | PY2 | PY3 |
| :--- | ---: | ---: | ---: |
| Capital Costs (\$) | 0 | 0 | 0 |
| Utility Administration (\$) | 647 | 647 | 17,700 |
| Marketing (\$) | 0 | 0 | 0 |
| Outside Service (\$) | 0 | 0 | 0 |
| Incentives-rebates and other | 0 | 0 | 480,500 |
| Incentives-financing | 0 | 0 | 0 |
| Inspections and Quality Control (\$) | 0 | 0 | 2,732 |
| Evaluation (\$) | 0 | 0 | 1,373 |
| Total (\$) | $\mathbf{6 4 7}$ | $\mathbf{6 4 7}$ | $\mathbf{5 0 2 , 3 0 5}$ |

## Attachment 1

### 1.2.2 Existing Homes: Quick Home Energy Check-Up (QHEC)

The Quick Home Energy Checkup (QHEC) program is a no-cost turnkey offering for ACE residential customers to assess their home's energy use and realize immediate energy savings. The program will be delivered by a network of pre-qualified contractors who will visit customers' homes, conduct energy audits, and make a visual assessment of the home's systems and appliances. The contractor's report will present appropriate energy-saving opportunities and the contractor will install energy-saving measures as part of the visit. The measures installed during a QHEC may include LED lighting, water heater pipe insulation, efficient showerheads, low flow faucet aerators, and smart power strips. A smart thermostat will be installed at no cost for electric heat or central air conditioning customers.

As in-home visits may be complicated by COVID, ACE is exploring an online option for customers to identify energy-savings opportunities and have energy-savings measures shipped directly to the home for self-installation.

This program is designed to produce immediate savings on the customer's electricity bill and identify energy-saving opportunities for further consideration. It is an ideal entry point for residential customers to better understand their home's energy use and the programs available to save more energy. This program will complement other ACE residential offerings and provides a first step for customers to explore deeper savings opportunities.

## Target Market or Segment (MFR II.a.ii)

All single-family and single-family attached (1- to 4 -unit properties ${ }^{4}$ ) residential customers in ACE territory will be eligible to participate in the QHEC program.

The QHEC program will include an assessment of a home's energy use and recommendations for energy efficiency improvements. This assessment will lead to the installation of measures that will be provided to the customer at no cost, including:

- LED light bulbs
- Faucet aerators
- Efficient showerheads
- Smart power strips
- Hot water pipe wrap

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- Smart thermostat (for eligible customers)


## Marketing Plan (MFR II.a.xiv)

The QHEC program will be marketed to customers through multiple channels to increase awareness of the offering, the no-cost audit, and the no cost turnkey direct install measures. These marketing channels include:

- Bill inserts
- Social media
- Email marketing
- Contractor marketing
- Billboards and other outdoor advertising
- Flyers
- ACE website
- Radio or television advertisements

ACE also plans to cross-promote this subprogram to participants of other energy efficiency programs. Information garnered from the Residential Behavioral and Residential Efficient Products can be used to identify potential QHEC participants. For example, energy usage data contained in the Behavioral HERs can identify customers who are particularly susceptible to changes in weather and would be ideal candidates for a QHEC. Likewise, participants in the Efficient Products Program could be target-marketed and encouraged to sign up and receive additional energy-efficient measures. Most importantly, the QHEC subprogram engages customers and provides immediate energy savings, and reciprocally, generates leads for other EE programs.

Additionally, program materials will be translated into multiple languages for customers whose primary language is not English. This will ensure that all customers are aware of the offering and have a chance to participate in the QHEC program. ACE will work with its contractors to provide services to non-English speakers by asking contractors to employ multi-lingual delivery contractor employees.

The market barriers that may be faced by this program include:

- Customer Time Commitment: Customers may find it difficult to find time to participate in a home energy audit and identify measures. To address this barrier, the program is designed to allow a customer to identify savings opportunities and implement energy-savings measures at the time of visit. This approach reduces the time commitment from the customer perspective while obtaining immediate energy-savings at no cost.
- Initial Cost: Residential customers have many competing priorities for the household budget, and an energy audit and measures may not be something on which they are able to allocate resources. To address this barrier, the QHEC is provided to customers at no cost, and measures are provided to customers at no cost. This program is designed to be simple for the customer and provide energy-savings.
- Ease of Process: Customers may balk at undertaking a complete BPI-certified energy audit because the process and large-scale upgrades could be daunting. To address this barrier, the QHEC is designed to identify opportunities for customers to quickly and effectively identify next steps and realize immediate savings through the installed measures.
- 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.

ACE will seek to manage all barriers to program success through a commitment to applying best practices in program design, delivery, outreach, and marketing. ACE established customer communication channels, data, and branding 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, ACE will crosspromote programs to spread awareness of the range of efficiency opportunities proposed in this plan.

## Implementation Plan, Delivery Method, and Contractor Roles (MFR II.a.v) (MFR II.a.viii) (MFR.II.c)

The QHEC program will be delivered via an in-home energy assessment, and the Company will explore other options to provide an online component.

The in-home assessment will be delivered by a network of third-party contractors who are trained to perform the home energy assessments and install measures. Customers will enroll in the program by calling ACE's toll-free number, signing up online, or enrolling directly with a participating contractor. When it comes time for the visit, the contractor will arrive and inspect different parts of the house and equipment. This assessment will include reviewing:

- Lighting throughout the house
- Heating and cooling systems
- Insulation in walls, basements, and attics
- Appliances
- Windows and doors
- Water heating equipment

Based on the assessment the contractor will install direct install measures including LED light bulbs, hot water pipe insulation, efficient showerheads, faucet aerators, and smart power strips. Following the installation there will be a meeting with the customer to present a home energy assessment report with customized recommendations for further energy efficiency upgrades. Utility staff and/or third-party implementation contractors will maintain a close relationship with participating contractors to ensure consistent subprogram delivery experience and high customer satisfaction.

The other path for participation in the QHEC program ACE will explore implementing during the program cycle is through an online self-directed energy audit. ACE will provide an online portal which will allow customers to assess their energy use at a time that is convenient for them. This online assessment will ask the customer questions about their house, the equipment installed inside the home, their lighting, and their appliances. Based on the customer's answers, the online tool will make recommendations for energy efficiency upgrades, as well as provide contact information for the relevant programs or contractors. Customers will also have the option to have energy-savings measures shipped directly to their house for self-installation.

Contractors are the primary delivery method for the QHEC program. ACE will provide two engagement paths, and both will be contractor based:

1. For the in-home assessment path, ACE will select qualified contractors based on a rolling request for qualifications process. These contractors will have responsibility for delivering the in-home assessment, installing measures, and providing home energy reports to customers. These contractors will also be responsible for marketing their services on their website and through other channels.
2. For the online assessment path, ACE's Behavioral program provider will integrate the online audit tool into this delivery method for existing customers. To prevent customer confusion there will be one integrated online portal for customers to access their home energy reports and self-perform the home energy assessments. For customers who choose to have select measures sent to them, this will be fulfilled by a contractor as well.
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To select qualified third-party implementation contractors, ACE will prioritize criteria including but not limited to:

- Experience delivering similar programs or initiatives
- Resources and marketing strength
- Knowledge of the current marketplace
- Ability to educate and train contractors
- Cost
- The amount of business placed with minority, women, veteran and service-disabled veteran owned businesses ("MWVBEs").


## Existing and Proposed Incentives (MFR II.a.iii) (MFR II.a.iv)

The QHEC program will provide a no-cost in home or online audit, as well as free direct install measures including LED light bulbs, hot water pipe insulation, efficient showerheads, faucet aerators, and smart power strips.

This program provides a no-cost audit and no-cost direct install measures, therefore there is no direct incentive payment to the customer to process.

This program is currently offered to limited ACE customers as a condition of the Exelon/PHI merger. The incentive structure of the current program, no cost audit and direct install measures, is the same as the proposed incentive structure for this program.

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

Refer to Appendix C for the Customer Financing Options by Program.

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

ACE customers will have access to extensive customer data and bill analysis tools through the MyAccount feature of online customer service. Up to one year of usage data is also available on customers' electric bills.

## Projected Participants (MFR II.a.ix) and Energy-savings (MFR II.a.x)


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The table below 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. A participant is defined as a completed job at a customer home in the context of the QHEC subprogram. Savings estimates are based on projected participation during each year of the forecast period.

Table 13. QHEC Estimated Participation and Savings

| Metric | PY1 | PY2 | PY3 |
| :--- | ---: | ---: | ---: |
| Estimated Participants | 285 | 6,500 | 9,000 |
| Projected Net Annual Natural Gas Savings (therms) | 2,501 | 13,838 | 7,037 |

* ACE expects this program to serve low income households but did not estimate the number of participants for this table.

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

## Program Budget (MFR II a.xi) (MFR II.a.xii)

The following table provides the subprogram budget broken down by the following categories: capital cost; utility administration; marketing; outside services; incentives (including rebates and low- or no- interest loans); inspections and quality control; and evaluation.

Attachment 1

Table 14. QHEC Estimated Program Expenditures by Cost Category and Year (\$)

| Cost Category | PY1 | PY2 | PY3 |
| :--- | ---: | ---: | ---: |
| Capital Costs (\$) | 0 | 0 | 0 |
| Utility Administration (\$) | 6,159 | 47,822 | 62,581 |
| Marketing (\$) | 10,774 | 235,742 | 294,886 |
| Outside Service (\$) | 18,808 | 422,368 | 544,791 |
| Incentives-rebates and other | 121,895 | $2,924,708$ | $4,049,595$ |
| Incentives-financing | 0 | 0 | 0 |
| Inspections and Quality Control (\$) | 266 | 6,942 | 9,306 |
| Evaluation (\$) | 2,000 | 47,985 | $\mathbf{6 6 , 4 4 1}$ |
| Total (\$) | $\mathbf{1 5 9 , 9 0 2}$ | $\mathbf{3 , 6 8 5 , 5 6 7}$ | $\mathbf{5 , 0 2 7 , 6 0 0}$ |

### 1.2.3 Existing Homes: Moderate-Income Weatherization

This program is intended to target low- to moderate-income customers in ACE territory with home energy audits and installation of energy-saving measures. The ACE service territory has a large low- or limited-income population, with $25 \%$ of households making less than $\$ 35,000$ annually and this program will allow for no-cost participation by ACE customers in the energy efficiency programs. The program will target customers in the $250-400 \%$ above poverty threshold. Currently Comfort Partners offers no cost weatherization to customers up to $250 \%$ of poverty, so this program will provide energy-saving opportunities to moderate income customers who may struggle to participate in other programs.

The program includes an audit of the customer's home, which includes an air leakage blower door test. Contractors will then install energy-savings measures based on the results of the audit. The energy-savings measures may include lighting, weatherization (air sealing, insulation, and duct insulation), no-cost HVAC replacement (for customers with non-functioning heating systems), smart thermostats, and water saving measures. The audit and measures will be provided at no cost to the customer. All measures will be installed by a qualified contractor. The program also includes an up to amount to cover any health and safety concerns that need to be resolved to complete the weatherization job.

## Target Market or Segment (MFR II.a.ii)

The target market for this program will be all residential customers who meet income qualification thresholds and live in single-family homes in the ACE territory. The income qualification will require household income between 250 and $400 \%$ of the Federal Income Poverty Level. 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 energy efficiency participation in LMI communities.

## Marketing Plan (MFR II.a.xiv)

This program will be marketed through multiple channels to ensure that different types of income-eligible customers will be aware and participate in the program. Some of these methods will include social media, online advertising, and online marketplaces. ACE service territory has a high density of senior citizens who are less likely to engage in online marketing, and ACE will also market these programs through traditional channels including print advertising, bill inserts, and hard copy materials. ACE will also use information from other programs like Residential Behavior and identify those customers who did not qualify for the Comfort Partners program but might
be eligible for Moderate-Income Weatherization. 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 program include:

- Initial Cost of Equipment and Weatherization: Customer who qualify for this program may encounter barriers identifying measures for installation and the upfront costs for weatherization and installation of efficient products. This program will mitigate this barrier by providing a no-cost audit and no-cost measures for qualified customers.
- Customer Awareness and Engagement: Customers may not be aware of the benefits of installing energy efficiency equipment, the ACE energy efficiency program offerings, and in particular may not be aware of no-cost income qualified programs. ACE will mitigate this barrier though customer marketing including promoting the benefits of participation in the energy efficiency programs and specifically promoting the income qualified offering.
- 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.

ACE will seek to manage all barriers to program success through a commitment to applying best practices in program design, delivery, outreach, and marketing/advertising. ACE'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, ACE will cross-promote programs to spread awareness of the range of efficiency opportunities proposed in this plan.

## Implementation Plan, Delivery Method and Contractor Roles (MFR II.a.v) (MFR II.a.viii) (MFR.II.c)

ACE will oversee and manage this program. It will be delivered to customers using third-party implementation contractors. These contractors will receive qualified customer leads from ACE, or consideration will be given to contractors to generate leads through their own program marketing and outreach. Once engaged with a customer the contractor will schedule an in-home audit where energy efficiency opportunities will be identified and installed. The energy efficiency measures may include LED lighting, shower heads, aerators, smart strips, smart thermostats, insulation, air sealing, and duct sealing.

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

- Experience delivering similar programs or initiatives
- Resources and marketing strength
- Knowledge of the current marketplace
- Ability to educate and train contractors
- Cost
- The amount of business placed with minority, women, veteran and service-disabled veteran owned businesses ("MWVBEs").


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

The program includes a no-cost audit and $100 \%$ incentive on measures for income qualified customers. There will be up to $\$ 1,500$ in health and safety related costs. The limit for each individual customer is $\$ 7,500$. Customers will be required to provide income qualification and account information as part of the enrollment process.

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

The program provides a no-cost audit and $100 \%$ incentives; therefore no financing of project costs is necessary. Refer to Appendix C for the Customer Financing Options by Program.

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

ACE customers will have access to extensive customer data and bill analysis tools through the MyAccount feature of online customer service. Up to one year of usage data is also available on customers' electric bills.

## Projected Participants (MFR II.a.ix) and Energy-savings (MFR II.a.x)

The table below 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. A participant is defined as a completed job at a customer home in the context of the Moderate-Income Weatherization subprogram. Savings estimates are based on projected participation during each year of the forecast period.

Table 15. Moderate Income Weatherization Estimated Participation and Savings

| Metric | PY1 | PY2 | PY3 |
| :--- | ---: | ---: | ---: |
| Estimated Participants | 160 | 450 | 825 |
| Projected Net Annual Natural Gas Savings (therms) | 19,943 | 379,886 | 102,829 |
| Projected Net Lifetime Natural Gas Savings (therms) | 379,886 | $1,068,429$ | $1,068,429$ |

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

## Program Budget (MFR II a.xi) (MFR II.a.xii)

The table below 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.
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Table 16. Moderate Income Weatherization Estimated Program Expenditures by Cost Category and Year (\$)

| Cost Category | PY1 | PY2 | PY3 |
| :--- | ---: | ---: | ---: |
| Capital Costs (\$) | 0 | 0 | 0 |
| Utility Administration (\$) | 143,685 | 339,680 | 553,638 |
| Marketing (\$) | 23,805 | 66,951 | 122,744 |
| Outside Service (\$) | 139,520 | 351,686 | 570,113 |
| Incentives-rebates and other | $1,201,891$ | $3,380,319$ | $6,197,252$ |
| Incentives-financing | 0 | 0 | 0 |
| Inspections and Quality Control (\$) | 15,847 | 47,249 | 81,530 |
| Evaluation (\$) | 26,215 | 73,728 | 135,169 |
| Total (\$) | $\mathbf{1 , 5 5 0 , 9 6 4}$ | $\mathbf{4 , 2 5 9 , 6 1 4}$ | $\mathbf{7 , 6 6 0 , 4 4 5}$ |

### 1.2.4 Energy Solutions for Business: Engineered Solutions

The C\&I Engineered Solutions Program will provide tailored energy efficiency assistance to public service entities, such as municipalities, universities, schools, hospitals and other healthcare facilities, non-profit entities and multi-family facilities. The program will provide expert-guided service throughout delivery to assist customers in identifying and undertaking large energy efficiency projects on site, while requiring no up-front funding from the customer.

Through this program, customers will be provided with an in-depth facility audit as well as a detailed assessment and recommendation of cost-effective energy efficiency measures. Customer incentives will be determined on a project-by-project basis (described in greater detail below), and participants may select their preferred installation vendors. 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 with interest-free financing. Through this approach, 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 public sector municipalities, universities, schools, hospitals, non-profit, multi-family entities, medical and educational facilities located within ACE service territory are eligible to participate in this program. The program will provide energy audits and incentives to entities that directly serve the public but often have difficultly investing in energy efficiency. The measures in this program may include HVAC, building envelope, motors, lighting, controls, energy storage, and other energy consuming equipment.

## Marketing Plan (MFR II.a.xiv)

ACE will leverage existing relationships with municipalities, universities, schools, and other public agencies to promote the program and will conduct further outreach through school, university, and municipal associations. In addition, ACE will work with hospitals, healthcare facilities, non-profits, and multi-family agencies to increase awareness of the program. The program will leverage ACE's existing relationships and communication channels with customers and seek decision-makers within the institutions to ensure faster project scoping and authorization.

The primary market barriers that impact this program include:

- Business/Operational Constraints: Municipalities, universities, schools and hospital facilities often have unique operational constraints that act as a barrier to efficiency projects from being implemented. This barrier will be addressed by ensuring that
the program operates cooperatively with participants, provides technical assistance, and offers timely incentives and financing support
- Customer Awareness and Engagement: Eligible participants in the municipalities, universities, schools, and hospitals ("MUSH") market may be unaware of energy efficiency opportunities and programs because the segment has historically not been well served by traditional DSM programs. To address this barrier, this program was designed specifically to support the MUSH segment. ACE will execute a targeted outreach strategy 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.
- Cost Effectiveness: Efficiency upgrades require an initial investment that is recovered by lower long-run operating costs and non-energy benefits. MUSH projects often carry longer payback periods than traditional DSM projects due to the unique needs of the segment (e.g. hospital \& health buildings). To address this barrier, incentives and on-bill repayment is provided to the customer to reduce the initial cost, and ACE will endeavor to communicate the non-energy benefits offered by many efficiency upgrades that are not well captured in traditional cost/benefit analysis.

ACE will seek to manage all barriers to program success through a commitment to applying best practices in program design, delivery, outreach, and marketing/advertising. ACE'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, ACE will cross-promote programs to spread awareness of the range of efficiency opportunities proposed in this plan.

## Implementation Plan, Delivery Method and Contractor Roles (MFR II.a.viii) (MFR II.a.v) (MFR II.a.viii) (MFR.II.c)

ACE will serve as the program administer and will seek a third-party implementation contractor to deliver the Engineered Solutions program. The implementation contractor will develop the program protocols and standards and will recruit and train auditing and engineering firms to complete the energy efficiency projects per program requirements. The implementation contractor will also develop the marketing plan and materials to recruit customers to the program. As these projects are large-scale, a professional business development team will seek customers at C -suite levels in order to successfully scope and authorize the projects.

ACE will retain qualified vendors to undertake the audit and engineering services required to deliver this program. Participants will contract with preferred installation trade allies to install the measures included in projects.

The program delivery will typically occur in four steps:

- Audit: ACE or its selected third-party implementation contractor shall assess the required level of American Society of Heating, Refrigerating, and Air Conditioning Engineers (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 selected ACE vendor then will perform the appropriate level energy audit and prepare a customized audit report that includes a list of recommended energy efficiency upgrades. ACE and its representatives will 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, an engineering analysis may be required. ACE will conduct a screening of the payback and project cost effectiveness and select a set of approved energy efficiency measures for the project. The program engineering vendor will prepare bid-ready documents and work with the participant to prepare a project Scope of Work, which will be used by the customer to obtain installation cost estimates for project.
- Scope of Work/Contractor Bids: The participant will issue a Scope of Work to obtain bids to complete the identified and approved project. ACE, the program engineering vendor, and the participant will review and evaluate the bids/costs received and make the final decision on bid selection. Following bid selection, the proposed project is again screened for cost effectiveness and the participant is presented a funding commitment proposal from ACE. Once (i) the participant and ACE have executed the funding commitment and (ii) the installation contractor and the participant have executed applicable agreements and contracts, the first progress payment equal to approximately $30 \%$ of the installation cost can be issued to the customer to initiate the project (Stage 1 Progress Payment).
- Measures Installation and Inspections: ACE, its representatives, and the energy engineering vendor, acting as construction administration agent, will monitor project progress. Upon verification of satisfactory project progress, a series of Stage 2 progress payments up to $50 \%$ of total project commitment can be issued. When the project is $100 \%$ complete, a final project true-up, and final inspection will be undertaken. 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 building owners can pay their contractors on a timely basis. Project progress and the project cash flow will be monitored and verified by ACE or a designated third-party implementation contractor.

By allowing participants to select a trade ally they are comfortable with for select products (either through an existing relationship or by reference from ACE), the program reduces barriers to entry related to knowledge of energy efficiency, confidence in assessments, and
measure installation. ACE will perform customer satisfaction and other quality assurance and quality control activities to monitor, ensure program and verify quality standards are met.

ACE will select qualified program participating vendors to undertake all auditing and engineering work associated with the program. Participants are permitted to select their preferred installation contractors to complete work on site. ACE may also take on a third-party implementation contractor to assist in the outreach, marketing, and trade ally coordination, to support the large number of municipalities and schools within the ACE service territory. Installation contractors, as selected by the participants, must adhere to the project specifications as developed by ACE and the engineering vendor, and as approved by the participant. ACE will leverage trade allies to support the program, including local construction, electrical, plumbing, and other contractors to educate them on program benefits and assist with building a network of trade allies which will reliably install energy-efficient equipment for participating customers. The thirdparty implementation contractor may also monitor participation to assess the effectiveness of outreach efforts, incentive levels, delivery methods, and trade ally availability to provide suggestions to assure that the program is continually providing ACE customers with their needs.

To select a qualified third-party implementation contractor, ACE will prioritize criteria including but not limited to:

- Experience delivering similar programs or initiatives
- Resources and marketing strength
- Knowledge of the current marketplace
- Ability to educate and train contractors
- Cost
- The amount of business placed with minority, women, veteran, and service-disabled veteran owned businesses ("MWVBEs").

ACE's service territory overlaps with South Jersey Gas (SJG), and there will be coordination between the utilities for customer projects that span both service territories. For customers that are served by both ACE and SJG, ACE will take the lead in coordinating the audit with a contractor common to both utilities. The measures selected for the project will determine which utility takes the lead role with the customer; if the measures are predominately gas, SJG will take the lead, and if the measures are predominately electric, ACE will lead. Both utilities will be part of the measure selection, engineering analysis, and final inspection of the project. Savings will be allocated by fuel based on the projected energy-savings of the project. Each utility will be responsible for providing incentives for their respective fuel, and costs will be split in proportion to savings on a MMBtu basis, or as negotiated by the utilities per project.

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

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The program will provide a $100 \%$ incentive for an up-front ASHRAE Level I, II, or III audit, the specific audit level to be determined based upon the type, size, and age of the facility. In addition, ACE 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 program with participants repaying the balance of the project costs interest-free over time.

ACE will retain the option and flexibility to adjust the incentive offered to participants to enable a whole-building approach that will include additional energy efficiency measures in the project.

The full cost of the energy efficiency projects (including engineering, transaction costs and cost of construction) will be covered through a combination of program incentive and customer repayments.

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

ACE will provide interest free on-bill repayment for customers to repay the non-incentive portion of the project over time.
Refer to Appendix C for the Customer Financing Options by Program.

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

ACE customers will have access to extensive customer data and bill analysis tools through the MyAccount feature of online customer service. Up to one year of usage data is also available on customers' electric bills.

## Projected Participants (MFR II.a.ix) and Energy-savings (MFR II.a.x)

The table below 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.

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Table 17. Engineered Solutions Program Estimated Participation and Savings

| Metric | PY1 | PY2 | PY3 |
| :---: | :---: | :---: | :---: |
| Estimated Participants | 0 | 1 | 1 |
| Projected Net Annual Natural Gas Savings (therms) | 0 | 43,918 | 87,836 |
| Projected Net Lifetime Natural Gas Savings (therms) | 0 | 878,361 | 1,756,721 |
| Projected Net Annual Electric Savings (kWh) | 0 | 607,879 | 1,215,757 |
| Projected Net Lifetime Electric Savings (kWh) | 0 | 12,157,575 | 24,315,150 |
| Projected Net Annual Peak Demand Savings (kW) | 0 | 17 | 34 |
| Projected Net Lifetime Peak Demand Savings (kW) | 0 | 337 | 675 |

*Represents all savings from lead utility projects

## Program Budget (MFR II a.xi) (MFR II.a.xii)

The following table provides the subprogram budget broken down by the following categories: capital cost; utility administration; marketing; outside services; incentives (including rebates and low- or no- interest loans); inspections and quality control; and evaluation.

Table 18. Engineered Solutions Estimated Program Expenditures by Cost Category and Year (\$)

| Cost Category | PY1 | PY2 | PY3 |
| :--- | ---: | ---: | ---: |
| Capital Costs (\$) | 0 | 0 | 0 |
| Utility Administration (\$) | 64,680 | 333,864 | 380,299 |
| Marketing (\$) | 7,166 | 57,156 | 64,323 |
| Outside Service (\$) | 5,536 | 44,150 | 49,686 |
| Incentives-rebates and other | 75,781 | 604,400 | 680,181 |
| Incentives-financing | 0 | 75,025 | 150,049 |
| Inspections and Quality Control (\$) | 5,294 | 48,423 | 55,862 |
| Evaluation (\$) | 1,653 | 14,819 | 18,108 |
| Total (\$) | $\mathbf{1 6 0 , 1 0 9}$ | $\mathbf{1 , 1 7 7 , 8 3 7}$ | $\mathbf{1 , 3 9 8 , 5 0 7}$ |

### 1.2.5 Energy Solutions for Business: Energy Management

The Energy Management program from ACE includes four offerings to assist C\&I mid-size and large customers tune up their building equipment and use energy more productively. These offerings are designed to capitalize on operational saving opportunities, no- and low-cost energy efficiency measures and identify opportunities for energy productivity savings. Customers can make changes to their HVAC, building automation, controls, industrial processes and electrical systems through offerings that include ${ }^{5}$ :

- Unitary HVAC Tune-up - Over time HVAC units can go out of tune from their original factory settings. Sometimes this can be due to set points being changed and not changed back, or from normal operations The unitary HVAC offering focuses on retuning equipment and returning it to its proper operational state. The focus of this program is on no- and low-cost measures, reducing future maintenance and repair costs, and saving energy for the customer.
- Full Building Tune-up - When buildings are constructed, they generally go through a commissioning process to ensure that all equipment is operating as designed. The full building tune-up is a retrocommissioning ( RCx ) program designed to retune equipment across the entire building and identify no-cost measures and energy efficiency projects for customers.
- Monitoring Based Commissioning (MBCx) - MBCx is focused on monitoring the equipment in a building over a specific period of time to identify when equipment is not operating as expected and to make changes based on data. This allows customers to maximize the operational efficiency of the facility and associated equipment, while benefiting from a continuous process to improve comfort and optimize energy usage.
- Strategic Energy Management (SEM) ${ }^{6}$ - SEM is a unique offering best suited for larger customers. In this contractor delivered program, cohorts of approximately 10 customers are recruited to gather regularly to learn about efficiency opportunities and make recommendations on energy efficiency projects. These behavioral and project savings will lead to increased energy productivity (energy per unit of production) for customers as measured through computer modeling. This high-engagement approach strengthens the relationship between the customer and ACE and leads to long term savings for companies.
Each of these offerings will be delivered by pre-qualified contractors and will help ACE customers use their electricity more efficiently and productively. These offerings will be marketed to all mid and large customers, with larger customers being the focus of SEM program recruitment.


## Target Market or Segment (MFR II.a.ii)

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The Energy Management program is the best fit for mid-size and large customers who have dedicated staff overseeing energy use. The segments that will be targeted by this offering include:

- Municipal, University, School and Hospital (MUSH) market
- Large customers (particularly for SEM)
- Supermarkets, restaurants, food service and others with refrigeration needs
- Manufacturers, especially those with Industrial process
- Office buildings, including medical office buildings
- Entertainment
- Lab spaces
- Hotels
- Warehouse

Multiple building systems and equipment will be targeted by the Energy Management offerings including:

- HAVC systems including chillers, roof top units (RTU), and other mechanical systems
- Compressed air systems
- Building management systems
- Building controls
- Electrical systems
- Industrial processes

SEM will target these same building systems, but SEM also targets customer behavior and energy productivity of industrial processes.
SEM is a holistic approach to a building and operations, and it is important to have buy in from senior management as well as all employees. By using regression modeling things like behavior changes can be quantified and be part of savings calculations and incentives. Additionally, customers are urged to make changes to manufacturing processes and find ways to increase energy productivity, or amount of energy per unit of production.

## Marketing Plan (MFR II.a.xiv)

The Energy Management program will be focused on serving mid-size and large customers, and the marketing will reflect this focus. Additionally, contractors will need to be made aware of the program, and there will be a marketing effort focused on them as well. Marketing pathways to mid-size and large customers will include:

- Email marketing
- Direct mail to energy and facility managers
- Sharing case studies of successful projects
- Displaying at events and conferences
- Leveraging existing relationships
- Account Management outreach
- Webinars

Marketing to contractors will include:

- Trade ally trainings
- Meetings with trade associations
- Direct mail
- Email marketing
- Webinars

The primary market barriers that impact this program include:

- Customer Awareness of Programs: Customers may simply not be aware of the programs, and if they are, they may not be aware of the types of projects and equipment that is incentivized. This barrier will be addressed through program marketing and training of contractors to explain program offerings and its benefits to customers.
- Customer Resources: Customers may not have the resources to implement these Energy Management programs or provide the time needed for participation and monitoring in the MBCx and SEM programs. To address this barrier, customers will be made aware of the benefits of energy efficiency projects in general and specifically in the advantages of extending the life of existing equipment to reduce operational and capital costs. Further, in the SEM program, there is a need for buy in from senior levels of management and this will ensure that company personnel dedicated to SEM will be available for trainings and other cohort meetings.
- Approval of Decision Makers: Decision makers, such a chief financial officer, may be more focused on larger costs such as employee salaries and health insurance than energy-savings. While reducing energy costs can have a much larger impact than a similar amount of new revenue ${ }^{7}$, it can be difficult to schedule meetings with CFOs and then have energy management staff make the business case for efficiency upgrades. SEM in particular needs buy in at all levels of a company from facility managers to the C-suite. To address this barrier, ACE will provide information to energy managers and other customer representatives that make the business case for energy efficiency projects. For example, energy costs come out of business operating expenses and the company would need to generate significantly more revenue to match the same savings; energy-

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savings has a much bigger impact on the bottom line than a commensurate amount of sales or revenue. This can be a motivating factor for the CFO to focus on energy-savings.

- Customer targeting and outreach: It is challenging to identify and recruit customers into Energy Management programs, and SEM in particular. It is important for contractors to have specific customer segments and other leads to pursue. To address this barrier, ACE will work with contractors and its account managers to identify customers that would be the best fir for each program path. Contractors will be urged to reach out to certain customer segments and will be given lists of customers as leads for outreach.

ACE will seek to manage all barriers to program success through a commitment to applying best practices in program design, delivery, outreach, and marketing/advertising. The ACE 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, ACE will cross-promote programs to spread awareness of the range of efficiency opportunities proposed in this plan.

## Implementation Plan, Delivery Method and Contractor Roles (MFR II.a.viii) (MFR II.a.v) (MFR II.a.viii) (MFR.II.c)

Equipment and systems that will be targeted in the Energy Management program include: ${ }^{8}$

- HVAC systems including chillers, roof top units (RTU), and other mechanical systems
- Compressed air systems
- Building management systems
- Building controls
- Electrical systems
- Industrial processes

All offerings under the Energy Management program will be delivered by contractors. These contractors will receive qualified leads from ACE and will also be able to solicit customers on their own. Once a customer is enrolled in the program and working with an approved contractor, the offerings will be implemented in unique ways:

- Unitary HVAC Tune-up - Contractors will visit the site and identify any HVAC equipment that could benefit from program engagement including chillers, roof top units, and refrigeration equipment. The equipment will undergo inspection and

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troubleshooting and be adjusted to operate at optimal efficiency levels. Examples of tune up items are filter replacements, set point adjustments, coil cleaning, leak repair and others. The site visit will be conducted free of charge and prescriptive incentives will be paid to the customer based on the nature of the equipment tune up items installed.

- Full Building Tune-up - This multi-step process begins with an approved contractor being chosen to do a full building study that will assess the mechanical, controls, and electrical systems through the building. This study will be paid for by ACE with a commitment from the customer that all items with an 18-month payback or less will be implemented or else the customer is responsible for the cost of the study; any measures with over a 18 -month payback will be eligible to participate in the Existing Buildings program. The customer and its contractor will make equipment adjustments and install measures to realize the energy-savings.
- Monitoring Based Commissioning (MBCx) - The process with MBCx is similar to the full building tune up in that an approved contractor is selected and a study is done on the whole building. Where it begins to differ it that monitoring equipment is installed that measures and verifies the performance of building systems. The building equipment is monitored over an 18 -month period. With this data logging and real time data analytics in hand the buildings performance is run through a number of simulations and optimal measures are proposed. After measures are proposed, customers are paid on a kWh saved basis, and customers have a building that is more responsive to their energy use needs.
- Strategic Energy Management (SEM) $)^{910}$ - SEM takes a holistic approach to addressing ways to save energy in buildings. SEM is delivered by a contractor working hand in hand with a cohort of customers. These customer cohorts will meet regularly to learn about energy management practices, as well as review each other facilities. The first step in a customer's process with SEM is to undertake a self-assessment to determine the current energy management practices and what data is currently available at the facility. The next step requires development of a breakdown of all energy uses in a facility and then set a baseline of the energy usage in the facility. Then begins a regular cycle of energy-saving activities outlined by plan, do, check, act.
- Plan: set goals for energy performance and a plan to meet these goals
- Do: Implement energy-savings measures and strategies
- Check: Ensure the strategies are being implemented and the plan is working
- Act: Continue to make changes and start the process again

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One of the ways to measure energy performance is to use a regression computer model which will disaggregate other variables from the model and show how the building is performing compared to a counterfactual baseline. The savings are determined against this baseline and payments are made. The final step in the process is regular reporting to company management and other stakeholders so they are aware of the energy-savings from the SEM program.

ACE will have ultimate oversight of the program and act as the Program Manager. In this capacity, ACE will oversee the overall implementation of the program including approval of projects, marketing, $\mathrm{RFQ} / \mathrm{RFP}$ development and evaluation, data collection, and issuing of incentives.

Each of the individual engagement paths will be delivered by contractors and the contractors will be responsible for marketing their particular services, seeking approval for projects from ACE, implementing projects, reporting savings and other metrics to ACE and other tasks as assigned. The paths will have different needs for contractors and will be managed as follows:

- Unitary HVAC Tune-up - ACE will have a rolling Request for Qualifications (RFQ) for HVAC and retrocommissioning contractors to deliver these tune ups. Since these tune ups are focused on singular pieces of equipment, the contractors will not need to have expertise to deliver savings on multiple building systems.
- Full Building Tune-up - A RFQ will be issued to RCx contractors who are qualified to review all building systems including building management systems (BMS). These contractors will work to identify opportunities for no-cost savings by bringing buildings back in line with their original operating specifications. RCx providers will also identify failed equipment and other potential energy efficiency projects that will save more energy for the customer.
- Monitoring Based Commissioning (MBCx) - A RFQ will be issued for RCx providers who have a specialty in installing monitoring software and providing RCx services. MBCx requires a longer period of engagement and can identify savings opportunities at different time of the year based on equipment usage.
- Strategic Energy Management (SEM) - A Request for Proposals (RFP) will be issued for a single SEM provider for ACE territory. This provider will work with ACE to identify ideal customer participants and work to recruit cohorts of customers. These cohorts can come from related industries as well as similar sized industries; based on what is the best fit for the customer base. The SEM provider will be responsible for developing cohort curricula, running on-site workshops, working with individual customers, and overseeing energy modeling.


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

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The incentives for the existing building program will be a combination of reducing up-front costs for participation, incentives from the existing buildings program, and payments per kWh saved. Each offering will have a different approach as follows:

- Unitary HVAC Tune-up ${ }^{11}$ - ACE will pay $100 \%$ of up-front project audits and provide a prescriptive incentive for low-cost measures completed by the contractor.
- Full Building Tune-up ${ }^{12}$ - ACE will pay for $100 \%$ of costs associated with the full audit that will identify projects and nocost of low-cost savings opportunities. As a condition of this incentive, customers will need to commit to installing all measures that have less than an 18 -month payback, or else they will be responsible for the study cost. Existing Buildings incentives will be available to projects above this 18 -month threshold.
- Monitoring Based Commissioning (MBCx) - MBCx is a data-driven commissioning process designed to resolve operating issues, improve comfort, and optimize energy use in existing buildings by using monitoring equipment that measures and verifies electrical consumption over an 18 -month period. Incentives are paid on a $\$ / \mathrm{kWh}$ saved basis for conditioned spaces, and also include additional incentives for ASHRAE Level 2 audits that have detailed analysis of potential ECMs, savings, and overall project scope.
- Strategic Energy Management (SEM) - SEM determines a counterfactual baseline and uses regression energy modeling to measure savings. Operations and maintenance savings against this baseline will be paid an incentive of $\$ 0.02$ per $\mathrm{kWh}^{13}$. Energy projects that require installation of equipment will be eligible for incentives from the Existing Buildings program.


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

Refer to Appendix C for the Customer Financing Options by Program.

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

ACE customers will have access to extensive customer data and bill analysis tools through the MyAccount feature of online customer service. Up to one year of usage data is also available on customers' electric bills.

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## Projected Participants (MFR II.a.ix) and Energy-savings (MFR II.a.x)

The table below 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.

Table 19. Energy Management Estimated Participation and Savings

| Metric | PY1 | PY2 | PY3 |
| :---: | :---: | :---: | :---: |
| Estimated Participants | 25 | 25 | 130 |
| Projected Net Annual Natural Gas Savings (therms) | 0 | 0 | 0 |
| Projected Net Lifetime Natural Gas Savings (therms) | 0 | 0 | 0 |
| Projected Net Lifetime Natural Gas Savings from Qualifying Small Commercial Customers (therms) | 0 | 0 | 0 |
| Projected Net Annual Electric Savings (kWh) | 800,526 | 800,526 | 4,162,734 |
| Projected Net Lifetime Electric Savings (kWh) | 4,002,629 | 4,002,629 | 20,813,669 |
| Projected Net Lifetime Electric Savings from Qualifying Small Commercial Customers (kWh) | 0 | 0 | 0 |
| Projected Net Annual Peak Demand Savings (kW) | 13 | 13 | 70 |
| Projected Net Lifetime Peak Demand Savings (kW) | 67 | 67 | 348 |

* ACE expects small business customer participation in this program but did not estimate for the purposes of this table.


## Program Budget (MFR II a.xi) (MFR II.a.xii)

The following table provides the subprogram budget broken down by the following categories: capital cost; utility administration; marketing; outside services; incentives (including rebates and low- or no- interest loans); inspections and quality control; and evaluation.

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Table 20. Energy Management Program Estimated Program Expenditures by Cost Category and Year (\$)

| Cost Category | PY1 | PY2 | PY3 |
| :--- | ---: | ---: | ---: |
| Capital Costs (\$) | 0 | 0 | 0 |
| Utility Administration (\$) | 7,099 | 6,884 | 23,944 |
| Marketing (\$) | 74,540 | 65,497 | 293,560 |
| Outside Service (\$) | 113,475 | 106,443 | 516,933 |
| Incentives-rebates and other | 98,599 | 98,599 | 512,712 |
| Incentives-financing | 0 | 0 | 0 |
| Inspections and Quality Control (\$) | 865 | 830 | 3,563 |
| Evaluation (\$) | 3,796 | $\mathbf{3 9 8 , 3 9 5}$ | $\mathbf{1 2 , 4 7 4}$ |
| Total (\$) |  | $\mathbf{2 8 1 , 3 5 0}$ | $\mathbf{1 , 3 6 3 , 1 8 7}$ |

## APPENDIX A - GAS AND ELECTRIC COORDINATION (MRF II.c)

A majority of ACE's customer base also receive gas service from one of New Jersey's four natural gas utilities. ACE's service territory primarily overlaps with South Jersey Gas ("SJG"), but also overlaps with PSE\&G and New Jersey Natural Gas (NJNG). For Core programs, electric and gas utilities will work together to coordinate offerings to customers to avoid market confusion. The coordination effort will seek to minimize duplicative or confusing messaging to customers and optimize marketing expenses. Program delivery specifics for Core or overlapping programs are discussed in detail in the specific program delivery sections above. The program and measure incentive levels for Core programs have also been extensively discussed with all New Jersey utilities to collaborate and offer uniform incentives throughout New Jersey.

For a program or specific project that is delivered by two utilities (gas and electric), a lead and partner utility will be established, generally based on customer acquisition, but also determined by the measures selected for the project. If the measures are predominately electric, then ACE will take the lead. If the measures are predominately gas, the gas company will take the lead. Savings will be allocated by fuel based on the projected energy savings of the project. Each utility will be responsible for funding incentives for their respective fuel, and costs will be split in proportion to savings on a MMBtu basis, or as negotiated by the utilities per project. The mechanics of this process will be further developed through the statewide coordinator tracking systems below.

The participation and energy savings presented throughout this plan are only for projects in which ACE will be the lead utility. ACE also expects gas utilities to complete projects in its service territory that produce electric savings. For these projects, ACE will serve as the partner utility and will fund all investments associated with the electric savings of those projects or measures. Likewise, for ACE programs that produce gas savings, ACE assumes all gas savings will be funded by the overlapping gas utility. The reconciliation of costs and savings will be handled by the statewide utility coordinator, with the intention that ACE customers will only be responsible to support costs related to the creation of electric savings, and natural gas customers to only pay for natural gas savings.

Due to the fact that ACE will be receiving payments from gas utilities for gas savings in projects it leads and sending payments to gas utilities for electric savings on projects it is supporting, ACE will require additional budget to cover these costs. This budget is estimated using expected gas savings from the ACE programs and expected electric savings for the overlapping utilities. The expected electric

## Attachment 1

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savings are less certain and out of ACE's control, so the budget estimate presented here is intended to provide an "as needed" budget for this process.

As such, the New Jersey investor-owned electric and gas utilities are collaborating in order to implement programs in a similar manner and develop supportive processes, such as consistent processes, procedures, requirements, and forms.

To support the coordinated delivery of certain programs, 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:

## 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
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## 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 third-party implementation contractor(s) ("TPIC"), 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

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- 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,)


## APPENDIX B - REBATE AND INCENTIVE MATRICES

## Residential Incentives

| Program | Subprogram | Measure ${ }^{1}$ | Proposed Rebate Strategy ${ }^{2}$ | NJCEP <br> 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 | - |

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|  | 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 <br> Performance with Energy Star (HPwES) | Home Performance with Energy Star | The following incentive structure will be used: <br> Customer must have a minimum savings percentage of $5 \%$ based on modeled reduction of consumption <br> Rebate is $\$ 2,000+\$ 200$ for each percentage point of savings above 5\% Rebate Cap $=\$ 6,000$ | Tiered incentive cash rebate of $50 \%$ of the costs of the measures used to calculate TES up to \$4,000. |
| :---: | :---: | :---: | :---: | :---: |
|  | 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 health 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 $\mathbf{\$ 1 2 5}$ total between both fuel utilities. |  |  |  |  |

## Multifamily Incentives

| Program | Subprogram | Measure ${ }^{1}$ | Rebate Strategy ${ }^{2}$ | NJCEP Existing Rebate Strategy |
| :---: | :---: | :---: | :---: | :---: |
| Multi-family | Multi-family | 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. | Same values offered currently in the HPwES 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. <br> - 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. |
| Multifamily Engineered Solutions | Multifamily Engineered Solutions | MF - Engineered Solutions | - No cost ASHRAE Level I, II, or III audit. <br> - Program will buy-down the simple payback of the recommended energyefficiency 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. <br> - Program will buy-down the simple payback of the recommended energyefficiency project cost for approved measures by up to six years, with the resulting payback not less than three years. |
| ${ }^{1}$ 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). <br> ${ }^{2}$ All rebates will be offered equal to or less than the "Up to" value. |  |  |  |  |

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| 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 $2 \times 2,1 \times 4$ and $2 \times 4$ luminaires | Per Fixture | \$100 | \$15 to \$25 |
| LED FLAT PANEL LUMINAIRES |  |  |  |
| New LED flat panel for $2 \times 2,1 \times 4$ and $2 \times 4$ 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 <br> 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 |

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| 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 $2 \times 2,1 \times 4$ and $2 \times 4$ fixtures | Per Fixture | \$45 | \$15 to \$25 |
| LED integrated retrofit kit for $2 \times 2,1 \times 4$ and 2x4 fixtures | Per Fixture | \$120 | \$15 to \$25 |
| LED integrated flat panel retrofit kit for $\mathbf{2 x} 2$, 1 x 4 and 2 x 4 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 <br> 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 |


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| 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 <br> Control | \$100 | \$45 |

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| OCCUPANCY/VACANCY CONTROLS |  |  |  |
| :---: | :---: | :---: | :---: |
| Vacancy or Occupancy control | Per <br> 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 | - |
| $\geq 11.25$ to $\geq 63.3$ tons | Per Ton | \$250 | - |
| 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 |

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| 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 | $\begin{aligned} & \quad \$ 20, \text { plus } \\ & \$ 2.75 \text { to } \$ 3.50 \\ & \text { performance } \end{aligned}$ |
| Water-Cooled Screw Chiller \& Reciprocating Chillers | Per Ton | \$300 | $\begin{gathered} \$ 13 \text { to } \$ 30, \text { plus } \\ \$ 2 \text { to } \$ 2.25 \\ \text { performance } \end{gathered}$ |
| Water-Cooled Centrifugal Chillers | Per Ton | \$300 | $\begin{aligned} & \$ 8 \text { to } \$ 24, \text { plus } \\ & \$ 2 \text { to } \$ 2.25 \\ & \text { performance } \end{aligned}$ |
| 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 | $\begin{gathered} \$ 40 \text { to } \$ 44, \text { plus } \\ \$ 2 \text { to } \$ 2.50 \\ \text { performance } \end{gathered}$ |
| Water-Cooled Centrifugal Chillers | Per Ton | \$300 | $\begin{gathered} \$ 20 \text { to } \$ 30, \text { plus } \\ \$ 2 \text { to } \$ 2.75 \\ \text { performance } \end{gathered}$ |
| 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 |

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| 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 |  |  |  |
| Horsepower |  |  |  |
| < 100 hp | Per HP | \$250 | \$50 to \$100 |
| >100 to $\leq 200$ | 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 |  |  |  |

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    | 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 |
| COMMERICAL APPLIANCES |  |  |  |
| CLOTHES WASHER |  |  |  |
| CEE Tier 1 | Per Unit | \$100 | - |
| CEE Tier 2 | Per Unit | \$200 | - |
| WATER HEATING |  |  |  |

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| 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 <br> 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 Fan Blade | \$25 | - |

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| 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 | " | - |
| RESIDENTIAL APPLIANCES in C\&I <br> BUILDING - Non Commercial Duty |  |  |  |
|  |  |  |  |
| Clothes Washer Tier 3-C\&I | Per Unit | " | - |
| Clothes Dryer (w Moisture Sensor) - 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 | " | - |

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| 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, Mini-Splits | Per Unit | \$75 | - |
| BUILDING TUNE UP |  | Up to 70\% of Project Cost | - |
| 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 $\mathbf{\$ 1 2 5}$ total between both fuel utilities. |  |  |  |
|  |  |  |  |

## APPENDIX C - CUSTOMER FINANCING OPTIONS BY PROGRAM

| Program | Eligibility | Terms |  |
| :---: | :---: | :---: | :---: |
| Efficient <br> Products | Efficient program eligible HVAC and water heating equipment | Maximum to be financed | Up to $\$ 15,000$ per project |
|  |  | Minimum to be financed | \$2,500 |
|  |  | Interest Rate | 0\% |
|  |  | Term | Up to 7 years |
| Existing Homes | Comprehensive HPwES projects recommended by the program audit | Maximum to be financed | \$15,000 |
|  |  | Minimum to be financed | \$2,500 |
|  |  | Interest Rate | 0\% |
|  |  | Term | Up to 7 years < $=\$ 10,000 ;$ <br> Up to 10 years > \$10,000 |
| Multifamily | Prescriptive/Custom equipment, retrofit and comprehensive projects, Engineered Solutions Multifamily projects | Maximum to be financed | $\$ 3,000$ per unit with a maximum of up to $\$ 250,000$ per project |
|  |  | Minimum to be financed | \$2,500 based on operational decisions |
|  |  | Interest Rate | 0\% |
|  |  | Term | Up to 10 years, depending on eligibility |
| Direct Install | Balance of program eligible project cost | Maximum to be financed | \$75,000 |
|  |  | Minimum to be financed | \$2,500 |
|  |  | Interest Rate | 0\% |
|  |  | Term | 5 years |
| Energy Solutions for Business | Prescriptive/Custom equipment, retrofit and comprehensive projects, Engineered Solutions projects | Maximum to be financed | \$250,000 |
|  |  | Minimum to be financed | \$2,500 |
|  |  | Interest Rate | 0\% |
|  |  | Term | 5 years |

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## Attachment 2

Attachment 2: CBA Results, Cost to Achieve Results, and QPIs
Table 1: CBA Results

|  | New Jersey Cost Test (NJCT) | $\begin{aligned} & \text { Societal Cost } \\ & \text { Test (SCT) } \end{aligned}$ | Total Resource Cost Test (TRC) | Participant Cost Test (PCT) | Program Administrat or Cost Test (PAC) | Ratepayer Impact Measure Test (RIM) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Res | 3.2 | 5.3 | 2.4 | 5.5 | 2.8 | 1.1 |
| C\&I | 5.1 | 10.9 | 3.9 | 6.5 | 4.7 | 2.0 |
| LMI | 1.0 | 1.6 | 0.6 | 1.9 | 0.6 | 0.5 |
| Total Portfolio | 3.9 | 7.6 | 2.9 | 5.5 | 3.3 | 1.5 |
| Home Energy Reports | 2.9 | 3.9 | 2.6 | 4.8 | 2.6 | 1.1 |
| Efficient Products | 4.7 | 7.6 | 3.6 | 10.2 | 3.8 | 1.3 |
| Existing Homes QHEC | 5.0 | 8.3 | 3.8 | 8.5 | 2.9 | 1.2 |
| Existing Homes HPwES | 0.5 | 1.1 | 0.4 | 1.0 | 0.6 | 0.5 |
| Moderate Income Weatherization | 1.0 | 1.6 | 0.6 | 1.9 | 0.6 | 0.5 |
| Multi-Family | 4.2 | 6.9 | 3.1 | 6.0 | 3.1 | 1.2 |
| Energy Solutions for Business: Prescriptive and Custom | 8.7 | 18.6 | 6.7 | 8.0 | 13.9 | 3.0 |
| Energy Solutions for Business: Engineered Solutions | 2.1 | 6.4 | 1.4 | 4.7 | 1.9 | 1.3 |
| Direct Install | 2.6 | 4.8 | 1.9 | 4.7 | 1.7 | 1.0 |
| Energy Solutions for Business: Energy Management | 2.0 | 7.3 | 1.7 | 10.6 | 1.7 | 1.2 |

Table 2: Cost-to-Achieve Results

| Sector | Total |
| :--- | ---: | ---: |
| Res Projected Cost to Achieve $(\$ / \mathbf{k W h})$ | 0.454 |
| C\&I Projected Cost to Achieve $(\$ / \mathbf{k W h})$ | $\mathbf{0 . 3 1 6}$ |
| MF Projected Cost to Achieve $(\$ / \mathbf{k W h})$ | $\mathbf{0 . 5 1 3}$ |
| LMI Projected Cost to Achieve $(\$ / \mathbf{k W h})$ | 2.215 |

Table 3: QPIs

| QPI Metric | PY 1 | PY 2 | PY 3 |
| :--- | ---: | ---: | ---: |
| Annual Energy Savings (MWh) | 33,017 | 59,556 | 87,291 |
| Annual Demand Savings (MW) | 0.7 | 1.2 | 3.4 |
| Lifetime Energy Savings (MWh) | 440,842 | 802,204 | $1,050,453$ |
| Lifetime of Persisting Demand Savings (MW) | 9.6 | 17.3 | 24.3 |
| NPV of UCT Net Benefits (\$) | $38,643,905$ | $65,826,849$ | $80,684,665$ |
| Low-Income Lifetime Savings (MWh) | 31,363 | 125,450 | 131,723 |
| Small Business Lifetime Savings (MWh) | $31,362,618$ | $125,450,472$ | $131,722,996$ |

## Attachment 3

ACE
Weighted Average Cost of Capital
BRC Docket No. ER18080925, Order dated 3/13/19 (Stipulation of Settlement)

| Capital Structure | Weight | Rate | Penalty/ <br> Incentive | Weighted <br> Rate | After <br> Tax | Before <br> Tax |  |
| :--- | ---: | ---: | ---: | :---: | ---: | :---: | ---: |
| Long Term Debt | $50.06 \%$ | $4.58 \%$ | N/A | $2.29 \%$ | $1.65 \%$ | $2.29 \%$ |  |
| Preferred Stock | $0.00 \%$ | $0.00 \%$ | N/A | $0.00 \%$ | $0.00 \%$ | $0.00 \%$ |  |
| Common Stock | $49.94 \%$ | $9.60 \%$ | N/A | $4.79 \%$ | $4.79 \%$ | $6.66 \%$ |  |
|  | $100.00 \%$ |  |  |  | $7.08 \%$ | $6.44 \%$ | $8.95 \%$ |

Penalties/incentives are not applicable until Program Year 5 results; however, in order to ascertain that the model is flexible, this column is built into the model for future occurence.

## ACE <br> NJ Tax Factor <br> BRC Docket No. ER18080925

| Line No. | Description |  | Statutory Tax Rate |  |
| :---: | :---: | :---: | :---: | :---: |
| 1 | BPU Assessment |  | 0.257\% |  |
| 2 | NJ Sales and Use Tax (SUT) |  | 6.625\% |  |
| 3 | NJ Income Tax Rate |  | 9.000\% |  |
| 4 | Federal Income Tax Rate |  | 21.00\% |  |
| Line No. | Description | Computation | Total Tax Factor | Income Tax Factor |
| 5 | BPU Assessment | line 1 | 0.2570\% | 0.0000\% |
| 6 | NJ Sales and Use Tax (SUT) | line 2 | 6.6250\% | 0.0000\% |
| 7 | NJ Income Tax Rate | (100\% - (line $1+$ line 2)) $x$ line 3 | 8.3806\% | 9.0000\% |
| 8 | Federal Income Tax Factor | (100\% - (line $5+$ line $6+$ line 7) $x$ line 4 | 17.7948\% | 19.1100\% |
| 9 | Composite Tax Factor | line $5+$ line $6+$ line $7+$ line 8 | 33.0575\% | 28.1100\% |
| 10 | Complement of Composite Tax Factor | 100\% - (line $4+$ line $5+$ line 6) | 66.9425\% | 71.8900\% |
| 11 | Revenue Conversion Factor |  | 1.49382 | 1.39101 |

## ACE

Energy Efficiency and Demand Response Surcharge
Residential and Commercial Energy Efficiency Programs

## SECTION I ACE EE DR SURCHARGE CALCULATION

Table 1 - Summary of Revenue Requirement and Annual Charge
2022 (July 1, 2021 - June 30, 2022) Summary

| Forecasted 10 Year Amortization (Straight Line) |  | 442,443 | Table 3, Col 6 |
| :---: | :---: | :---: | :---: |
| Forecasted 5 Year Amortization (Straight Line) |  | 350,000 | Table 3, Col 7 |
| Forecasted CCRF |  | 427,812 | Table 3, Col 17 |
| Forecasted O\&M Expense |  | 2,037,423 | Table 3, Col $18+$ Col 19 |
| Forecasted PJM Market Revenues |  | - | Table 3, Col 20 |
| Forecasted Fed Tax credit |  | - | Table 3, Col 14 |
| Prior Period True Up |  | - | Table 5, Col 6 |
| Total Annual Amount to be Recovered |  | 3,257,678 |  |
| Retail Sales - kwh |  | 8,465,038,402 | Table 2 |
| \$/KWH Surcharge |  | 0.000385 |  |
| BPU/RC Assessment |  | 0.000001 |  |
| \$/KWH Surcharge with SUT |  | 0.000411 |  |
| Bill Impact (Residential) |  |  |  |
| BRC Docket No. ER18080925 | 679 kWh Avg | 0.280000 |  |

## ACE <br> Energy Efficiency and Demand Response Surcharge

Residential and Commercial Energy Efficiency Programs

## SECTION I ACE EE DR SURCHARGE CALCULATION

Table 1 - Summary of Revenue Requirement and Annual Charge
2023 (July 1, 2022 - June 30, 2023) Summary
Forecasted 10 Year Amortization (Straight Line)
Forecasted 5 Year Amortization (Straight Line)
Forecasted CCRF
Forecasted O\&M Expense
Forecasted PJM Market Revenues
Forecasted Fed Tax credit
Prior Period True Up
Total Annual Amount to be Recovered
Retail Sales - kwh
\$/KWH Surcharge
BPU/RC Assessment

```
2,001,654 Table 3, Col 6
    350,000 Table 3, Col }
1,351,748 Table 3, Col 17
4,193,526 Table 3, Col 18 + Col }1
- Table 3, Col 20
- Table 3, Col 14
(174) Table 5, Col 6
7,896,755
```

8,477,753,724 Table 2
0.000931
0.000002
0.000995

## ACE <br> Energy Efficiency and Demand Response Surcharge

Residential and Commercial Energy Efficiency Programs

## SECTION I ACE EE DR SURCHARGE CALCULATION

Table 1 - Summary of Revenue Requirement and Annual Charge
2024 (July 1, 2023 - June 30, 2024) Summary

| Forecasted 10 Year Amortization (Straight Line) | 4,579,331 | Table 3, Col 6 |
| :---: | :---: | :---: |
| Forecasted 5 Year Amortization (Straight Line) | 350,000 | Table 3, Col 7 |
| Forecasted CCRF | 2,773,720 | Table 3, Col 17 |
| Forecasted O\&M Expense | 5,101,384 | Table 3, Col $18+$ Col 19 |
| Forecasted PJM Market Revenues | - | Table 3, Col 20 |
| Forecasted Fed Tax credit |  | Table 3, Col 14 |
| Prior Period True Up | (366) | Table 5, Col 6 |
| Total Annual Amount to be Recovered | 12,804,069 |  |
| Retail Sales - kwh | 8,459,155,385 | Table 2 |
| \$/KWH Surcharge | 0.001514 |  |
| BPU/RC Assessment | 0.000004 |  |
| \$/KWH Surcharge with SUT | 0.001618 |  |
| Bill Impact (Residential; cumulative impact of Program Years 1, 2 and 3 combined) |  |  |
| BRC Docket No. ER18080925 | 679 kWh Avg 1.100000 |  |

## ACE

Energy Efficiency and Demand Response Surcharge
Residential and Commercial Energy Efficiency Programs

## SECTION II FORECASTED YEAR AMORTIZATION SCHEDULE

## Table 2 - Forecasted Program Year Monthly Delivered Sales (mWh)

|  | 2022 |  | 2023 |
| :--- | ---: | ---: | ---: |
| Jul-21 | 901,434 | Jul-22 | 905,803 |
| Aug-21 | 960,477 | Aug-22 | 962,315 |
| Sep-21 | 955,316 | Sep-22 | 953,376 |
| Oct-21 | 579,293 | Oct-22 | 582,508 |
| Nov-21 | 553,881 | Nov-22 | 553,927 |
| Dec-21 | 632,598 | Dec-22 | 628,996 |
| Jan-22 | 734,584 | Jan-23 | 741,823 |
| Feb-22 | 682,871 | Feb-23 | 685,469 |
| Mar-22 | 678,015 | Mar-23 | 681,854 |
| Apr-22 | 571,468 | Apr-23 | 571,709 |
|  | May-22 | 565,177 | May-23 |
|  | 649,923 | Jun-23 | 663,303 |
|  | Jun-22 | $8,465,038$ |  |
|  |  | Total mWh | $8,477,754$ |


| 2023 |  |  | 2024 |
| :---: | :---: | :---: | :---: |
| 905,803 |  | Jul-23 | 902,450 |
| 962,315 |  | Aug-23 | 960,309 |
| 953,376 |  | Sep-23 | 943,925 |
| 582,508 |  | Oct-23 | 580,350 |
| 553,927 |  | Nov-23 | 543,144 |
| 628,996 |  | Dec-23 | 626,157 |
| 741,823 |  | Jan-24 | 745,931 |
| 685,469 |  | Feb-24 | 688,264 |
| 681,854 |  | Mar-24 | 672,607 |
| 571,709 |  | Apr-24 | 579,566 |
| 563,303 |  | May-24 | 565,636 |
| 646,669 |  | Jun-24 | 650,816 |
| 8,477,754 | Total mWh |  | 8,459,155 |

## ACE

Energy Efficiency and Demand Response Surcharge
Residential and Commercial Energy Efficiency Programs
Table 3 - Forecasted Program Year Monthly Amortization and CCRF 2022


Table 3 - Forecasted Program Year Monthly Amortization and CCRF


## ACE

Energy Efficiency and Demand Response Surcharge
Residential and Commercial Energy Efficiency Programs

2023
Table 3 - Forecasted Program Year Monthly Amortization and CCRF
(1)
(2)
(3)
(4)
(5)

Sum of (7)
Vintage Year Vintage Year
(8)
(8)
$=\left(-\mathrm{Col} 3-{ }^{(9)}\right.$
(9)

Col 6-Col 7) x
Composite Tax Factor
(10)
= Previous Month = Sum of Vintage =Sum of Vintage Year = Sum of Vintage Year Col 3

Col 4 Year Col 5

Col 6
Col 7
$=\begin{gathered}=\operatorname{Col} 2+\operatorname{Col} 3+ \\ \operatorname{Col} 4+\operatorname{Col} 5\end{gathered}$
Regulatory Asset
P\&E

| th | Unamortized Beginning Balance | Regulatory Asset Costs (Direct and Share) | Regulatory Asset Costs (Loans) | PP\&E <br> Costs <br> (IT Related) | 10 Year Amortization | 5 Year Amortization | Unamortized Ending Balance | Regulatory Asset Deferred Tax Activity | PP\&E <br> Deferred Tax Activity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |


| Month |  | Balance | (Direct and Share) | (Loans) | (IT Related) | Amortization | Amortization | Balance | Tax Activity | ax Activity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun-22 |  |  |  |  |  |  | 10,974,508 |  |  |
|  | Jul-22 | 10,974,508 | 1,979,023 | 214,360 | - | $(213,866)$ | $(29,167)$ | 12,924,857 | $(556,442)$ | $(5,466)$ |
|  | Aug-22 | 12,924,857 | 1,420,810 | 128,616 | - | $(227,209)$ | $(29,167)$ | 14,217,908 | $(371,675)$ | $(5,466)$ |
|  | Sep-22 | 14,217,908 | 1,140,472 | 85,744 | - | $(225,099)$ | $(29,167)$ | 15,189,859 | $(281,414)$ | $(5,466)$ |
|  | Oct-22 | 15,189,859 | 1,423,458 | 128,616 | - | $(137,534)$ | $(29,167)$ | 16,575,231 | $(397,627)$ | $(5,466)$ |
|  | Nov-22 | 16,575,231 | 1,986,781 | 214,360 | - | $(130,786)$ | $(29,167)$ | 18,616,419 | $(581,977)$ | $(5,466)$ |
|  | Dec-22 | 18,616,419 | 2,269,692 | 257,231 | - | $(148,510)$ | $(29,167)$ | 20,965,666 | $(668,572)$ | $(5,466)$ |
|  | Jan-23 | 20,965,666 | 1,996,154 | 214,360 | - | $(175,149)$ | $(29,167)$ | 22,971,864 | $(572,141)$ | $(5,466)$ |
|  | Feb-23 | 22,971,864 | 1,432,385 | 128,616 | - | $(161,844)$ | $(29,167)$ | 24,341,854 | $(393,303)$ | $(5,466)$ |
|  | Mar-23 | 24,341,854 | 1,148,762 | 85,744 | - | $(160,990)$ | $(29,167)$ | 25,386,203 | $(301,765)$ | $(5,466)$ |
|  | Apr-23 | 25,386,203 | 1,434,020 | 128,616 | - | $(134,984)$ | $(29,167)$ | 26,784,688 | $(401,313)$ | $(5,466)$ |
|  | May-23 | 26,784,688 | 2,011,863 | 214,360 | - | $(133,000)$ | $(29,167)$ | 28,848,744 | $(588,405)$ | $(5,466)$ |
|  | Jun-23 | 28,848,744 | 2,291,901 | 257,231 | - | $(152,683)$ | $(29,167)$ | 31,216,027 | $(673,642)$ | $(5,466)$ |
| Total |  |  | 20,535,322 | 2,057,852 | - | $(2,001,654)$ | $\underline{(350,000)}$ |  | $(5,788,276)$ | $\underline{(65,590)}$ |

Table 3 - Forecasted Program Year Monthly Amortization and CCRF
2023


## ACE

Energy Efficiency and Demand Response Surcharge
Residential and Commercial Energy Efficiency Programs
Table 3 - Forecasted Program Year Monthly Amortization and CCRF
2024

| (1) |  | (2) <br> = Previous Month Col 6 | (3) $\begin{gathered} \text { = Sum of Vintage } \\ \text { Year Col } 3 \end{gathered}$ | (4) <br> =Sum of Vintage Year Col 4 | (5) $\begin{gathered} =\text { Sum of Vintage } \\ \text { Year Col } 5 \end{gathered}$ | (6) = Sum of Vintage Year Col 6 | (7) = Sum of Vintage Year Col 7 | (8) $\begin{aligned} &=\operatorname{Col} 2+\operatorname{Col} 3+ \\ & \operatorname{Col} 4+\operatorname{Col} 5 \end{aligned}$ | (9) $\begin{gathered} =(- \text { Col } 3-\text { Col } 4-\text { Col } 5- \\ \text { Col } 6-\text { Col } 7) \mathrm{x} \\ \text { Composite Tax Factor } \end{gathered}$ | (10) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Month |  | Unamortized Beginning Balance | Regulatory Asset Costs (Direct and Share) | Regulatory Asset Costs (Loans) | PP\&E <br> Costs <br> (IT Related) | 10 Year Amortization | 5 Year <br> Amortization | Unamortized Ending Balance | Regulatory Asset Deferred <br> Tax Activity | PP\&E <br> Deferred <br> Tax Activity |
|  | Jun-23 |  |  |  |  |  |  | 31,216,027 |  |  |
|  | Jul-23 | 31,216,027 | 3,016,838 | 262,691 | - | $(488,538)$ | $(29,167)$ | 33,977,851 | $(784,548)$ | $(5,466)$ |
|  | Aug-23 | 33,977,851 | 1,796,969 | 157,614 | - | $(519,860)$ | $(29,167)$ | 35,383,408 | $(403,301)$ | $(5,466)$ |
|  | Sep-23 | 35,383,408 | 1,424,424 | 105,076 | - | $(510,990)$ | $(29,167)$ | 36,372,752 | $(286,303)$ | $(5,466)$ |
|  | Oct-23 | 36,372,752 | 1,815,177 | 157,614 | - | $(314,170)$ | $(29,167)$ | 38,002,207 | $(466,238)$ | $(5,466)$ |
|  | Nov-23 | 38,002,207 | 2,561,572 | 262,691 | - | $(294,029)$ | $(29,167)$ | 40,503,274 | $(711,249)$ | $(5,466)$ |
|  | Dec-23 | 40,503,274 | 2,940,853 | 315,229 | - | $(338,968)$ | $(29,167)$ | 43,391,222 | $(820,001)$ | $(5,466)$ |
|  | Jan-24 | 43,391,222 | 2,575,553 | 262,691 | - | $(403,807)$ | $(29,167)$ | 45,796,492 | $(684,320)$ | $(5,466)$ |
|  | Feb-24 | 45,796,492 | 1,836,613 | 157,614 | - | $(372,589)$ | $(29,167)$ | 47,388,963 | $(455,842)$ | $(5,466)$ |
|  | Mar-24 | 47,388,963 | 1,456,635 | 105,076 | - | $(364,113)$ | $(29,167)$ | 48,557,395 | $(336,645)$ | $(5,466)$ |
|  | Apr-24 | 48,557,395 | 1,845,489 | 157,614 | - | $(313,746)$ | $(29,167)$ | 50,217,586 | $(474,878)$ | $(5,466)$ |
|  | May-24 | 50,217,586 | 2,601,269 | 262,691 | - | $(306,205)$ | $(29,167)$ | 52,746,174 | $(718,985)$ | $(5,466)$ |
|  | Jun-24 | 52,746,174 | 2,974,517 | 315,229 | - | $(352,317)$ | $(29,167)$ | 55,654,436 | $(825,711)$ | $(5,466)$ |
|  |  |  | 26,845,909 | 2,521,832 | - | $(4,579,331)$ | $\underline{(350,000)}$ |  | (6,968,021) | $\underline{(65,590)}$ |

Table 3 - Forecasted Program Year Monthly Amortization and CCRF
2024


SECTION III - PRIOR YEAR TRUE UP
Table 4 - Actual Prior Year Monthly Revenue Requirement

| (1) |  | (2) = Previous Month Col 8 | (3) <br> = Sum of Vintage Year Col 3 | (4) <br> $=$ Sum of Vintage Year Col 4 | (5) $\begin{gathered} =\text { Sum of Vintage } \\ \text { Year Col } 5 \end{gathered}$ | $\begin{gathered} (6) \\ =- \text { Sum of } \\ \text { Vintage Year Col } \\ 6 \end{gathered}$ | (7) $\begin{gathered} =- \text { Sum of Vintage } \\ \text { Year Col } 7 \end{gathered}$ | (8) $\begin{aligned} & =\operatorname{Col} 2+\mathrm{Col} 3+\mathrm{Col} 4 \\ & +\mathrm{Col} 5-\mathrm{Col} 6-\mathrm{Col} 7 \end{aligned}$ | (9) $\begin{gathered} =(\operatorname{Col} 3+\operatorname{Col} 4+\operatorname{Col} 5- \\ \quad \operatorname{Col} 6-\operatorname{Col} 7) x \end{gathered}$ <br> Composite Tax Factor | (10) | (11) $\begin{aligned} & \text { = Prior Month Col } \\ & 11+\text { Col } 9+\text { Col } 10 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Month |  | Unamortized Beginning Balance | Regulatory Asset Costs (Direct and Share) | Regulatory Asset Costs (Loans) | PP\&E <br> Costs <br> (IT Related) | 10 Year Amortization | 5 Year Amortization | Unamortized Ending Balance | Regulatory Asset Deferred Tax Activity | PP\&E <br> Deferred Tax Activity | Normal Accum Deferred Tax |
|  | Jun-21 | - |  |  |  |  |  | - |  |  | - |
|  | Jul-21 | - | 868,682 | 109,160 | 1,750,000 | 47,115 | 29,167 | 2,651,560 | 261,627 | 5,466 | 267,093 |
|  | Aug-21 | 2,651,560 | 615,423 | 65,496 | - | 50,201 | 29,167 | 3,253,110 | 177,295 | 5,466 | 449,854 |
|  | Sep-21 | 3,253,110 | 488,790 | 43,664 | - | 49,932 | 29,167 | 3,706,466 | 135,637 | 5,466 | 590,957 |
|  | Oct-21 | 3,706,466 | 615,423 | 65,496 | - | 30,278 | 29,167 | 4,327,940 | 182,895 | 5,466 | 779,317 |
|  | Nov-21 | 4,327,940 | 868,688 | 109,160 | - | 28,950 | 29,167 | 5,247,671 | 266,735 | 5,466 | 1,051,518 |
|  | Dec-21 | 5,247,671 | 997,894 | 130,992 | - | 33,064 | 29,167 | 6,314,326 | 308,035 | 5,466 | 1,365,019 |
|  | Jan-22 | 6,314,326 | 878,498 | 109,160 | - | 38,395 | 29,167 | 7,234,423 | 266,838 | 5,466 | 1,637,323 |
|  | Feb-22 | 7,234,423 | 621,412 | 65,496 | - | 35,692 | 29,167 | 7,856,472 | 183,057 | 5,466 | 1,825,846 |
|  | Mar-22 | 7,856,472 | 493,640 | 43,664 | - | 35,438 | 29,167 | 8,329,172 | 141,075 | 5,466 | 1,972,387 |
|  | Apr-22 | 8,329,172 | 622,955 | 65,496 | - | 29,869 | 29,167 | 8,958,587 | 185,127 | 5,466 | 2,162,979 |
|  | May-22 | 8,958,587 | 886,140 | 109,160 | - | 29,540 | 29,167 | 9,895,180 | 271,475 | 5,466 | 2,439,920 |
|  | Jun-22 | 9,895,180 | 1,011,472 | 130,992 | - | 33,970 | 29,167 | 10,974,508 | 311,598 | 5,466 | 2,756,984 |
|  | Jul-22 | 10,974,508 | 1,979,023 | 214,360 | - | 213,866 | 29,167 | 12,924,857 | 556,442 | 5,466 | 3,318,892 |
|  | Aug-22 | 12,924,857 | 1,420,810 | 128,616 | - | 227,209 | 29,167 | 14,217,908 | 371,675 | 5,466 | 3,696,033 |
|  | Sep-22 | 14,217,908 | 1,140,472 | 85,744 | - | 225,099 | 29,167 | 15,189,859 | 281,414 | 5,466 | 3,982,913 |
|  | Oct-22 | 15,189,859 | 1,423,458 | 128,616 | - | 137,534 | 29,167 | 16,575,231 | 397,627 | 5,466 | 4,386,005 |
|  | Nov-22 | 16,575,231 | 1,986,781 | 214,360 | - | 130,786 | 29,167 | 18,616,419 | 581,977 | 5,466 | 4,973,448 |
|  | Dec-22 | 18,616,419 | 2,269,692 | 257,231 | - | 148,510 | 29,167 | 20,965,666 | 668,572 | 5,466 | 5,647,486 |
|  | Jan-23 | 20,965,666 | 1,996,154 | 214,360 | - | 175,149 | 29,167 | 22,971,864 | 572,141 | 5,466 | 6,225,093 |
|  | Feb-23 | 22,971,864 | 1,432,385 | 128,616 | - | 161,844 | 29,167 | 24,341,854 | 393,303 | 5,466 | 6,623,862 |
|  | Mar-23 | 24,341,854 | 1,148,762 | 85,744 | - | 160,990 | 29,167 | 25,386,203 | 301,765 | 5,466 | 6,931,093 |
|  | Apr-23 | 25,386,203 | 1,434,020 | 128,616 | - | 134,984 | 29,167 | 26,784,688 | 401,313 | 5,466 | 7,337,871 |
|  | May-23 | 26,784,688 | 2,011,863 | 214,360 | - | 133,000 | 29,167 | 28,848,744 | 588,405 | 5,466 | 7,931,742 |
|  | Jun-23 | 28,848,744 | 2,291,901 | 257,231 | - | 152,683 | 29,167 | 31,216,027 | 673,642 | 5,466 | 8,610,850 |
|  | Jul-23 | 31,216,027 | 3,016,838 | 262,691 | - | 488,538 | 29,167 | 33,977,851 | 784,548 | 5,466 | 9,400,864 |
|  | Aug-23 | 33,977,851 | 1,796,969 | 157,614 | - | 519,860 | 29,167 | 35,383,408 | 403,301 | 5,466 | 9,809,631 |
|  | Sep-23 | 35,383,408 | 1,424,424 | 105,076 | - | 510,990 | 29,167 | 36,372,752 | 286,303 | 5,466 | 10,101,400 |
|  | Oct-23 | 36,372,752 | 1,815,177 | 157,614 | - | 314,170 | 29,167 | 38,002,207 | 466,238 | 5,466 | 10,573,103 |
|  | Nov-23 | 38,002,207 | 2,561,572 | 262,691 | - | 294,029 | 29,167 | 40,503,274 | 711,249 | 5,466 | 11,289,818 |
|  | Dec-23 | 40,503,274 | 2,940,853 | 315,229 | - | 338,968 | 29,167 | 43,391,222 | 820,001 | 5,466 | 12,115,285 |
|  | Jan-24 | 43,391,222 | 2,575,553 | 262,691 | - | 403,807 | 29,167 | 45,796,492 | 684,320 | 5,466 | 12,805,071 |
|  | Feb-24 | 45,796,492 | 1,836,613 | 157,614 | - | 372,589 | 29,167 | 47,388,963 | 455,842 | 5,466 | 13,266,379 |
|  | Mar-24 | 47,388,963 | 1,456,635 | 105,076 | - | 364,113 | 29,167 | 48,557,395 | 336,645 | 5,466 | 13,608,490 |
|  | Apr-24 | 48,557,395 | 1,845,489 | 157,614 | - | 313,746 | 29,167 | 50,217,586 | 474,878 | 5,466 | 14,088,833 |
|  | May-24 | 50,217,586 | 2,601,269 | 262,691 | - | 306,205 | 29,167 | 52,746,174 | 718,985 | 5,466 | 14,813,284 |
|  | Jun-24 | 52,746,174 | 2,974,517 | 315,229 | - | 352,317 | 29,167 | 55,654,436 | 825,711 | 5,466 | 15,644,461 |
| Total |  |  | 56,350,247 | 5,627,618 | 1,750,000 | 7,023,429 | 1,050,000 |  | 15,447,691 | 196,770 |  |

## ACE

## Energy Efficiency and Demand Response Surcharge

Residential and Commercial Energy Efficiency Programs

SECTION III - PRIOR YEAR TRUE UP
Table 4 - Actual Prior Year Monthly Revenue Requirement


## ACE

## Energy Efficiency and Demand Response Surcharge

Residential and Commercial Energy Efficiency Programs

Table 5 - Prior Period Monthly Over/Under Recovered Balances

Energy Efficiency and Demand Response Surcharge
Residential and Commercial Energy Efficiency Program
Residential and Commercial Energy Efficiency Programs
Year
Year
Recovery (months)
Recovery (months) $\quad 60$ Property, Plant and Equipment (PPE)


Footnotes:

FN1 | Refer to tab EE Amort. Table, row 132 for prior period true up and amortization expense on programs capitalized in prior periods layered into the forecasted |
| :--- |
| amortization expense. |

FN2 There are currently no EDIT or known PJM Market Revenues associated with the ACE EE program however, in order to ascertain that the model is flexible, columns 9,12 and 18 will remain within the actual and forecasted vintage years in case of future occurence.
Energy Efficiency and Demand Response Surcharge
Residential and Commercial Energy Efficiency Program
Residential and Commercial Energy Efficiency Programs
Computation of Annual Amortization and CCRF Cost Components
Year
Recovery (months)
$\begin{array}{lrl}\text { Recovery (months) } & 60 \text { Reguerty, Plant and Equipment (PPE) }\end{array}$

|  |  |  |  |  |  |  |  |  |  | (19) | (20) | (21) | (22) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  | = Col 17 / Complement of Composite Tax Factor |  |  |  | $=-$ Col 6 - Col 7 - Col 15 <br> + Col 18 + Col $19+$ Col <br> 20 - Col 21 |
|  |  |  |  |  |  |  |  |  | CCRF |  |  |  | Monthly |
|  |  |  |  |  |  |  |  |  | Adjusted for Income Tax | O\&M Expenses | O\&M Cost Sharing | PJM Market Revenues ${ }^{2}$ | Revenue Requirement |
|  |  |  |  |  |  |  |  |  | 8,895 | 169,785 |  |  | 254,962 |
|  |  |  |  |  |  |  |  |  | 19,352 | 169,785 | - | - | 268,505 |
|  |  |  |  |  |  |  |  |  | 22,079 | 169,785 | - |  | 270,962 |
|  |  |  |  |  |  |  |  |  | 24,860 | 169,785 | - |  | 254,090 |
|  |  |  |  |  |  |  |  |  | 28,891 | 169,785 |  | - | 256,793 |
|  |  |  |  |  |  |  |  |  | 34,116 | 169,785 |  |  | 266,132 |
|  |  |  |  |  |  |  |  |  | 39,342 | 169,785 |  |  | 276,688 |
|  |  |  |  |  |  |  |  |  | 43,376 | 169,785 |  | - | 278,020 |
|  |  |  |  |  |  |  |  |  | 46,210 | 169,785 |  | - | 280,600 |
|  |  |  |  |  |  |  |  |  | 49,064 | 169,785 |  | - | 277,885 |
|  |  |  |  |  |  |  |  |  | 53,161 | 169,785 | - | - | 281,653 |
|  |  |  |  |  |  |  |  |  | 58,466 | 169,785 | - | - | 291,388 |
| Total |  |  |  |  |  |  |  | 307,555 | 427,812 | 2,037,423 |  |  | 3,257,678 |

Footnotes:
FN1 Refer to tab EE Amort. Table, row 132 for prior period true up and amortization expense on programs capitalized in prior periods layered into the forecasted Refer to tab EE Amort.
amortization expense.

FN2 There are currently no EDIT or known PJM Market Revenues associated with the ACE EE program however, in order to ascertain that the model is flexible, columns 9,12 and 18 will remain within the actual and forecasted vintage years in case of future occurence.

## ACE

Energy Efficiency and Demand Response Surcharge Residential and Commercial Energy Efficiency Programs
Computation of Annual Amortization and CCRF Cost Components $\begin{array}{lc}\text { Computation of Annual Amortization and CCRF Cost Components } \\ \text { Year } \\ \text { Recovery (months) } & 2023 \\ \text { Recovery (months) } & 120 \\ & 60 \\ \text { Property, Plant and Equipment (PPE) }\end{array}$
(1)
(3)
(4)
(5)
(6)
(7)
(8)
(9)
(10)
$=\mathrm{Col} 2+\mathrm{Col} 3+\mathrm{Col}=(-\mathrm{Col} 3-\mathrm{Col} 4-\mathrm{Col} 6)$
$4+\mathrm{Col} 5+\mathrm{Col} 6+\mathrm{Col} 7 \times \mathrm{Composite}$ Tax Facto

- (11)
$4+$ Col $5+$ Col $6+$ Col7 $\times$ Composite Tax Factor $\quad=\begin{gathered}\text { Prior Month Col } 11 \\ \text { Col } 9+\text { Col } 10\end{gathered}$

|  |  |  |  | very Period (Years) |  |  |  | + $\mathrm{Col} 6+\mathrm{Col}$ | mposite Tax Factor |  | Col $9+$ Col 10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Unamortized | $\begin{gathered} 10 \\ \text { Regulatory Asset } \end{gathered}$ | $\begin{aligned} & 10 \\ & \text { Regulatory Asset } \end{aligned}$ | $\stackrel{5}{\stackrel{5}{\text { PP\&E }}}$ |  |  | Unamortized | Regulatory Asset | PP\&E |  |
|  | Month | Beginning Balance | $\begin{gathered} \text { Costs } \\ \text { (Direct and Share) } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Costs } \\ \text { (Loans) } \end{gathered}$ | $\begin{gathered} \text { Costs } \\ \text { (IT Related) } \\ \hline \end{gathered}$ | 10 Year Amortization | 5 Year Amortization | Ending Balance | Deferred <br> Tax Activity | $\begin{gathered} \text { Deferred } \\ \text { Tax Activity } \\ \hline \end{gathered}$ | Normal Accum Deferred Tax |
|  | Jul-22 | 10,974,508 | 1,979,023 | 214,360 |  | $(213,866)$ | $(29,167)$ | 12,924,857 | (556,442) | $(5,466)$ | $(3,318,892)$ |
|  | Aug-22 | 12,924,857 | 1,420,810 | 128,616 |  | $(227,209)$ | $(29,167)$ | 14,217,908 | $(371,675)$ | $(5,466)$ | $(3,696,033)$ |
|  | Sep-22 | 14,217,908 | 1,140,472 | 85,744 |  | $(225,099)$ | $(29,167)$ | 15,189,859 | $(281,414)$ | $(5,466)$ | $(3,982,913)$ |
|  | Oct-22 | 15,189,859 | 1,423,458 | 128,616 |  | $(137,534)$ | $(29,167)$ | 16,575,231 | $(397,627)$ | $(5,466)$ | $(4,386,005)$ |
|  | Nov-22 | 16,575,231 | 1,986,781 | 214,360 |  | (130,786) | $(29,167)$ | 18,616,419 | $(581,977)$ | $(5,466)$ | $(4,973,448)$ |
|  | Dec-22 | 18,616,419 | 2,269,692 | 257,231 |  | (148,510) | $(29,167)$ | 20,965,666 | (668,572) | $(5,466)$ | $(5,647,486)$ |
|  | Jan-23 | 20,965,666 | 1,996,154 | 214,360 |  | (175,149) | (29,167) | 22,971,864 | (572, 141) | $(5,466)$ | $(6,225,093)$ |
|  | Feb-23 | 22,971,864 | 1,432,385 | 128,616 |  | $(161,844)$ | $(29,167)$ | 24,341,854 | $(393,303)$ | $(5,466)$ | $(6,623,862)$ |
|  | Mar-23 | 24,341,854 | 1,148,762 | 85,744 |  | (160,990) | $(29,167)$ | ${ }^{25,386,203}$ | (301,765) | $(5,466)$ | $(6,931,093)$ |
|  | Apr-23 May-23 | $25,386,203$ $26,784,688$ | $1,434,020$ 2,011863 | 128,616 214,360 |  | $(134,984)$ $(133,000)$ | (29,167) | $26,784,688$ $28,848,744$ | $(401,313)$ $(588,405)$ | $(5,466)$ $(5446)$ | $(7,337,871)$ $(7,931,742)$ |
|  | $\begin{gathered} \text { May-23 } \\ \text { Jun-23 } \end{gathered}$ | 26,784,688 | $\begin{aligned} & 2,011,863 \\ & 2,291,901 \end{aligned}$ | $\begin{aligned} & 214,360 \\ & 257,231 \end{aligned}$ |  | $\begin{aligned} & (133,000) \\ & (152,683) \end{aligned}$ | $\begin{aligned} & (29,167) \\ & (29,167) \end{aligned}$ | $28,848,744$ $31,216,027$ | $(588,405)$ $(673,642)$ | $(5,466)$ $(5,466)$ | $(7,931,742)$ $(8,610850)$ |
| Total |  |  | 20,535,322 | 2,057,852 |  | $(2,001,654)$ | $(350,000)$ |  | $(5,788,276)$ | $(65,590)$ |  |

Footnotes:


FN2 There are currently no EDIT or known PJM Market Revenues associated with the ACE EE program however, in order to ascertain that the model is flexible, columns 9, 12 and 18 will remain within the actual and forecasted vintage years in case of future occurence.

Energy Efficiency and Demand Response Surcharge
Residential and Commercial Energy Efficiency Programs
Computation of Annual Amortization and CCRF Cost Components
$\begin{array}{lcl}\text { Computation of Annual Amorization and } & 2023 \\ \text { Year } \\ \text { Recovery (months) } & 120 \\ \text { Recovery (months) } & 60 & \text { Property, Plant and Equipment (PPE) }\end{array}$


Footnotes:


FN2 There are currently no EDIT or known PJM Market Revenues associated with the ACE EE program however, in order to ascertain that the model is flexible, columns 9,12 and 18 will remain within the actual and forecasted vintage years in case of future occurence.

## ACE

Energy Efficiency and Demand Response Surcharge Residential and Commercial Energy Efficiency Programs

Computation of Annual Amortization and CCRF Cost Components | Year |  |
| :--- | :--- |
| Recoery (months) | 2024 | $\begin{array}{lcl}\text { Recovery (months) } & 120 & \\ \text { Rroperty, Plant and Equipment (PPE) }\end{array}$



Footnotes:


N2 There are currently no EDIT or known PJM Market Revenues associated with the ACE EE program however, in order to ascertain that the model is flexible, columns 9,12 and 18 will remain within the actual and forecasted vintage years in case of future occurence.

## ACE

Energy Efficiency and Demand Response Surcharge
Residential and Commercial Energy Efficiency Programs
Computation of Annual Amortization and CCRF Cost Components
Computation of Annual Amortization and CCRF
2024
Rear
$\begin{array}{lcl}\text { Year } & 2024 \\ \text { Recovery (months) } & 120 \\ \text { Recovery (months) } & 60 & \text { Property, Plant and Equipment (PPE) }\end{array}$


Footnotes:
FN1 Refer to tab EE Amort. Table, row 132 for prior period true up and amortization expense on programs capitalized in prior periods layered into the forecasted amortization expense.

FN2 There are currently no EDIT or known PJM Market Revenues associated with the ACE EE program however, in order to ascertain that the model is flexible, columns 9,12 and 18 will remain within the actual and forecasted vintage years in case of future occurence.

Attachment 3

## YEAR 1 BILL IMPACTS

ATLANTIC CITY ELECTRIC COMPANY

| Present Rates vs. <br> Proposed Rates |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Monthly | Present <br> Delivery (\$) |  | Present Supply+T <br> (\$) |  | Present Total (\$) |  | $\begin{gathered}\text { New } \\ \text { Delivery }\end{gathered}$ (\$) |  | $\begin{gathered} \begin{array}{c} \text { New } \\ \text { Supply }+T \end{array} \\ (\$) \end{gathered}$ |  | New <br> Total <br> (\$) |  | Difference |  |  |  | Total Difference |  | (\%) |
| Usage |  |  |  |  |  |  |  | $y+T$ |  |  |  |  |  |  |  |
| (kWh) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 0 | \$ | 5.77 |  |  | \$ |  |  |  | \$ | 5.77 |  |  | \$ | 5.77 | \$ | - | \$ | 5.77 | \$ | - | \$ | - | \$ | - | 0.00\% |
| 25 | \$ | 7.90 |  |  | \$ | 2.64 |  |  | \$ | 10.54 | \$ | 7.90 | \$ | 2.65 | \$ | 10.55 | \$ | - | \$ | 0.01 | \$ | 0.01 | 0.09\% |
| 50 | \$ | 10.04 | \$ | 5.28 | \$ | 15.32 | \$ | 10.04 | \$ | 5.30 | \$ | 15.34 | \$ | - | \$ | 0.02 | \$ | 0.02 | 0.13\% |
| 75 | \$ | 12.17 | \$ | 7.91 | \$ | 20.08 | \$ | 12.17 | \$ | 7.94 | \$ | 20.11 | \$ | - | \$ | 0.03 | \$ | 0.03 | 0.15\% |
| 100 | \$ | 14.31 | \$ | 10.55 | \$ | 24.86 | \$ | 14.31 | \$ | 10.59 | \$ | 24.90 | \$ | - | \$ | 0.04 | \$ | 0.04 | 0.16\% |
| 150 | \$ | 18.58 | \$ | 15.83 | \$ | 34.41 | \$ | 18.58 | \$ | 15.89 | \$ | 34.47 | \$ | - | \$ | 0.06 | \$ | 0.06 | 0.17\% |
| 200 | \$ | 22.85 | \$ | 21.10 | \$ | 43.95 | \$ | 22.85 | \$ | 21.18 | \$ | 44.03 | \$ | - | \$ | 0.08 | \$ | 0.08 | 0.18\% |
| 250 | \$ | 27.12 | \$ | 26.38 | \$ | 53.50 | \$ | 27.12 | \$ | 26.48 | \$ | 53.60 | \$ | - | \$ | 0.10 | \$ | 0.10 | 0.19\% |
| 300 | \$ | 31.39 | \$ | 31.65 | \$ | 63.04 | \$ | 31.39 | \$ | 31.78 | \$ | 63.17 | \$ | - | \$ | 0.13 | \$ | 0.13 | 0.21\% |
| 350 | \$ | 35.66 | \$ | 36.93 | \$ | 72.59 | \$ | 35.66 | \$ | 37.07 | \$ | 72.73 | \$ | - | \$ | 0.14 | \$ | 0.14 | 0.19\% |
| 400 | \$ | 39.93 | \$ | 42.20 | \$ | 82.13 | \$ | 39.93 | \$ | 42.37 | \$ | 82.30 | \$ | - | \$ | 0.17 | \$ | 0.17 | 0.21\% |
| 450 | \$ | 44.20 | \$ | 47.48 | \$ | 91.68 | \$ | 44.20 | \$ | 47.66 | \$ | 91.86 | \$ | - | \$ | 0.18 | \$ | 0.18 | 0.20\% |
| 500 | \$ | 48.46 | \$ | 52.76 | \$ | 101.22 | \$ | 48.46 | \$ | 52.96 | \$ | 101.42 | \$ | - | \$ | 0.20 | \$ | 0.20 | 0.20\% |
| 600 | \$ | 57.00 | \$ | 63.31 | \$ | 120.31 | \$ | 57.00 | \$ | 63.55 | \$ | 120.55 | \$ | - | \$ | 0.24 | \$ | 0.24 | 0.20\% |
| 679 | \$ | 63.75 | \$ | 71.64 | \$ | 135.39 | \$ | 63.75 | \$ | 71.92 | \$ | 135.67 | \$ | - | \$ | 0.28 | \$ | 0.28 | 0.21\% |
| 700 | \$ | 65.54 | \$ | 73.86 | \$ | 139.40 | \$ | 65.54 | \$ | 74.15 | \$ | 139.69 | \$ | - | \$ | 0.29 | \$ | 0.29 | 0.21\% |
| 750 | \$ | 69.81 | \$ | 79.13 | \$ | 148.94 | \$ | 69.81 | \$ | 79.44 | \$ | 149.25 | \$ | - | \$ | 0.31 | \$ | 0.31 | 0.21\% |
| 800 | \$ | 74.08 | \$ | 84.41 | \$ | 158.49 | \$ | 74.08 | \$ | 84.74 | \$ | 158.82 | \$ | - | \$ | 0.33 | \$ | 0.33 | 0.21\% |
| 900 | \$ | 82.62 | \$ | 94.96 | \$ | 177.58 | \$ | 82.62 | \$ | 95.33 | \$ | 177.95 | \$ | - | \$ | 0.37 | \$ | 0.37 | 0.21\% |
| 1000 | \$ | 91.16 | \$ | 105.51 | \$ | 196.67 | \$ | 91.16 | \$ | 105.92 | \$ | 197.08 | \$ | - | \$ | 0.41 | \$ | 0.41 | 0.21\% |
| 1200 | \$ | 108.24 | \$ | 126.61 | \$ | 234.85 | \$ | 108.24 | \$ | 127.11 | \$ | 235.35 | \$ | - | \$ | 0.50 | \$ | 0.50 | 0.21\% |
| 1500 | \$ | 133.85 | \$ | 158.27 | \$ | 292.12 | \$ | 133.85 | \$ | 158.88 | \$ | 292.73 | \$ | - | \$ | 0.61 | \$ | 0.61 | 0.21\% |
| 2000 | \$ | 176.55 | \$ | 211.02 | \$ | 387.57 | \$ | 176.55 | \$ | 211.84 | \$ | 388.39 | \$ | - | \$ | 0.82 | \$ | 0.82 | 0.21\% |
| 2500 | \$ | 219.24 | \$ | 263.78 | \$ | 483.02 | \$ | 219.24 | \$ | 264.81 | \$ | 484.05 | \$ | - | \$ | 1.03 | \$ | 1.03 | 0.21\% |
| 3000 | \$ | 261.94 | \$ | 316.53 | \$ | 578.47 | \$ | 261.94 | \$ | 317.77 | \$ | 579.71 | \$ | - | \$ | 1.24 | \$ | 1.24 | 0.21\% |
| 3500 | \$ | 304.63 | \$ | 369.29 | \$ | 673.92 | \$ | 304.63 | \$ | 370.73 | \$ | 675.36 | \$ | - | \$ | 1.44 | \$ | 1.44 | 0.21\% |
| 4000 | \$ | 347.33 | \$ | 422.04 | \$ | 769.37 | \$ | 347.33 | \$ | 423.69 | \$ | 771.02 | \$ | - | \$ | 1.65 | \$ | 1.65 | 0.21\% |


| Present Ratesvs.Proposed Rates |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Monthly | Present Delivery |  | Present Supply+T |  | Present Total |  | New <br> Delivery |  | New Supply+T |  |  |  | Difference |  |  |  | Total |  |  |
| Usage |  |  |  | Total |  |  |  |  |  |  |  | ly+T |  |  |  |
| (kWh) |  | (\$) |  |  |  | (\$) |  |  |  | (\$) |  | (\$) |  | (\$) |  | (\$) |  |  |  |  |  | \$) | (\%) |
| 0 | \$ | 5.77 | \$ | - | \$ | 5.77 | \$ | 5.77 | \$ | - | \$ | 5.77 | \$ | - | \$ | - | \$ | - | 0.00\% |
| 25 | \$ | 8.04 | \$ | 2.37 | \$ | 10.41 | \$ | 8.04 | \$ | 2.38 | \$ | 10.42 | \$ | - | \$ | 0.01 | \$ | 0.01 | 0.10\% |
| 50 | \$ | 10.32 | \$ | 4.73 | \$ | 15.05 | \$ | 10.32 | \$ | 4.75 | \$ | 15.07 | \$ | - | \$ | 0.02 | \$ | 0.02 | 0.13\% |
| 75 | \$ | 12.59 | \$ | 7.10 | \$ | 19.69 | \$ | 12.59 | \$ | 7.13 | \$ | 19.72 | \$ | - | \$ | 0.03 | \$ | 0.03 | 0.15\% |
| 100 | \$ | 14.86 | \$ | 9.46 | \$ | 24.32 | \$ | 14.86 | \$ | 9.50 | \$ | 24.36 | \$ | - | \$ | 0.04 | \$ | 0.04 | 0.16\% |
| 150 | \$ | 19.41 | \$ | 14.19 | \$ | 33.60 | \$ | 19.41 | \$ | 14.25 | \$ | 33.66 | \$ | - | \$ | 0.06 | \$ | 0.06 | 0.18\% |
| 200 | \$ | 23.96 | \$ | 18.92 | \$ | 42.88 | \$ | 23.96 | \$ | 19.01 | \$ | 42.97 | \$ | - | \$ | 0.09 | \$ | 0.09 | 0.21\% |
| 250 | \$ | 28.51 | \$ | 23.65 | \$ | 52.16 | \$ | 28.51 | \$ | 23.76 | \$ | 52.27 | \$ | - | \$ | 0.11 | \$ | 0.11 | 0.21\% |
| 300 | \$ | 33.05 | \$ | 28.38 | \$ | 61.43 | \$ | 33.05 | \$ | 28.51 | \$ | 61.56 | \$ | - | \$ | 0.13 | \$ | 0.13 | 0.21\% |
| 350 | \$ | 37.60 | \$ | 33.12 | \$ | 70.72 | \$ | 37.60 | \$ | 33.26 | \$ | 70.86 | \$ | - | \$ | 0.14 | \$ | 0.14 | 0.20\% |
| 400 | \$ | 42.15 | \$ | 37.85 | \$ | 80.00 | \$ | 42.15 | \$ | 38.01 | \$ | 80.16 | \$ | - | \$ | 0.16 | \$ | 0.16 | 0.20\% |
| 450 | \$ | 46.69 | \$ | 42.58 | \$ | 89.27 | \$ | 46.69 | \$ | 42.76 | \$ | 89.45 | \$ | - | \$ | 0.18 | \$ | 0.18 | 0.20\% |
| 500 | \$ | 51.24 | \$ | 47.31 | \$ | 98.55 | \$ | 51.24 | \$ | 47.51 | \$ | 98.75 | \$ | - | \$ | 0.20 | \$ | 0.20 | 0.20\% |
| 600 | \$ | 60.33 | \$ | 56.77 | \$ | 117.10 | \$ | 60.33 | \$ | 57.02 | \$ | 117.35 | \$ | - | \$ | 0.25 | \$ | 0.25 | 0.21\% |
| 679 | \$ | 67.52 | \$ | 64.24 | \$ | 131.76 | \$ | 67.52 | \$ | 64.52 | \$ | 132.04 | \$ | - | \$ | 0.28 | \$ | 0.28 | 0.21\% |
| 700 | \$ | 69.43 | \$ | 66.23 | \$ | 135.66 | \$ | 69.43 | \$ | 66.52 | \$ | 135.95 | \$ | - | \$ | 0.29 | \$ | 0.29 | 0.21\% |
| 750 | \$ | 73.98 | \$ | 70.96 | \$ | 144.94 | \$ | 73.98 | \$ | 71.27 | \$ | 145.25 | \$ | - | \$ | 0.31 | \$ | 0.31 | 0.21\% |
| 800 | \$ | 79.06 | \$ | 76.20 | \$ | 155.26 | \$ | 79.06 | \$ | 76.52 | \$ | 155.58 | \$ | - | \$ | 0.32 | \$ | 0.32 | 0.21\% |
| 900 | \$ | 89.23 | \$ | 86.66 | \$ | 175.89 | \$ | 89.23 | \$ | 87.03 | \$ | 176.26 | \$ | - | \$ | 0.37 | \$ | 0.37 | 0.21\% |
| 1000 | \$ | 99.40 | \$ | 97.13 | \$ | 196.53 | \$ | 99.40 | \$ | 97.54 | \$ | 196.94 | \$ | - | \$ | 0.41 | \$ | 0.41 | 0.21\% |
| 1200 | \$ | 119.73 | \$ | 118.07 | \$ | 237.80 | \$ | 119.73 | \$ | 118.56 | \$ | 238.29 | \$ | - | \$ | 0.49 | \$ | 0.49 | 0.21\% |
| 1500 | \$ | 150.24 | \$ | 149.47 | \$ | 299.71 | \$ | 150.24 | \$ | 150.08 | \$ | 300.32 | \$ | - | \$ | 0.61 | \$ | 0.61 | 0.20\% |
| 2000 | \$ | 201.08 | \$ | 201.81 | \$ | 402.89 | \$ | 201.08 | \$ | 202.63 | \$ | 403.71 | \$ | - | \$ | 0.82 | \$ | 0.82 | 0.20\% |
| 2500 | \$ | 251.92 | \$ | 254.14 | \$ | 506.06 | \$ | 251.92 | \$ | 255.17 | \$ | 507.09 | \$ | - | \$ | 1.03 | \$ | 1.03 | 0.20\% |
| 3000 | \$ | 302.77 | \$ | 306.48 | \$ | 609.25 | \$ | 302.77 | \$ | 307.71 | \$ | 610.48 | \$ | - | \$ | 1.23 | \$ | 1.23 | 0.20\% |
| 3500 | \$ | 353.61 | \$ | 358.82 | \$ | 712.43 | \$ | 353.61 | \$ | 360.26 | \$ | 713.87 | \$ | - | \$ | 1.44 | \$ | 1.44 | 0.20\% |
| 4000 | \$ | 404.45 | \$ | 411.16 | \$ | 815.61 | \$ | 404.45 | \$ | 412.80 | \$ | 817.25 | \$ | - | \$ | 1.64 | \$ | 1.64 | 0.20\% |

Annual Average
Present Rates
vs.
Proposed Rates

| Monthly Usage | Present Delivery |  | Present Supply+T |  | Present Total |  | New Delivery |  | New Supply+T |  | New <br> Total |  | Difference |  |  |  | Total |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  | $y+T$ |  |  |  |  |  |
| (kWh) |  | (\$) |  |  |  | (\$) |  |  |  | (\$) |  |  |  | (\$) |  | (\$) |  | (\$) |  |  |  |  |  | ) | (\%) |
| 0 | \$ | 5.77 | \$ | - | \$ | 5.77 | \$ | 5.77 | \$ | - | \$ | 5.77 | \$ | - | \$ | - | \$ | - | 0.00\% |
| 25 | \$ | 7.95 | \$ | 2.55 | \$ | 10.50 | \$ | 7.95 | \$ | 2.56 | \$ | 10.51 | \$ | - | \$ | 0.01 | \$ | 0.01 | 0.10\% |
| 50 | \$ | 10.13 | \$ | 5.10 | \$ | 15.23 | \$ | 10.13 | \$ | 5.12 | \$ | 15.25 | \$ | - | \$ | 0.02 | \$ | 0.02 | 0.13\% |
| 75 | \$ | 12.31 | \$ | 7.64 | \$ | 19.95 | \$ | 12.31 | \$ | 7.67 | \$ | 19.98 | \$ | - | \$ | 0.03 | \$ | 0.03 | 0.15\% |
| 100 | \$ | 14.49 | \$ | 10.19 | \$ | 24.68 | \$ | 14.49 | \$ | 10.23 | \$ | 24.72 | \$ | - | \$ | 0.04 | \$ | 0.04 | 0.16\% |
| 150 | \$ | 18.86 | \$ | 15.28 | \$ | 34.14 | \$ | 18.86 | \$ | 15.34 | \$ | 34.20 | \$ | - | \$ | 0.06 | \$ | 0.06 | 0.18\% |
| 200 | \$ | 23.22 | \$ | 20.37 | \$ | 43.59 | \$ | 23.22 | \$ | 20.46 | \$ | 43.68 | \$ | - | \$ | 0.09 | \$ | 0.09 | 0.21\% |
| 250 | \$ | 27.58 | \$ | 25.47 | \$ | 53.05 | \$ | 27.58 | \$ | 25.57 | \$ | 53.15 | \$ | - | \$ | 0.10 | \$ | 0.10 | 0.19\% |
| 300 | \$ | 31.94 | \$ | 30.56 | \$ | 62.50 | \$ | 31.94 | \$ | 30.69 | \$ | 62.63 | \$ | - | \$ | 0.13 | \$ | 0.13 | 0.21\% |
| 350 | \$ | 36.31 | \$ | 35.66 | \$ | 71.97 | \$ | 36.31 | \$ | 35.80 | \$ | 72.11 | \$ | - | \$ | 0.14 | \$ | 0.14 | 0.19\% |
| 400 | \$ | 40.67 | \$ | 40.75 | \$ | 81.42 | \$ | 40.67 | \$ | 40.92 | \$ | 81.59 | \$ | - | \$ | 0.17 | \$ | 0.17 | 0.21\% |
| 450 | \$ | 45.03 | \$ | 45.85 | \$ | 90.88 | \$ | 45.03 | \$ | 46.03 | \$ | 91.06 | \$ | - | \$ | 0.18 | \$ | 0.18 | 0.20\% |
| 500 | \$ | 49.39 | \$ | 50.94 | \$ | 100.33 | \$ | 49.39 | \$ | 51.14 | \$ | 100.53 | \$ | - | \$ | 0.20 | \$ | 0.20 | 0.20\% |
| 600 | \$ | 58.11 | \$ | 61.13 | \$ | 119.24 | \$ | 58.11 | \$ | 61.37 | \$ | 119.48 | \$ | - | \$ | 0.24 | \$ | 0.24 | 0.20\% |
| 679 | \$ | 65.01 | \$ | 69.17 | \$ | 134.18 | \$ | 65.01 | \$ | 69.45 | \$ | 134.46 | \$ | - | \$ | 0.28 | \$ | 0.28 | 0.21\% |
| 700 | \$ | 66.84 | \$ | 71.32 | \$ | 138.16 | \$ | 66.84 | \$ | 71.61 | \$ | 138.45 | \$ | - | \$ | 0.29 | \$ | 0.29 | 0.21\% |
| 750 | \$ | 71.20 | \$ | 76.41 | \$ | 147.61 | \$ | 71.20 | \$ | 76.72 | \$ | 147.92 | \$ | - | \$ | 0.31 | \$ | 0.31 | 0.21\% |
| 800 | \$ | 75.74 | \$ | 81.67 | \$ | 157.41 | \$ | 75.74 | \$ | 82.00 | \$ | 157.74 | \$ | - | \$ | 0.33 | \$ | 0.33 | 0.21\% |
| 900 | \$ | 84.82 | \$ | 92.19 | \$ | 177.01 | \$ | 84.82 | \$ | 92.56 | \$ | 177.38 | \$ | - | \$ | 0.37 | \$ | 0.37 | 0.21\% |
| 1000 | \$ | 93.91 | \$ | 102.72 | \$ | 196.63 | \$ | 93.91 | \$ | 103.13 | \$ | 197.04 | \$ | - | \$ | 0.41 | \$ | 0.41 | 0.21\% |
| 1200 | \$ | 112.07 | \$ | 123.76 | \$ | 235.83 | \$ | 112.07 | \$ | 124.26 | \$ | 236.33 | \$ | - | \$ | 0.50 | \$ | 0.50 | 0.21\% |
| 1500 | \$ | 139.31 | \$ | 155.34 | \$ | 294.65 | \$ | 139.31 | \$ | 155.95 | \$ | 295.26 | \$ | - | \$ | 0.61 | + | 0.61 | 0.21\% |
| 2000 | \$ | 184.73 | \$ | 207.95 | \$ | 392.68 | \$ | 184.73 | \$ | 208.77 | \$ | 393.50 | \$ | - | \$ | 0.82 | \$ | 0.82 | 0.21\% |
| 2500 | \$ | 230.13 | \$ | 260.57 | \$ | 490.70 | \$ | 230.13 | \$ | 261.60 | \$ | 491.73 | \$ | - | \$ | 1.03 | \$ | 1.03 | 0.21\% |
| 3000 | \$ | 275.55 | \$ | 313.18 | \$ | 588.73 | \$ | 275.55 | \$ | 314.42 | \$ | 589.97 | \$ | - | \$ | 1.24 | \$ | 1.24 | 0.21\% |
| 3500 | \$ | 320.96 | \$ | 365.80 | \$ | 686.76 | \$ | 320.96 | \$ | 367.24 | \$ | 688.20 | \$ | - | \$ | 1.44 | \$ | 1.44 | 0.21\% |
| 4000 | \$ | 366.37 | \$ | 418.41 | \$ | 784.78 | \$ | 366.37 | \$ | 420.06 | \$ | 786.43 | \$ | - | \$ | 1.65 | \$ | 1.65 | 0.21\% |





ATLANTIC CITY ELECTRIC COMPANY
MONTHLY GENERAL SERVICE PRIMARY ("MGS Primary")
8 WINTER MONTHS (October Through May)

| Present Rates vs. <br> Proposed Rates |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Demand | Load <br> Factor | Energy |  |  | Present Distribution |  | PresentBGS and Other Charges |  | Present Total |  | New Distribution |  | $\begin{gathered} \text { New } \\ \text { BGS and Other Charges } \end{gathered}$ |  | New Total |  | Difference Distribution |  | Difference BGS and Other Charges |  | Total Difference |  | Total Difference |
| (kW) | (\%) | (kWh) | Dist kW | Trans kW |  | (\$) |  | (\$) |  |  |  | (\$) |  |  |  | (\$) |  | \$) |  | (\$) |  | (\$) | (\%) |
| 5 | 20 | 730 | 5.00 | 2 | \$ | 52.50 | \$ | 73.16 | \$ | 125.66 | \$ | 52.50 | \$ | 73.46 | \$ | 125.96 | \$ |  | \$ | 0.30 | \$ | 0.30 | 0.2\% |
| 5 | 30 | 1,095 | 5.00 | 2 | \$ | 68.33 | \$ | 107.59 | \$ | 175.91 | \$ | 68.33 | \$ | 108.04 | \$ | 176.36 | \$ | - | \$ | 0.45 | \$ | 0.45 | 0.3\% |
| 5 | 40 | 1,460 | 5.00 | 2 | \$ | 84.15 | \$ | 142.01 | \$ | 226.16 | \$ | 84.15 | \$ | 142.61 | \$ | 226.76 | \$ | - | \$ | 0.60 | \$ | 0.60 | 0.3\% |
| 5 | 50 | 1,825 | 5.00 | 2 | \$ | 99.98 | \$ | 176.43 |  | 276.41 | \$ | 99.98 | \$ | 177.18 | \$ | 277.16 | \$ |  | \$ | 0.75 | \$ | 0.75 | 0.3\% |
| 5 | 60 | 2,190 | 5.00 | 2 | \$ | 115.80 |  | 210.85 | \$ | 326.65 | \$ | 115.80 | \$ | 211.75 | \$ | 327.55 | \$ |  | \$ | 0.90 | \$ | 0.90 | 0.3\% |
| 5 | 70 | 2,555 | 5.00 | 2 | \$ | 131.63 | \$ | 245.27 | \$ | 376.90 | \$ | 131.63 | \$ | 246.32 | \$ | 377.95 | \$ |  | \$ | 1.05 | \$ | 1.05 | 0.3\% |
| 5 | 80 | 2,920 | 5.00 | 2 | \$ | 147.46 | \$ | 279.69 | \$ | 427.15 | \$ | 147.46 | \$ | 280.89 | \$ | 428.35 | \$ | - | \$ | 1.20 | \$ | 1.20 | 0.3\% |
| 10 | 20 | 1,460 | 10.00 | 7 | \$ | 90.30 | \$ | 152.81 | \$ | 243.11 | \$ | 90.30 | \$ | 153.41 | \$ | 243.71 | \$ |  | \$ | 0.60 | \$ | 0.60 | 0.2\% |
| 10 | 30 | 2,190 | 10.00 | 7 | \$ | 121.95 | \$ | 221.65 | \$ | 343.60 | \$ | 121.95 | \$ | 222.55 | \$ | 344.50 | \$ | - | \$ | 0.90 | \$ | 0.90 | 0.3\% |
| 10 | 40 | 2,920 | 10.00 | 7 | \$ | 153.61 | \$ | 290.49 | \$ | 444.10 | \$ | 153.61 | \$ | 291.69 | \$ | 445.30 | \$ | - | \$ | 1.20 | \$ | 1.20 | 0.3\% |
| 10 | 50 | 3,650 | 10.00 | 7 | \$ | 185.26 | \$ | 359.34 | \$ | 544.59 | \$ | 185.26 | \$ | 360.84 | \$ | 546.09 | \$ | - | \$ | 1.50 | \$ | 1.50 | 0.3\% |
| 10 | 60 | 4,380 | 10.00 | 7 | \$ | 216.91 | \$ | 428.18 | \$ | 645.09 | \$ | 216.91 | \$ | 429.98 | \$ | 646.89 | \$ | - | \$ | 1.80 | \$ | 1.80 | 0.3\% |
| 10 | 70 | 5,110 | 10.00 | 7 | \$ | 248.56 | \$ | 497.02 | \$ | 745.58 | \$ | 248.56 | \$ | 499.12 | \$ | 747.68 | \$ | - | \$ | 2.10 | \$ | 2.10 | 0.3\% |
| 10 | 80 | 5,840 | 10.00 | 7 | \$ | 280.21 | \$ | 565.87 | \$ | 846.08 | \$ | 280.21 | \$ | 568.27 | \$ | 848.48 | \$ | - | \$ | 2.40 | \$ | 2.40 | 0.3\% |
| 20 | 20 | 2,920 | 20.00 | 17 |  | 165.91 | \$ | 312.09 | \$ | 478.00 | \$ | 165.91 | \$ | 313.29 | \$ | 479.20 | \$ |  | \$ | 1.20 | \$ | 1.20 | 0.3\% |
| 20 | 30 | 4,380 | 20.00 | 17 |  | 229.21 |  | 449.78 | \$ | 678.99 | \$ | 229.21 | \$ | 451.58 | \$ | 680.79 | \$ | - | \$ | 1.80 | \$ | 1.80 | 0.3\% |
| 20 | 40 | 5,840 | 20.00 | 17 | \$ | 292.51 | \$ | 587.47 | \$ | 879.98 | \$ | 292.51 | \$ | 589.87 | \$ | 882.38 | \$ | - | \$ | 2.40 | \$ | 2.40 | 0.3\% |
| 20 | 50 | 7,300 | 20.00 | 17 | \$ | 355.81 | \$ | 725.15 | \$ | 1,080.97 | \$ | 355.81 | \$ | 728.15 | \$ | 1,083.97 | \$ | - | \$ | 3.00 | \$ | 3.00 | 0.3\% |
| 20 | 60 | 8,760 | 20.00 | 17 | \$ | 419.12 | \$ | 862.84 | \$ | 1,281.96 | \$ | 419.12 | \$ | 866.44 | \$ | 1,285.56 | \$ | - | \$ | 3.60 | \$ | 3.60 | 0.3\% |
| 20 | 70 | 10,220 | 20.00 | 17 | \$ | 482.42 | \$ | 1,000.53 | \$ | 1,482.95 | \$ | 482.42 | \$ | 1,004.73 | \$ | 1,487.15 | \$ | - | \$ | 4.20 | \$ | 4.20 | 0.3\% |
| 20 | 80 | 11,680 | 20.00 | 17 | \$ | 545.72 | \$ | 1,138.21 | \$ | 1,683.94 | \$ | 545.72 | + | 1,143.01 | \$ | 1,688.74 | \$ |  | \$ | 4.80 | \$ | 4.80 | 0.3\% |
| 30 | 20 | 4,380 | 30.00 | 27 |  | 241.51 | \$ | 471.38 | \$ | 712.89 | \$ | 241.51 | \$ | 473.18 | \$ | 714.69 | \$ |  | \$ | 1.80 | \$ | 1.80 | 0.3\% |
| 30 | 30 | 6,570 | 30.00 | 27 | \$ | 336.46 | \$ | 677.91 |  | 1,014.37 | \$ | 336.46 | \$ | 680.61 | \$ | 1,017.07 | \$ | - | \$ | 2.70 | \$ | 2.70 | 0.3\% |
| 30 | 40 | 8,760 | 30.00 | 27 | \$ | 431.42 | \$ | 884.44 | \$ | 1,315.86 | \$ | 431.42 | \$ | 888.04 | \$ | 1,319.46 | \$ | - | \$ | 3.60 | \$ | 3.60 | 0.3\% |
| 30 | 50 | 10,950 | 30.00 | 27 | \$ | 526.37 | \$ | 1,090.97 | \$ | 1,617.34 | \$ | 526.37 | \$ | 1,095.47 | \$ | 1,621.84 | \$ | - | \$ | 4.50 | \$ | 4.50 | 0.3\% |
| 30 | 60 | 13,140 | 30.00 | 27 | \$ | 621.32 | \$ | 1,297.50 | \$ | 1,918.82 | \$ | 621.32 | \$ | 1,302.90 | \$ | 1,924.23 | \$ | - | \$ | 5.40 | \$ | 5.40 | 0.3\% |
| 30 | 70 | 15,330 | 30.00 | 27 | \$ | 716.28 | \$ | 1,504.03 | \$ | 2,220.31 | \$ | 716.28 | \$ | 1,510.33 | \$ | 2,226.61 |  | - | \$ | 6.30 | \$ | 6.30 | 0.3\% |
| 30 | 80 | 17,520 | 30.00 | 27 | \$ | 811.23 | \$ | 1,710.56 | \$ | 2,521.79 | \$ | 811.23 | \$ | 1,717.76 | \$ | 2,528.99 | \$ |  | \$ | 7.20 | \$ | 7.20 | 0.3\% |
| 50 | 20 | 7,300 | 50.00 | 47 |  | 392.71 | \$ | 789.95 | \$ | 1,182.67 | \$ | 392.71 | \$ | 792.95 | \$ | 1,185.67 | \$ | - | \$ | 3.00 | \$ | 3.00 | 0.3\% |
| 50 | 30 | 10,950 | 50.00 | 47 | \$ | 550.97 | \$ | 1,134.17 |  | 1,685.14 | \$ | 550.97 | \$ | 1,138.67 | \$ | 1,689.64 | \$ | - | \$ | 4.50 | \$ | 4.50 | 0.3\% |
| 50 | 40 | 14,600 | 50.00 | 47 | \$ | 709.23 | \$ | 1,478.39 | \$ | 2,187.61 | \$ | 709.23 | \$ | 1,484.39 | \$ | 2,193.62 | \$ | - | \$ | 6.00 | \$ | 6.00 | 0.3\% |
| 50 | 50 | 18,250 | 50.00 | 47 | \$ | 867.48 | \$ | 1,822.60 | - | 2,690.09 | \$ | 867.48 | \$ | 1,830.11 | \$ | 2,697.59 | \$ | - | \$ | 7.50 | \$ | 7.50 | 0.3\% |
| 50 | 60 | 21,900 | 50.00 | 47 | \$ | 1,025.74 | \$ | 2,166.82 | \$ | 3,192.56 | \$ | 1,025.74 | \$ | 2,175.82 | \$ | 3,201.56 | \$ | - | \$ | 9.00 | \$ | 9.00 | 0.3\% |
| 50 | 70 | 25,550 | 50.00 | 47 | \$ | 1,184.00 | \$ | 2,511.04 | \$ | 3,695.04 | \$ | 1,184.00 | \$ | 2,521.54 | \$ | 3,705.54 | \$ | - | \$ | 10.50 | \$ | 10.50 | 0.3\% |
| 50 | 80 | 29,200 | 50.00 | 47 | \$ | 1,342.25 | \$ | 2,855.26 | \$ | 4,197.51 | \$ | 1,342.25 | \$ | 2,867.26 | \$ | 4,209.51 | \$ | - | \$ | 12.00 | \$ | 12.00 | 0.3\% |
| 75 | 30 | 16,425 | 75.00 | 72 | \$ | 819.11 | \$ | 1,704.50 | \$ | 2,523.60 | \$ | 819.11 | \$ | 1,711.25 | \$ | 2,530.35 | \$ | - | \$ | 6.75 | \$ | 6.75 | 0.3\% |
| 75 | 40 | 21,900 | 75.00 | 72 | \$ | 1,056.49 | \$ | 2,220.82 |  | 3,277.31 | \$ | 1,056.49 | \$ | 2,229.82 | \$ | 3,286.31 | \$ | - | \$ | 9.00 | \$ | 9.00 | 0.3\% |
| 75 | 50 | 27,375 | 75.00 | 72 | \$ | 1,293.88 | \$ | 2,737.15 | \$ | 4,031.02 | \$ | 1,293.88 | \$ | 2,748.40 | - | 4,042.27 | \$ | - | \$ | 11.25 | \$ | 11.25 | 0.3\% |
| 75 | 60 | 32,850 | 75.00 | 72 | \$ | 1,531.26 | \$ | 3,253.47 | \$ | 4,784.73 | \$ | 1,531.26 | \$ | 3,266.97 | - | 4,798.23 | \$ | - | \$ | 13.50 | \$ | 13.50 | 0.3\% |
| 75 | 70 | 38,325 | 75.00 | 72 | \$ | 1,768.65 | \$ | 3,769.80 | \$ | 5,538.44 | \$ | 1,768.65 | \$ | 3,785.55 | \$ | 5,554.19 | \$ | - | \$ | 15.75 | \$ | 15.75 | 0.3\% |
| 75 | 80 | 43,800 | 75.00 | 72 | \$ | 2,006.03 | \$ | 4,286.12 | \$ | 6,292.15 | \$ | 2,006.03 | \$ | 4,304.12 | \$ | 6,310.16 | \$ | - | \$ | 18.00 | \$ | 18.00 | 0.3\% |
| 75 | 90 | 49,275 | 75.00 | 72 | \$ | 2,243.42 | \$ | 4,802.45 | \$ | 7,045.86 | \$ | 2,243.42 | \$ | 4,822.70 | \$ | 7,066.12 | \$ | - | \$ | 20.25 | \$ | 20.25 | 0.3\% |
| 100 | 30 | 21,900 | 100.00 | 97 | + | 1,087.24 | \$ | 2,274.82 | \$ | 3,362.06 | \$ | 1,087.24 | \$ | 2,283.82 | \$ | 3,371.06 | \$ | - | \$ | 9.00 | \$ | 9.00 | 0.3\% |
| 100 | 40 | 29,200 | 100.00 | 97 | \$ | 1,403.75 | \$ | 2,963.26 | \$ | 4,367.01 | \$ | 1,403.75 | \$ | 2,975.26 | \$ | 4,379.01 | \$ | - | \$ | 12.00 | \$ | 12.00 | 0.3\% |
| 100 | 50 | 36,500 | 100.00 | 97 | \$ | 1,720.27 | \$ | 3,651.69 | \$ | 5,371.96 | \$ | 1,720.27 | \$ | 3,666.69 | \$ | 5,386.96 | \$ | - | \$ | 15.00 | \$ | 15.00 | 0.3\% |
| 100 | 60 | 43,800 | 100.00 | 97 | \$ | 2,036.78 | \$ | 4,340.12 | \$ | 6,376.90 | \$ | 2,036.78 | \$ | 4,358.12 | \$ | 6,394.91 | \$ | - | \$ | 18.00 | \$ | 18.00 | 0.3\% |
| 100 | 70 | 51,100 | 100.00 | 97 | \$ | 2,353.29 | \$ | 5,028.56 | \$ | 7,381.85 | \$ | 2,353.29 | \$ | 5,049.56 | \$ | 7,402.85 | \$ | - | \$ | 21.00 | \$ | 21.00 | 0.3\% |
| 100 | 80 | 58,400 | 100.00 | 97 | \$ | 2,669.81 | \$ | 5,716.99 | \$ | 8,386.80 | \$ | 2,669.81 | \$ | 5,740.99 | \$ | 8,410.80 | \$ | - | \$ | 24.00 | \$ | 24.00 | 0.3\% |
| 100 | 90 | 65,700 | 100.00 | 97 |  | 2,986.32 | \$ | 6,405.42 | \$ | 9,391.74 | \$ | 2,986.32 | \$ | 6,432.43 | \$ | 9,418.75 | \$ | - | \$ | 27.00 | \$ | 27.00 | 0.3\% |
| 200 | 30 | 43,800 | 200.00 | 197 | \$ | 2,159.78 | \$ | 4,556.12 | \$ | 6,715.90 | \$ | 2,159.78 | \$ | 4,574.12 | \$ | 6,733.91 | \$ | - | \$ | 18.00 | \$ | 18.00 | 0.3\% |
| 200 | 40 | 58,400 | 200.00 | 197 | \$ | 2,792.81 | \$ | 5,932.99 | \$ | 8,725.80 | \$ | 2,792.81 | \$ | 5,956.99 |  | 8,749.80 | \$ | - | \$ | 24.00 | \$ | 24.00 | 0.3\% |
| 200 | 50 | 73,000 | 200.00 | 197 | \$ | 3,425.83 | \$ | 7,309.86 |  | 10,735.69 | \$ | 3,425.83 | \$ | 7,339.86 | \$ | 10,765.70 | \$ | - | \$ | 30.00 | \$ | 30.00 | 0.3\% |
| 200 | 60 | 87,600 | 200.00 | 197 | \$ | 4,058.86 | \$ | 8,686.73 |  | 12,745.59 | \$ | 4,058.86 | \$ | 8,722.73 | \$ | 12,781.59 | \$ | - | \$ | 36.00 | \$ | 36.00 | 0.3\% |
| 200 | 70 | 102,200 | 200.00 | 197 | \$ | 4,691.89 | \$ | 10,063.59 |  | 14,755.48 | + | 4,691.89 | \$ | 10,105.60 |  | 14,797.49 | \$ | - | \$ | 42.00 | \$ | 42.00 | 0.3\% |
| 200 | 80 | 116,800 | 200.00 | 197 | \$ | 5,324.91 | \$ | 11,440.46 |  | 16,765.38 | \$ | 5,324.91 | \$ | 11,488.47 |  | 16,813.38 | \$ | - | \$ | 48.00 | \$ | 48.00 | 0.3\% |
| 200 | 90 | 131,400 | 200.00 | 197 | \$ | 5,957.94 | \$ | 12,817.33 |  | 18,775.27 | \$ | 5,957.94 | \$ | 12,871.33 |  | 18,829.28 | \$ | - | \$ | 54.01 | \$ | 54.01 | 0.3\% |

ATLANTIC CITY ELECTRIC COMPANY
MONTHLY GENERAL SERVICE PRIMARY ("MGS Primary")
4 SUMMER MONTHS (June Through September)


## ATLANTIC CITY ELECTRIC COMPANY <br> MONTHLY GENERAL SERVICE PRIMARY ("MGS Primary") <br> Annual Average

Present Rates
vs.


ATLANTIC CITY ELECTRIC COMPANY
ANNUAL GENERAL SERVICE SECONDARY ("AGS Secondary")
8 WINTER MONTHS (October Through May)

## Present Rates



Present Rates
vs.
Proposed Rates



ATLANTIC CITY ELECTRIC COMPANY
ATLANTIC CITY ELECTRIC COMPANY
ANNUAL GENERAL SERVICE PRIMARY ("AGS Primary")
8 WINTER MONTHS (October Through May)

## Present Rates



ATLANTIC CITY ELECTRIC COMPANY
ANNUAL GENERAL SERVICE PRIMARY ("AGS Primary")
4 SUMMER MONTHS (June Through September)



Attachment 3

17 of 48

## YEAR 2 BILL IMPACTS

FOR ILLUSTRATIVE PURPOSES

ATLANTIC CITY ELECTRIC COMPANY

Present Rates
vs.
Proposed Rates

| Monthly | Present <br> Delivery |  | Present Supply+T |  | Present Total |  | New Delivery |  | New Supply+T |  | New <br> Total |  | Difference |  |  |  | Total |  | (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Usage |  |  | $\frac{\text { Delivery }}{(\$)}$ |  |  |  | $\frac{\text { Supply }+ \text { T }}{(\$)}$ |  |  |  | Difference |  |
| (kWh) |  | (\$) |  |  |  | \$) |  |  |  | (\$) |  |  |  | (\$) |  | \$) |  | (\$) |  |  |  |
| 0 | \$ | 5.77 | \$ | - | \$ | 5.77 | \$ | 5.77 | \$ | - | \$ | 5.77 | \$ | - | \$ | - | \$ | - | 0.00\% |
| 25 | \$ | 7.90 | \$ | 2.65 | \$ | 10.55 | \$ | 7.90 | \$ | 2.66 | \$ | 10.56 | \$ | - | \$ | 0.01 | \$ | 0.01 | 0.09\% |
| 50 | \$ | 10.04 | \$ | 5.30 | \$ | 15.34 | \$ | 10.04 | \$ | 5.33 | \$ | 15.37 | \$ | - | \$ | 0.03 | \$ | 0.03 | 0.20\% |
| 75 | \$ | 12.17 | \$ | 7.94 | \$ | 20.11 | \$ | 12.17 | \$ | 7.99 | \$ | 20.16 | \$ | - | \$ | 0.05 | \$ | 0.05 | 0.25\% |
| 100 | \$ | 14.31 | \$ | 10.59 | \$ | 24.90 | \$ | 14.31 | \$ | 10.65 | \$ | 24.96 | \$ | - | \$ | 0.06 | \$ | 0.06 | 0.24\% |
| 150 | \$ | 18.58 | \$ | 15.89 | \$ | 34.47 | \$ | 18.58 | \$ | 15.98 | \$ | 34.56 | \$ | - | \$ | 0.09 | \$ | 0.09 | 0.26\% |
| 200 | \$ | 22.85 | \$ | 21.18 | \$ | 44.03 | \$ | 22.85 | \$ | 21.30 | \$ | 44.15 | \$ | - | \$ | 0.12 | \$ | 0.12 | 0.27\% |
| 250 | \$ | 27.12 | \$ | 26.48 | \$ | 53.60 | \$ | 27.12 | \$ | 26.63 | \$ | 53.75 | \$ | - | \$ | 0.15 | \$ | 0.15 | 0.28\% |
| 300 | \$ | 31.39 | \$ | 31.78 | \$ | 63.17 | \$ | 31.39 | \$ | 31.95 | \$ | 63.34 | \$ | - | \$ | 0.17 | \$ | 0.17 | 0.27\% |
| 350 | \$ | 35.66 | \$ | 37.07 | \$ | 72.73 | \$ | 35.66 | \$ | 37.28 | \$ | 72.94 | \$ | - | \$ | 0.21 | \$ | 0.21 | 0.29\% |
| 400 | \$ | 39.93 | \$ | 42.37 | \$ | 82.30 | \$ | 39.93 | \$ | 42.60 | \$ | 82.53 | \$ | - | \$ | 0.23 | \$ | 0.23 | 0.28\% |
| 450 | \$ | 44.20 | \$ | 47.66 | \$ | 91.86 | \$ | 44.20 | \$ | 47.93 | \$ | 92.13 | \$ | - | \$ | 0.27 | \$ | 0.27 | 0.29\% |
| 500 | \$ | 48.46 | \$ | 52.96 | \$ | 101.42 | \$ | 48.46 | \$ | 53.25 | \$ | 101.71 | \$ | - | \$ | 0.29 | \$ | 0.29 | 0.29\% |
| 600 | \$ | 57.00 | \$ | 63.55 | \$ | 120.55 | \$ | 57.00 | \$ | 63.90 | \$ | 120.90 | \$ | - | \$ | 0.35 | \$ | 0.35 | 0.29\% |
| 679 | \$ | 63.75 | \$ | 71.92 | \$ | 135.67 | \$ | 63.75 | \$ | 72.32 | \$ | 136.07 | \$ | - | \$ | 0.40 | \$ | 0.40 | 0.29\% |
| 700 | \$ | 65.54 | \$ | 74.15 | \$ | 139.69 | \$ | 65.54 | \$ | 74.55 | \$ | 140.09 | \$ | - | \$ | 0.40 | \$ | 0.40 | 0.29\% |
| 750 | \$ | 69.81 | \$ | 79.44 | \$ | 149.25 | \$ | 69.81 | \$ | 79.88 | \$ | 149.69 | \$ | - | \$ | 0.44 | \$ | 0.44 | 0.29\% |
| 800 | \$ | 74.08 | \$ | 84.74 | \$ | 158.82 | \$ | 74.08 | \$ | 85.20 | \$ | 159.28 | \$ | - | \$ | 0.46 | \$ | 0.46 | 0.29\% |
| 900 | \$ | 82.62 | \$ | 95.33 | \$ | 177.95 | \$ | 82.62 | \$ | 95.86 | \$ | 178.48 | \$ | - | \$ | 0.53 | \$ | 0.53 | 0.30\% |
| 1000 | \$ | 91.16 | \$ | 105.92 | \$ | 197.08 | \$ | 91.16 | \$ | 106.51 | \$ | 197.67 | \$ | - | \$ | 0.59 | \$ | 0.59 | 0.30\% |
| 1200 | \$ | 108.24 | \$ | 127.11 | \$ | 235.35 | \$ | 108.24 | \$ | 127.81 | \$ | 236.05 | \$ | - | \$ | 0.70 | \$ | 0.70 | 0.30\% |
| 1500 | \$ | 133.85 | \$ | 158.88 | \$ | 292.73 | \$ | 133.85 | \$ | 159.76 | \$ | 293.61 | \$ | - | \$ | 0.88 | \$ | 0.88 | 0.30\% |
| 2000 | \$ | 176.55 | \$ | 211.84 | \$ | 388.39 | \$ | 176.55 | \$ | 213.01 | \$ | 389.56 | \$ | - | \$ | 1.17 | \$ | 1.17 | 0.30\% |
| 2500 | \$ | 219.24 | \$ | 264.81 | \$ | 484.05 | \$ | 219.24 | \$ | 266.27 | \$ | 485.51 | \$ | - | \$ | 1.46 | \$ | 1.46 | 0.30\% |
| 3000 | \$ | 261.94 | \$ | 317.77 | \$ | 579.71 | \$ | 261.94 | \$ | 319.52 | \$ | 581.46 | \$ | - | \$ | 1.75 | \$ | 1.75 | 0.30\% |
| 3500 | \$ | 304.63 | \$ | 370.73 | \$ | 675.36 | \$ | 304.63 | \$ | 372.77 | \$ | 677.40 | \$ | - | \$ | 2.04 | \$ | 2.04 | 0.30\% |
| 4000 | \$ | 347.33 | \$ | 423.69 | \$ | 771.02 | \$ | 347.33 | \$ | 426.02 | \$ | 773.35 | \$ | - | \$ | 2.33 | \$ | 2.33 | 0.30\% |


| Present Rates vs. <br> Proposed Rates |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Monthly | Present Delivery |  | Present Supply+T |  | Present Total |  | New Delivery |  | New Supply+T |  |  |  | Difference |  |  |  | Total |  |  |
| Usage |  |  |  | Total |  |  |  |  |  |  |  | $y+\mathrm{T}$ |  |  |  |
| (kWh) |  | (\$) |  |  |  | (\$) |  |  |  | (\$) |  | (\$) |  | \$) |  | (\$) |  |  |  |  |  | \$) | (\%) |
| 0 | \$ | 5.77 | \$ | - | \$ | 5.77 | \$ | 5.77 | \$ |  | \$ | 5.77 | \$ | - | \$ | - | \$ | - | 0.00\% |
| 25 | \$ | 8.04 | \$ | 2.38 | \$ | 10.42 | \$ | 8.04 | \$ | 2.39 | \$ | 10.43 | \$ | - | \$ | 0.01 | \$ | 0.01 | 0.10\% |
| 50 | \$ | 10.32 | \$ | 4.75 | \$ | 15.07 | \$ | 10.32 | \$ | 4.78 | \$ | 15.10 | \$ | - | \$ | 0.03 | \$ | 0.03 | 0.20\% |
| 75 | \$ | 12.59 | \$ | 7.13 | \$ | 19.72 | \$ | 12.59 | \$ | 7.17 | \$ | 19.76 | \$ | - | \$ | 0.04 | \$ | 0.04 | 0.20\% |
| 100 | \$ | 14.86 | \$ | 9.50 | \$ | 24.36 | \$ | 14.86 | \$ | 9.56 | \$ | 24.42 | \$ | - | \$ | 0.06 | \$ | 0.06 | 0.25\% |
| 150 | \$ | 19.41 | \$ | 14.25 | \$ | 33.66 | \$ | 19.41 | \$ | 14.34 | \$ | 33.75 | \$ | - | \$ | 0.09 | \$ | 0.09 | 0.27\% |
| 200 | \$ | 23.96 | \$ | 19.01 | \$ | 42.97 | \$ | 23.96 | \$ | 19.12 | \$ | 43.08 | \$ | - | \$ | 0.11 | \$ | 0.11 | 0.26\% |
| 250 | \$ | 28.51 | \$ | 23.76 | \$ | 52.27 | \$ | 28.51 | \$ | 23.90 | \$ | 52.41 | \$ | - | \$ | 0.14 | \$ | 0.14 | 0.27\% |
| 300 | \$ | 33.05 | \$ | 28.51 | \$ | 61.56 | \$ | 33.05 | \$ | 28.68 | \$ | 61.73 | \$ | - | \$ | 0.17 | \$ | 0.17 | 0.28\% |
| 350 | \$ | 37.60 | \$ | 33.26 | \$ | 70.86 | \$ | 37.60 | \$ | 33.46 | \$ | 71.06 | \$ | - | \$ | 0.20 | \$ | 0.20 | 0.28\% |
| 400 | \$ | 42.15 | \$ | 38.01 | \$ | 80.16 | \$ | 42.15 | \$ | 38.24 | \$ | 80.39 | \$ | - | \$ | 0.23 | \$ | 0.23 | 0.29\% |
| 450 | \$ | 46.69 | \$ | 42.76 | \$ | 89.45 | \$ | 46.69 | \$ | 43.02 | \$ | 89.71 | \$ | - | \$ | 0.26 | \$ | 0.26 | 0.29\% |
| 500 | \$ | 51.24 | \$ | 47.51 | \$ | 98.75 | \$ | 51.24 | \$ | 47.81 | \$ | 99.05 | \$ | - | \$ | 0.30 | \$ | 0.30 | 0.30\% |
| 600 | \$ | 60.33 | \$ | 57.02 | \$ | 117.35 | \$ | 60.33 | \$ | 57.37 | \$ | 117.70 | \$ | - | \$ | 0.35 | \$ | 0.35 | 0.30\% |
| 679 | \$ | 67.52 | \$ | 64.52 | \$ | 132.04 | \$ | 67.52 | \$ | 64.92 | \$ | 132.44 | \$ | - | \$ | 0.40 | \$ | 0.40 | 0.30\% |
| 700 | \$ | 69.43 | \$ | 66.52 | \$ | 135.95 | \$ | 69.43 | \$ | 66.93 | \$ | 136.36 | \$ | - | \$ | 0.41 | \$ | 0.41 | 0.30\% |
| 750 | \$ | 73.98 | \$ | 71.27 | \$ | 145.25 | \$ | 73.98 | \$ | 71.71 | \$ | 145.69 | \$ | - | \$ | 0.44 | \$ | 0.44 | 0.30\% |
| 800 | \$ | 79.06 | \$ | 76.52 | \$ | 155.58 | \$ | 79.06 | \$ | 76.99 | \$ | 156.05 | \$ | - | \$ | 0.47 | \$ | 0.47 | 0.30\% |
| 900 | \$ | 89.23 | \$ | 87.03 | \$ | 176.26 | \$ | 89.23 | \$ | 87.56 | \$ | 176.79 | \$ | - | \$ | 0.53 | \$ | 0.53 | 0.30\% |
| 1000 | \$ | 99.40 | \$ | 97.54 | \$ | 196.94 | \$ | 99.40 | \$ | 98.13 | \$ | 197.53 | \$ | - | \$ | 0.59 | \$ | 0.59 | 0.30\% |
| 1200 | \$ | 119.73 | \$ | 118.56 | \$ | 238.29 | \$ | 119.73 | \$ | 119.26 | \$ | 238.99 | \$ | - | \$ | 0.70 | \$ | 0.70 | 0.29\% |
| 1500 | \$ | 150.24 | \$ | 150.08 | \$ | 300.32 | \$ | 150.24 | \$ | 150.96 | \$ | 301.20 | \$ | - | \$ | 0.88 | \$ | 0.88 | 0.29\% |
| 2000 | \$ | 201.08 | \$ | 202.63 | \$ | 403.71 | \$ | 201.08 | \$ | 203.80 | \$ | 404.88 | \$ | - | \$ | 1.17 | \$ | 1.17 | 0.29\% |
| 2500 | \$ | 251.92 | \$ | 255.17 | \$ | 507.09 | \$ | 251.92 | \$ | 256.63 | \$ | 508.55 | \$ | - | \$ | 1.46 | \$ | 1.46 | 0.29\% |
| 3000 | \$ | 302.77 | \$ | 307.71 | \$ | 610.48 | \$ | 302.77 | \$ | 309.47 | \$ | 612.24 | \$ | - | \$ | 1.76 | \$ | 1.76 | 0.29\% |
| 3500 | \$ | 353.61 | \$ | 360.26 | \$ | 713.87 | \$ | 353.61 | \$ | 362.30 | \$ | 715.91 | \$ | - | \$ | 2.04 | \$ | 2.04 | 0.29\% |
| 4000 | \$ | 404.45 | \$ | 412.80 | \$ | 817.25 | \$ | 404.45 | \$ | 415.14 | \$ | 819.59 | \$ | - | \$ | 2.34 | \$ | 2.34 | 0.29\% |

Present Rates
vs.
Proposed Rates

| Monthly Usage | Present Delivery |  | Present Supply+T |  | Present Total |  | New Delivery |  | New <br> Supply+T |  | New <br> Total |  | Difference |  |  |  | Total |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  | $\mathrm{l}+\mathrm{T}$ |  |  |  |  |  |
| (kWh) |  | (\$) |  |  |  | \$) |  |  |  | (\$) |  |  |  | (\$) |  | (\$) |  | (\$) |  |  |  |  |  | ) |  |
| 0 | \$ | 5.77 | \$ | - | \$ | 5.77 | \$ | 5.77 | \$ | - | \$ | 5.77 | \$ | - | \$ | - | \$ | - | 0.00\% |
| 25 | \$ | 7.95 | \$ | 2.56 | \$ | 10.51 | \$ | 7.95 | \$ | 2.57 | \$ | 10.52 | \$ | - | \$ | 0.01 | \$ | 0.01 | 0.10\% |
| 50 | \$ | 10.13 | \$ | 5.12 | \$ | 15.25 | \$ | 10.13 | \$ | 5.15 | \$ | 15.28 | \$ | - | \$ | 0.03 | \$ | 0.03 | 0.20\% |
| 75 | \$ | 12.31 | \$ | 7.67 | \$ | 19.98 | \$ | 12.31 | \$ | 7.72 | \$ | 20.03 | \$ | - | \$ | 0.05 | \$ | 0.05 | 0.25\% |
| 100 | \$ | 14.49 | \$ | 10.23 | \$ | 24.72 | \$ | 14.49 | \$ | 10.29 | \$ | 24.78 | \$ | - | \$ | 0.06 | \$ | 0.06 | 0.24\% |
| 150 | \$ | 18.86 | \$ | 15.34 | \$ | 34.20 | \$ | 18.86 | \$ | 15.43 | \$ | 34.29 | \$ | - | \$ | 0.09 | \$ | 0.09 | 0.26\% |
| 200 | \$ | 23.22 | \$ | 20.46 | \$ | 43.68 | \$ | 23.22 | \$ | 20.57 | \$ | 43.79 | \$ | - | \$ | 0.11 | \$ | 0.11 | 0.25\% |
| 250 | \$ | 27.58 | \$ | 25.57 | \$ | 53.15 | \$ | 27.58 | \$ | 25.72 | \$ | 53.30 | \$ | - | \$ | 0.15 | \$ | 0.15 | 0.28\% |
| 300 | \$ | 31.94 | \$ | 30.69 | \$ | 62.63 | \$ | 31.94 | \$ | 30.86 | \$ | 62.80 | \$ | - | \$ | 0.17 | \$ | 0.17 | 0.27\% |
| 350 | \$ | 36.31 | \$ | 35.80 | \$ | 72.11 | \$ | 36.31 | \$ | 36.01 | \$ | 72.32 | \$ | - | \$ | 0.21 | \$ | 0.21 | 0.29\% |
| 400 | \$ | 40.67 | \$ | 40.92 | \$ | 81.59 | \$ | 40.67 | \$ | 41.15 | \$ | 81.82 | \$ | - | \$ | 0.23 | \$ | 0.23 | 0.28\% |
| 450 | \$ | 45.03 | \$ | 46.03 | \$ | 91.06 | \$ | 45.03 | \$ | 46.29 | \$ | 91.32 | \$ | - | \$ | 0.26 | \$ | 0.26 | 0.29\% |
| 500 | \$ | 49.39 | \$ | 51.14 | \$ | 100.53 | \$ | 49.39 | \$ | 51.44 | \$ | 100.83 | \$ | - | \$ | 0.30 | \$ | 0.30 | 0.30\% |
| 600 | \$ | 58.11 | \$ | 61.37 | \$ | 119.48 | \$ | 58.11 | \$ | 61.72 | \$ | 119.83 | \$ | - | \$ | 0.35 | \$ | 0.35 | 0.29\% |
| 679 | \$ | 65.01 | \$ | 69.45 | \$ | 134.46 | \$ | 65.01 | \$ | 69.85 | \$ | 134.86 | \$ | - | \$ | 0.40 | \$ | 0.40 | 0.30\% |
| 700 | \$ | 66.84 | \$ | 71.61 | \$ | 138.45 | \$ | 66.84 | \$ | 72.01 | \$ | 138.85 | \$ | - | \$ | 0.40 | \$ | 0.40 | 0.29\% |
| 750 | \$ | 71.20 | \$ | 76.72 | \$ | 147.92 | \$ | 71.20 | \$ | 77.16 | \$ | 148.36 | \$ | - | \$ | 0.44 | \$ | 0.44 | 0.30\% |
| 800 | \$ | 75.74 | \$ | 82.00 | \$ | 157.74 | \$ | 75.74 | \$ | 82.46 | \$ | 158.20 | \$ | - | \$ | 0.46 | \$ | 0.46 | 0.29\% |
| 900 | \$ | 84.82 | \$ | 92.56 | \$ | 177.38 | \$ | 84.82 | \$ | 93.09 | \$ | 177.91 | \$ | - | \$ | 0.53 | \$ | 0.53 | 0.30\% |
| 1000 | \$ | 93.91 | \$ | 103.13 | \$ | 197.04 | \$ | 93.91 | \$ | 103.72 | \$ | 197.63 | \$ | - | \$ | 0.59 | \$ | 0.59 | 0.30\% |
| 1200 | \$ | 112.07 | \$ | 124.26 | \$ | 236.33 | \$ | 112.07 | \$ | 124.96 | \$ | 237.03 | \$ | - | \$ | 0.70 | \$ | 0.70 | 0.30\% |
| 1500 | \$ | 139.31 | \$ | 155.95 | \$ | 295.26 | \$ | 139.31 | \$ | 156.83 | \$ | 296.14 | \$ | - | \$ | 0.88 | \$ | 0.88 | 0.30\% |
| 2000 | \$ | 184.73 | \$ | 208.77 | \$ | 393.50 | \$ | 184.73 | \$ | 209.94 | \$ | 394.67 | \$ | - | \$ | 1.17 |  | 1.17 | 0.30\% |
| 2500 | \$ | 230.13 | \$ | 261.60 | \$ | 491.73 | \$ | 230.13 | \$ | 263.06 | \$ | 493.19 | \$ | - | \$ | 1.46 | \$ | 1.46 | 0.30\% |
| 3000 | \$ | 275.55 | \$ | 314.42 | \$ | 589.97 | \$ | 275.55 | \$ | 316.17 | \$ | 591.72 | \$ | - | \$ | 1.75 | \$ | 1.75 | 0.30\% |
| 3500 | \$ | 320.96 | \$ | 367.24 | \$ | 688.20 | \$ | 320.96 | \$ | 369.28 | \$ | 690.24 | \$ | - | \$ | 2.04 | \$ | 2.04 | 0.30\% |
| 4000 | \$ | 366.37 | \$ | 420.06 | \$ | 786.43 | \$ | 366.37 | \$ | 422.39 | \$ | 788.76 | \$ | - | \$ | 2.33 | \$ | 2.33 | 0.30\% |

$\frac{\text { MONTHLY GENERAL SERVICE SECONDARY ("MGS Secondary") }}{8 \text { WINTER MONTHS (October Through May) }}$


## ATLANTIC CITY ELECTRIC COMPANY <br> HLY GENERAL SERVICE SECONDARY ("MGS Secondary") 4 SUMMER MONTHS (June Through September)




ATLANTIC CITY ELECTRIC COMPANY
MONTHLY GENERAL SERVICE PRIMARY ("MGS Primary")
8 WINTER MONTHS (October Through May)


ATLANTIC CITY ELECTRIC COMPANY
MONTHLY GENERAL SERVICE PRIMARY ("MGS Primary")
4 SUMMER MONTHS (June Through September)

| Present Rates vs. <br> Proposed Rates |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Demand | Load <br> Factor | Energa |  |  | Present Distribution |  | PresentBGS and Other Charges |  | Present Total |  | New Distribution |  | New BGS and Other Charges |  | New Total |  | Difference |  | Difference <br> BGS and Other Charges |  | Total |  | Total |
| (kW) | (\%) | (kWh) | Dist kW | Trans kW |  | (\$) |  |  |  | (\$) |  | (\$) |  |  |  | (\$) |  | \$) |  | (\$) |  | (\$) | (\%) |
| 5 | 20 | 730 | 5.00 | 2 | \$ | 55.18 | \$ | 77.72 | \$ | 132.90 | \$ | 55.18 | \$ | 78.15 | \$ | 133.33 | \$ | - | \$ | 0.43 | \$ | 0.43 | 0.3\% |
| 5 | 30 | 1,095 | 5.00 | 2 | \$ | 71.47 | \$ | 114.07 | \$ | 185.54 | \$ | 71.47 | \$ | 114.71 | \$ | 186.18 | \$ |  | \$ | 0.64 | \$ | 0.64 | 0.3\% |
| 5 | 40 | 1,460 | 5.00 | 2 | \$ | 87.76 | \$ | 150.42 | \$ | 238.18 | \$ | 87.76 | \$ | 151.27 | \$ | 239.03 | \$ |  | \$ | 0.85 | \$ | 0.85 | 0.4\% |
| 5 | 50 | 1,825 | 5.00 | 2 | \$ | 104.05 | \$ | 186.77 | \$ | 290.82 | \$ | 104.05 | \$ | 187.83 | \$ | 291.89 | \$ | - | \$ | 1.07 | \$ | 1.07 | 0.4\% |
| 5 | 60 | 2,190 | 5.00 | 2 | \$ | 120.34 | \$ | 223.12 | \$ | 343.46 | \$ | 120.34 | \$ | 224.40 | \$ | 344.74 | \$ |  | \$ | 1.28 | \$ | 1.28 | 0.4\% |
| 5 | 70 | 2,555 | 5.00 | 2 | \$ | 136.63 | \$ | 259.47 | \$ | 396.10 | \$ | 136.63 | \$ | 260.96 | \$ | 397.59 | \$ | - | \$ | 1.49 | \$ | 1.49 | 0.4\% |
| 5 | 80 | 2,920 | 5.00 | 2 | \$ | 152.92 | \$ | 295.82 | \$ | 448.74 | \$ | 152.92 | \$ | 297.52 | \$ | 450.44 | \$ | - | \$ | 1.71 | \$ | 1.71 | 0.4\% |
| 10 | 20 | 1,460 | 10.00 | 7 | \$ | 95.66 | \$ | 162.97 | \$ | 258.63 | \$ | 95.66 | \$ | 163.82 | \$ | 259.48 | \$ |  | \$ | 0.85 | \$ | 0.85 | 0.3\% |
| 10 | 30 | 2,190 | 10.00 | 7 | \$ | 128.24 | \$ | 235.67 | \$ | 363.91 | \$ | 128.24 | \$ | 236.95 | \$ | 365.19 | \$ |  | \$ | 1.28 | \$ | 1.28 | 0.4\% |
| 10 | 40 | 2,920 | 10.00 | 7 | \$ | 160.82 | \$ | 308.37 | \$ | 469.19 | \$ | 160.82 | \$ | 310.07 | \$ | 470.89 | \$ |  | \$ | 1.71 | \$ | 1.71 | 0.4\% |
| 10 | 50 | 3,650 | 10.00 | 7 | \$ | 193.40 | \$ | 381.07 | \$ | 574.47 | \$ | 193.40 | \$ | 383.20 | \$ | 576.60 | \$ | - | \$ | 2.13 | \$ | 2.13 | 0.4\% |
| 10 | 60 | 4,380 | 10.00 | 7 | \$ | 225.98 | \$ | 453.77 | \$ | 679.75 | \$ | 225.98 | \$ | 456.32 | \$ | 682.31 | \$ |  | \$ | 2.56 | \$ | 2.56 | 0.4\% |
| 10 | 70 | 5,110 | 10.00 | 7 | \$ | 258.56 | \$ | 526.46 | \$ | 785.03 | \$ | 258.56 | \$ | 529.45 | \$ | 788.01 | \$ | - | \$ | 2.98 | \$ | 2.98 | 0.4\% |
| 10 | 80 | 5,840 | 10.00 | 7 | \$ | 291.15 | \$ | 599.16 | \$ | 890.31 | \$ | 291.15 | \$ | 602.57 | \$ | 893.72 | \$ | - | \$ | 3.41 | \$ | 3.41 | 0.4\% |
| 20 | 20 | 2,920 | 20.00 | 17 | \$ | 176.62 | \$ | 333.47 | \$ | 510.09 | \$ | 176.62 | \$ | 335.17 | \$ | 511.79 | \$ | - | \$ | 1.71 | \$ | 1.71 | 0.3\% |
| 20 | 30 | 4,380 | 20.00 | 17 | \$ | 241.78 | \$ | 478.87 | \$ | 720.65 | \$ | 241.78 | \$ | 481.42 | \$ | 723.21 | \$ | - | \$ | 2.56 | \$ | 2.56 | 0.4\% |
| 20 | 40 | 5,840 | 20.00 | 17 | \$ | 306.95 | \$ | 624.26 | \$ | 931.21 | \$ | 306.95 | \$ | 627.67 | \$ | 934.62 | \$ | - | \$ | 3.41 | \$ | 3.41 | 0.4\% |
| 20 | 50 | 7,300 | 20.00 | 17 | \$ | 372.11 | \$ | 769.66 | \$ | 1,141.77 | \$ | 372.11 | \$ | 773.93 | \$ | 1,146.03 | \$ |  | \$ | 4.26 | \$ | 4.26 | 0.4\% |
| 20 | 60 | 8,760 | 20.00 | 17 | \$ | 437.27 | \$ | 915.06 | \$ | 1,352.33 | \$ | 437.27 | \$ | 920.18 | \$ | 1,357.44 | \$ |  | \$ | 5.12 | \$ | 5.12 | 0.4\% |
| 20 | 70 | 10,220 | 20.00 | 17 | \$ | 502.43 | \$ | 1,060.46 | \$ | 1,562.89 | \$ | 502.43 | \$ | 1,066.43 | \$ | 1,568.86 | \$ | - | \$ | 5.97 | \$ | 5.97 | 0.4\% |
| 20 | 80 | 11,680 | 20.00 | 17 | \$ | 567.59 | \$ | 1,205.86 | \$ | 1,773.45 | \$ | 567.59 | \$ | 1,212.68 | \$ | 1,780.27 |  | - | \$ | 6.82 | \$ | 6.82 | 0.4\% |
| 30 | 20 | 4,380 | 30.00 | 27 | \$ | 257.58 | \$ | 503.97 | \$ | 761.55 | \$ | 257.58 | \$ | 506.52 | \$ | 764.11 | \$ | - | \$ | 2.56 | \$ | 2.56 | 0.3\% |
| 30 | 30 | 6,570 | 30.00 | 27 | \$ | 355.33 | \$ | 722.06 | \$ | 1,077.39 | \$ | 355.33 | \$ | 725.90 | \$ | 1,081.23 | \$ | - | \$ | 3.84 | \$ | 3.84 | 0.4\% |
| 30 | 40 | 8,760 | 30.00 | 27 | \$ | 453.07 | \$ | 940.16 | \$ | 1,393.23 | \$ | 453.07 | \$ | 945.28 | \$ | 1,398.34 | \$ | - | \$ | 5.12 | \$ | 5.12 | 0.4\% |
| 30 | 50 | 10,950 | 30.00 | 27 | \$ | 550.81 | \$ | 1,158.26 | \$ | 1,709.07 | \$ | 550.81 | \$ | 1,164.65 | \$ | 1,715.46 | \$ |  | \$ | 6.39 | \$ | 6.39 | 0.4\% |
| 30 | 60 | 13,140 | 30.00 | 27 | \$ | 648.55 | \$ | 1,376.36 | \$ | 2,024.91 | \$ | 648.55 | \$ | 1,384.03 | \$ | 2,032.58 | \$ | - | \$ | 7.67 | \$ | 7.67 | 0.4\% |
| 30 | 70 | 15,330 | 30.00 | 27 | \$ | 746.29 | \$ | 1,594.45 | \$ | 2,340.75 | \$ | 746.29 | \$ | 1,603.41 | \$ | 2,349.70 | \$ | - | \$ | 8.95 | \$ | 8.95 | 0.4\% |
| 30 | 80 | 17,520 | 30.00 | 27 | \$ | 844.04 | \$ | 1,812.55 | \$ | 2,656.59 | \$ | 844.04 | \$ | 1,822.78 | \$ | 2,666.82 |  | - | \$ | 10.23 | \$ | 10.23 | 0.4\% |
| 50 | 20 | 7,300 | 50.00 | 47 | \$ | 419.51 | \$ | 844.96 | \$ | 1,264.47 | \$ | 419.51 | \$ | 849.23 | \$ | 1,268.73 | \$ | - | \$ | 4.26 | \$ | 4.26 | 0.3\% |
| 50 | 30 | 10,950 | 50.00 | 47 | \$ | 582.41 | \$ | 1,208.46 | \$ | 1,790.87 | \$ | 582.41 | \$ | 1,214.85 | \$ | 1,797.26 | \$ | - | \$ | 6.39 | \$ | 6.39 | 0.4\% |
| 50 | 40 | 14,600 | 50.00 | 47 | \$ | 745.31 | \$ | 1,571.95 | \$ | 2,317.27 | \$ | 745.31 | \$ | 1,580.48 | \$ | 2,325.79 | \$ | - | \$ | 8.53 | \$ | 8.53 | 0.4\% |
| 50 | 50 | 18,250 | 50.00 | 47 | \$ | 908.22 | \$ | 1,935.45 | \$ | 2,843.67 | \$ | 908.22 | \$ | 1,946.11 | \$ | 2,854.32 | \$ |  | \$ | 10.66 | \$ | 10.66 | 0.4\% |
| 50 | 60 | 21,900 | 50.00 | 47 | \$ | 1,071.12 | \$ | 2,298.95 | \$ | 3,370.07 | \$ | 1,071.12 | \$ | 2,311.74 | \$ | 3,382.86 | \$ | - | \$ | 12.79 | \$ | 12.79 | 0.4\% |
| 50 | 70 | 25,550 | 50.00 | 47 | \$ | 1,234.02 | \$ | 2,662.44 | \$ | 3,896.47 | \$ | 1,234.02 | \$ | 2,677.36 | \$ | 3,911.39 | \$ | - | \$ | 14.92 | \$ | 14.92 | 0.4\% |
| 50 | 80 | 29,200 | 50.00 | 47 | \$ | 1,396.93 | \$ | 3,025.94 | - | 4,422.86 | \$ | 1,396.93 | \$ | 3,042.99 | \$ | 4,439.92 | \$ | - | \$ | 17.05 | \$ | 17.05 | 0.4\% |
| 75 | 30 | 16,425 | 75.00 | 72 | \$ | 866.26 | \$ | 1,816.45 | \$ | 2,682.72 | \$ | 866.26 | \$ | 1,826.05 | \$ | 2,692.31 | \$ | - | \$ | 9.59 |  | 9.59 | 0.4\% |
| 75 | 40 | 21,900 | 75.00 | 72 | \$ | 1,110.62 | \$ | 2,361.70 | \$ | 3,472.32 | \$ | 1,110.62 | \$ | 2,374.49 | \$ | 3,485.11 | \$ | - | \$ | 12.79 | \$ | 12.79 | 0.4\% |
| 75 | 50 | 27,375 | 75.00 | 72 | \$ | 1,354.97 | \$ | 2,906.94 | \$ | 4,261.92 | \$ | 1,354.97 | \$ | 2,922.93 | \$ | 4,277.90 | \$ | - | \$ | 15.99 | \$ | 15.99 | 0.4\% |
| 75 | 60 | 32,850 | 75.00 | 72 | \$ | 1,599.33 | \$ | 3,452.19 | \$ | 5,051.51 | \$ | 1,599.33 | \$ | 3,471.37 | \$ | 5,070.70 |  | - | \$ | 19.18 | \$ | 19.18 | 0.4\% |
| 75 | 70 | 38,325 | 75.00 | 72 | \$ | 1,843.68 | \$ | 3,997.43 | \$ | 5,841.11 | \$ | 1,843.68 | \$ | 4,019.81 | \$ | 5,863.49 | \$ | - | \$ | 22.38 | \$ | 22.38 | 0.4\% |
| 75 | 80 | 43,800 | 75.00 | 72 | \$ | 2,088.04 | \$ | 4,542.67 | \$ | 6,630.71 | \$ | 2,088.04 | \$ | 4,568.25 | \$ | 6,656.29 | \$ | - | \$ | 25.58 | \$ | 25.58 | 0.4\% |
| 75 | 90 | 49,275 | 75.00 | 72 | \$ | 2,332.39 | \$ | 5,087.92 | \$ | 7,420.31 | \$ | 2,332.39 | \$ | 5,116.70 | \$ | 7,449.09 | \$ | - | \$ | 28.78 | \$ | 28.78 | 0.4\% |
| 100 | 30 | 21,900 | 100.00 | 97 | \$ | 1,150.12 | \$ | 2,424.45 | - | 3,574.57 | \$ | 1,150.12 | \$ | 2,437.24 | \$ | 3,587.36 | \$ | - | \$ | 12.79 | \$ | 12.79 | 0.4\% |
| 100 | 40 | 29,200 | 100.00 | 97 | \$ | 1,475.93 | \$ | 3,151.44 | \$ | 4,627.36 | \$ | 1,475.93 | \$ | 3,168.49 | \$ | 4,644.42 | \$ | - | \$ | 17.05 | \$ | 17.05 | 0.4\% |
| 100 | 50 | 36,500 | 100.00 | 97 | \$ | 1,801.73 | \$ | 3,878.43 | \$ | 5,680.16 | \$ | 1,801.73 | \$ | 3,899.75 | \$ | 5,701.48 | \$ | - | \$ | 21.32 | \$ | 21.32 | 0.4\% |
| 100 | 60 | 43,800 | 100.00 | 97 | \$ | 2,127.54 | \$ | 4,605.42 | \$ | 6,732.96 | \$ | 2,127.54 |  | 4,631.00 | \$ | 6,758.54 | \$ | - | \$ | 25.58 | \$ | 25.58 | 0.4\% |
| 100 | 70 | 51,100 | 100.00 | 97 | \$ | 2,453.34 | \$ | 5,332.42 | \$ | 7,785.76 | \$ | 2,453.34 | \$ | 5,362.26 | \$ | 7,815.60 | \$ | - | \$ | 29.84 | \$ | 29.84 | 0.4\% |
| 100 | 80 | 58,400 | 100.00 | 97 | \$ | 2,779.15 | \$ | 6,059.41 | \$ | 8,838.56 | \$ | 2,779.15 | \$ | 6,093.51 | \$ | 8,872.67 | \$ | - | \$ | 34.11 | \$ | 34.11 | 0.4\% |
| 100 | 90 | 65,700 | 100.00 | 97 | \$ | 3,104.96 | \$ | 6,786.40 | \$ | 9,891.36 | \$ | 3,104.96 | \$ | 6,824.77 | \$ | 9,929.73 | \$ | - | \$ | 38.37 | \$ | 38.37 | 0.4\% |
| 200 | 30 | 43,800 | 200.00 | 197 | \$ | 2,285.54 | \$ | 4,856.42 | \$ | 7,141.96 | \$ | 2,285.54 | \$ | 4,882.00 | \$ | 7,167.54 | \$ | - | \$ | 25.58 | \$ | 25.58 | 0.4\% |
| 200 | 40 | 58,400 | 200.00 | 197 | \$ | 2,937.15 | \$ | 6,310.41 | \$ | 9,247.56 | \$ | 2,937.15 | \$ | 6,344.51 | \$ | 9,281.67 | \$ | - | \$ | 34.11 | \$ | 34.11 | 0.4\% |
| 200 | 50 | 73,000 | 200.00 | 197 | \$ | 3,588.76 | \$ | 7,764.39 |  | 11,353.16 | \$ | 3,588.76 | \$ | 7,807.03 | \$ | 11,395.79 | \$ | - | \$ | 42.63 | \$ | 42.63 | 0.4\% |
| 200 | 60 | 87,600 | 200.00 | 197 | \$ | 4,240.38 | - | 9,218.38 |  | 13,458.75 | \$ | 4,240.38 | \$ | 9,269.54 | \$ | 13,509.91 | \$ | - | \$ | 51.16 | \$ | 51.16 | 0.4\% |
| 200 | 70 | 102,200 | 200.00 | 197 | \$ | 4,891.99 | \$ | 10,672.36 |  | 15,564.35 | \$ | 4,891.99 | \$ | 10,732.05 | \$ | 15,624.04 | \$ | - | \$ | 59.68 | \$ | 59.68 | 0.4\% |
| 200 | 80 | 116,800 | 200.00 | 197 | \$ | 5,543.60 | \$ | 12,126.35 | \$ | 17,669.95 | \$ | 5,543.60 | \$ | 12,194.56 | \$ | 17,738.16 | \$ | - | \$ | 68.21 | \$ | 68.21 | 0.4\% |
| 200 | 90 | 131,400 | 200.00 | 197 | - | 6,195.21 | \$ | 13,580.33 |  | 19,775.55 | \$ | 6,195.21 | \$ | 13,657.07 | \$ | 19,852.28 | \$ | - | \$ | 76.74 | \$ | 76.74 | 0.4\% |

## ATLANTIC CITY ELECTRIC COMPANY <br> MONTHLY GENERAL SERVICE PRIMARY ("MGS Primary") <br> Annual Average

Present Rates
vs.


ATLANTIC CITY ELECTRIC COMPANY
ANNUAL GENERAL SERVIC E SECONDARY ("AGS Secondary")
8 WINTER MONTHS (October Through May)


Present Rates
Present Rates
vs.

| Demand (kW) | Load <br> Factor <br> (\%) | $\frac{\text { Energy }}{(\mathrm{kWh})}$ | Metered kW | Billed kW | $\begin{gathered} \text { Present } \\ \text { Distribution } \\ (\$) \end{gathered}$ |  | $\begin{gathered}\text { Present } \\ \text { BGS and Other Charges }\end{gathered}$$(\$)$ |  |  |  | $\begin{aligned} & \text { es } \\ & \text { tes } \\ & \text { New } \\ & \text { Distribution } \\ & (\$) \end{aligned}$ |  | {ffc070de8-f6e2-4710-bae1-b31edc1e04ff} New  <br>  BGS and  <br>  Other Charges }$(\$)$ |  | $\begin{aligned} & \text { New } \\ & \text { Total } \\ & \hline(\$) \\ & \hline \end{aligned}$ |  | $\qquad$ |  |  |  | $\begin{gathered} \begin{array}{c} \text { Total } \\ \text { Difference } \end{array} \\ (\$) \end{gathered}$ |  | $\begin{gathered} \begin{array}{c} \text { Total } \\ \text { Difference } \end{array} \\ \hline(\%) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 25 | 20 | 3,650 | 25 | 25 | \$ | 472.97 | \$ | 460.52 | \$ | - 933.49 | \$ | 472.97 | \$ | 462.65 | \$ | 935.62 | \$ |  | \$ | 2.13 | \$ | 2.13 | 0.2\% |
| 25 | 30 | 5,475 | 25 | 25 | \$ | 472.97 | - | 648.28 | \$ | 1,121.25 | \$ | 472.97 | \$ | 651.48 | \$ | 1,124.45 | \$ |  | \$ | 3.20 | \$ | 3.20 | 0.3\% |
| 25 | 40 | 7,300 | 25 | 25 | \$ | 472.97 | \$ | 836.05 | \$ | 1,309.02 | \$ | 472.97 | \$ | 840.31 | \$ | 1,313.28 | \$ |  | \$ | 4.26 | \$ | 4.26 | 0.3\% |
| 25 | 50 | 9,125 | 25 | 25 | \$ | 472.97 | \$ | 1,023.81 | \$ | 1,496.78 | \$ | 472.97 | \$ | 1,029.14 | \$ | 1,502.11 | \$ |  | \$ | 5.33 | \$ | 5.33 | 0.4\% |
| 25 | 60 | 10,950 | 25 | 25 | \$ | 472.97 | \$ | 1,211.57 | \$ | 1,684.54 | \$ | 472.97 | \$ | 1,217.96 | \$ | 1,690.93 | \$ |  | \$ | 6.39 | \$ | 6.39 | 0.4\% |
| 25 | 70 | 12,775 | 25 | 25 | \$ | 472.97 | \$ | 1,399.33 | \$ | 1,872.30 | \$ | 472.97 | \$ | 1,406.79 | \$ | 1,879.76 | \$ |  | \$ | 7.46 | \$ | 7.46 | 0.4\% |
| 25 | 80 | 14,600 | 25 | 25 | \$ | 472.97 | \$ | 1,587.09 | \$ | 2,060.06 | \$ | 472.97 | \$ | 1,595.62 | \$ | 2,068.59 | \$ |  | \$ | 8.53 | \$ | 8.53 | 0.4\% |
| 50 | 20 | 7,300 | 50 | 50 | \$ | 752.72 | \$ | 921.05 | \$ | 1,673.77 | \$ | 752.72 | \$ | 925.31 | \$ | 1,678.03 | \$ |  | \$ | 4.26 | \$ | 4.26 | 0.3\% |
| 50 | 30 | 10,950 | 50 | 50 | \$ | 752.72 | \$ | 1,296.57 | \$ | 2,049.29 | \$ | 752.72 | \$ | 1,302.96 | \$ | 2,055.68 | \$ |  | \$ | 6.39 | \$ | 6.39 | 0.3\% |
| 50 | 40 | 14,600 | 50 | 50 | \$ | 752.72 | \$ | 1,672.09 | \$ | 2,424.81 | \$ | 752.72 | \$ | 1,680.62 | \$ | 2,433.34 | \$ |  | \$ | 8.53 | \$ | 8.53 | 0.4\% |
| 50 | 50 | 18,250 | 50 | 50 | \$ | 752.72 | \$ | 2,047.61 | \$ | 2,800.33 | \$ | 752.72 | \$ | 2,058.27 | \$ | 2,810.99 | \$ | - | \$ | 10.66 | \$ | 10.66 | 0.4\% |
| 50 | 60 | 21,900 | 50 | 50 | \$ | 752.72 | \$ | 2,423.14 | \$ | 3,175.86 | \$ | 752.72 | \$ | 2,435.93 | \$ | 3,188.65 | \$ | - | \$ | 12.79 | \$ | 12.79 | 0.4\% |
| 50 | 70 | 25,550 | 50 | 50 | \$ | 752.72 | \$ | 2,798.66 | \$ | 3,551.38 | \$ | 752.72 | \$ | 2,813.58 | \$ | 3,566.30 | \$ |  | \$ | 14.92 | \$ | 14.92 | 0.4\% |
| 50 | 80 | 29,200 | 50 | 50 | \$ | 752.72 |  | 3,174.18 | \$ | 3,926.90 | \$ | 752.72 | \$ | 3,191.24 | \$ | 3,943.96 | \$ |  | \$ | 17.05 | \$ | 17.05 | 0.4\% |
| 100 | 20 | 14,600 | 100 | 100 | \$ | 1,312.22 | - | 1,842.09 | \$ | 3,154.31 | \$ | 1,312.22 | \$ | 1,850.62 | \$ | 3,162.84 | \$ | - | \$ | 8.53 | \$ | 8.53 | 0.3\% |
| 100 | 30 | 21,900 | 100 | 100 | \$ | 1,312.22 | \$ | 2,593.14 | \$ | 3,905.36 | \$ | 1,312.22 | \$ | 2,605.93 | \$ | 3,918.15 | \$ | - | \$ | 12.79 | \$ | 12.79 | 0.3\% |
| 100 | 40 | 29,200 | 100 | 100 | \$ | 1,312.22 | \$ | 3,344.18 | \$ | 4,656.40 | \$ | 1,312.22 | \$ | 3,361.24 | \$ | 4,673.46 | \$ |  | \$ | 17.05 | \$ | 17.05 | 0.4\% |
| 100 | 50 | 36,500 | 100 | 100 | \$ | 1,312.22 | \$ | 4,095.23 | \$ | 5,407.45 | \$ | 1,312.22 | \$ | 4,116.55 | \$ | 5,428.77 | \$ | - | \$ | 21.32 | \$ | 21.32 | 0.4\% |
| 100 | 60 | 43,800 | 100 | 100 | \$ | 1,312.22 | - | 4,846.28 | \$ | 6,158.50 | \$ | 1,312.22 | \$ | 4,871.85 | \$ | 6,184.07 | \$ | - | \$ | 25.58 | \$ | 25.58 | 0.4\% |
| 100 | 70 | 51,100 | 100 | 100 | \$ | 1,312.22 | \$ | 5,597.32 | \$ | 6,909.54 | \$ | 1,312.22 | \$ | 5,627.16 | \$ | 6,939.38 | \$ | - | \$ | 29.84 | \$ | 29.84 | 0.4\% |
| 100 | 80 | 58,400 | 100 | 100 | \$ | 1,312.22 | \$ | 6,348.37 | \$ | 7,660.59 | \$ | 1,312.22 | \$ | 6,382.47 | \$ | 7,694.69 | \$ |  | \$ | 34.11 | \$ | 34.11 | 0.4\% |
| 300 | 20 | 43,800 | 300 | 300 | \$ | 3,550.22 | \$ | 5,526.28 | \$ | 9,076.50 | \$ | 3,550.22 | \$ | 5,551.85 | \$ | 9,102.07 | \$ | - | \$ | 25.58 | \$ | 25.58 | 0.3\% |
| 300 | 30 | 65,700 | 300 | 300 | \$ | 3,550.22 | \$ | 7,779.41 | \$ | 11,329.63 | \$ | 3,550.22 | \$ | 7,817.78 | \$ | 11,368.00 | \$ |  | \$ | 38.37 | \$ | 38.37 | 0.3\% |
| 300 | 40 | 87,600 | 300 | 300 | \$ | 3,550.22 | \$ | 10,032.55 | \$ | 13,582.77 | \$ | 3,550.22 | \$ | 10,083.71 | \$ | 13,633.93 | \$ | - | \$ | 51.16 | \$ | 51.16 | 0.4\% |
| 300 | 50 | 109,500 | 300 | 300 | \$ | 3,550.22 | \$ | 12,285.69 | \$ | 15,835.91 | \$ | 3,550.22 | \$ | 12,349.64 | \$ | 15,899.86 | \$ | - | \$ | 63.95 | \$ | 63.95 | 0.4\% |
| 300 | 60 | 131,400 | 300 | 300 | \$ | 3,550.22 | \$ | 14,538.83 | \$ | 18,089.05 | \$ | 3,550.22 | \$ | 14,615.56 | \$ | 18,165.78 | \$ | - | \$ | 76.74 | \$ | 76.74 | 0.4\% |
| 300 | 70 | 153,300 | 300 | 300 | \$ | 3,550.22 | \$ | 16,791.96 | \$ | 20,342.18 | \$ | 3,550.22 | \$ | 16,881.49 | \$ | 20,431.71 |  | . | \$ | 89.53 | \$ | 89.53 | 0.4\% |
| 300 | 80 | 175,200 | 300 | 300 | \$ | 3,550.22 | \$ | 19,045.10 | \$ | 22,595.32 | \$ | 3,550.22 | \$ | 19,147.42 | \$ | 22,697.64 | \$ | - | \$ | 102.32 | \$ | 102.32 | 0.5\% |
| 500 | 20 | 73,000 | 500 | 500 | \$ | 5,788.22 | \$ | 9,210.46 | \$ | 14,998.68 | \$ | 5,788.22 | \$ | 9,253.09 | \$ | 15,041.31 | \$ | - | \$ | 42.63 | \$ | 42.63 | 0.3\% |
| 500 | 30 | 109,500 | 500 | 500 | \$ | 5,788.22 | \$ | 12,965.69 | \$ | 18,753.91 | - | 5,788.22 | \$ | 13,029.64 | \$ | 18,817.86 | \$ | - | \$ | 63.95 | \$ | 63.95 | 0.3\% |
| 500 | 40 | 146,000 | 500 | 500 | \$ | 5,788.22 | \$ | 16,720.92 | \$ | 22,509.14 | \$ | 5,788.22 | \$ | 16,806.18 | \$ | 22,594.40 | \$ | - | \$ | 85.26 | \$ | 85.26 | 0.4\% |
| 500 | 50 | 182,500 | 500 | 500 | \$ | 5,788.22 | \$ | 20,476.15 | \$ | 26,264.37 | \$ | 5,788.22 | \$ | 20,582.73 | \$ | 26,370.95 | \$ | - | \$ | 106.58 | \$ | 106.58 | 0.4\% |
| 500 | 60 | 219,000 | 500 | 500 | \$ | 5,788.22 | \$ | 24,231.38 | \$ | 30,019.60 | \$ | 5,788.22 | \$ | 24,359.27 | \$ | 30,147.49 | \$ | - | \$ | 127.90 | \$ | 127.90 | 0.4\% |
| 500 | 70 | 255,500 | 500 | 500 | \$ | 5,788.22 | \$ | 27,986.61 | \$ | 33,774.83 | - | 5,788.22 | \$ | 28,135.82 | \$ | 33,924.04 | \$ |  | \$ | 149.21 | + | 149.21 | 0.4\% |
| 500 | 80 | 292,000 | 500 | 500 | \$ | 5,788.22 | \$ | 31,741.84 | \$ | 37,530.06 | \$ | 5,788.22 | \$ | 31,912.36 | \$ | 37,700.58 | \$ | - | \$ | 170.53 | \$ | 170.53 | 0.5\% |
| 750 | 30 | 164,250 | 750 | 750 | \$ | 8,585.72 | \$ | 19,448.53 | \$ | 28,034.25 | \$ | 8,585.72 | \$ | 19,544.45 | \$ | 28,130.17 | \$ | - | \$ | 95.92 | \$ | 95.92 | 0.3\% |
| 750 | 40 | 219,000 | 750 | 750 | \$ | 8,585.72 | \$ | 25,081.38 | \$ | 33,667.10 | \$ | 8,585.72 | \$ | 25,209.27 | \$ | 33,794.99 | \$ | - | \$ | 127.90 | \$ | 127.90 | 0.4\% |
| 750 | 50 | 273,750 | 750 | 750 | \$ | 8,585.72 | \$ | 30,714.22 | \$ | 39,299.94 | - | 8,585.72 | \$ | 30,874.09 | \$ | 39,459.81 | \$ | - | \$ | 159.87 | + | 159.87 | 0.4\% |
| 750 | 60 | 328,500 | 750 | 750 | \$ | 8,585.72 | \$ | 36,347.07 | \$ | 44,932.79 | \$ | 8,585.72 | \$ | 36,538.91 | \$ | 45,124.63 | \$ | - | \$ | 191.84 | \$ | 191.84 | 0.4\% |
| 750 | 70 | 383,250 | 750 | 750 | \$ | 8,585.72 | \$ | 41,979.91 | \$ | 50,565.63 | \$ | 8,585.72 | \$ | 42,203.73 | \$ | 50,789.45 | \$ | - | \$ | 223.82 | \$ | 223.82 | 0.4\% |
| 750 | 80 | 438,000 | 750 | 750 | \$ | 8,585.72 | \$ | 47,612.75 | \$ | 56,198.47 | \$ | 8,585.72 | \$ | 47,868.55 | \$ | 56,454.27 | \$ |  | \$ | 255.79 | \$ | 255.79 | 0.5\% |
| 750 | 90 | 492,750 | 750 | 750 | \$ | 8,585.72 | \$ | 53,245.60 | \$ | 61,831.32 |  | 8,585.72 | \$ | 53,533.36 | \$ | 62,119.08 | \$ |  | \$ | 287.77 | \$ | 287.77 | 0.5\% |
| 1000 | 30 | 219,000 | 1,000 | 1,000 | \$ | 11,383.22 | \$ | 25,931.38 | \$ | 37,314.60 | \$ | 11,383.22 | \$ | 26,059.27 | \$ | 37,442.49 | \$ | - | \$ | 127.90 | \$ | 127.90 | 0.3\% |
| 1000 | 40 | 292,000 | 1,000 | 1,000 | \$ | 11,383.22 | \$ | 33,441.84 | \$ | 44,825.06 | S | 11,383.22 | \$ | 33,612.36 | \$ | 44,995.58 | \$ | - | \$ | 170.53 | \$ | 170.53 | 0.4\% |
| 1000 | 50 | 365,000 | 1,000 | 1,000 | \$ | 11,383.22 | \$ | 40,952.30 | \$ | 52,335.52 | \$ | 11,383.22 | \$ | 41,165.46 | \$ | 52,548.68 | \$ | - | \$ | 213.16 | \$ | 213.16 | 0.4\% |
| 1000 | 60 | 438,000 | 1,000 | 1,000 | \$ | 11,383.22 | \$ | 48,462.75 | \$ | 59,845.97 | \$ | 11,383.22 | \$ | 48,718.55 | \$ | 60,101.77 | \$ | - | \$ | 255.79 | \$ | 255.79 | 0.4\% |
| 1000 | 70 | 511,000 | 1,000 | 1,000 | \$ | 11,383.22 | \$ | 55,973.21 | \$ | 67,356.43 | \$ | 11,383.22 | \$ | 56,271.64 | \$ | 67,654.86 | \$ | - | \$ | 298.42 | \$ | 298.42 | 0.4\% |
| 1000 | 80 | 584,000 | 1,000 | 1,000 | \$ | 11,383.22 | \$ | 63,483.67 | \$ | 74,866.89 | \$ | 11,383.22 | \$ | 63,824.73 | \$ | 75,207.95 | \$ | - | \$ | 341.06 | - | 341.06 | 0.5\% |
| 1000 | 90 | 657,000 | 1,000 | 1,000 | \$ | 11,383.22 | \$ | 70,994.13 | \$ | 82,377.35 | \$ | 11,383.22 | \$ | 71,377.82 | \$ | 82,761.04 | \$ | - | \$ | 383.69 | \$ | 383.69 | 0.5\% |
| 2000 | 30 | 438,000 | 2,000 | 2,000 | \$ | 22,573.22 | \$ | 51,862.75 | \$ | 74,435.97 | \$ | 22,573.22 | \$ | 52,118.55 | \$ | 74,691.77 | \$ | - | \$ | 255.79 | \$ | 255.79 | 0.3\% |
| 2000 | 40 | 584,000 | 2,000 | 2,000 | \$ | 22,573.22 | \$ | 66,883.67 | \$ | 89,456.89 | \$ | 22,573.22 | \$ | 67,224.73 | \$ | 89,797.95 | \$ | - | \$ | 341.06 | \$ | 341.06 | 0.4\% |
| 2000 | 50 | 730,000 | 2,000 | 2,000 | \$ | 22,573.22 | \$ | 81,904.59 |  | 104,477.81 | \$ | 22,573.22 | \$ | 82,330.91 | \$ | 104,904.13 | \$ | - | \$ | 426.32 | - | 426.32 | 0.4\% |
| 2000 | 60 | 876,000 | 2,000 | 2,000 | \$ | 22,573.22 | \$ | 96,925.51 |  | 119,498.73 |  | 22,573.22 | \$ | 97,437.09 | \$ | 120,010.31 | \$ | - | \$ | 511.58 | \$ | 511.58 | 0.4\% |
| 2000 | 70 | 1,022,000 | 2,000 | 2,000 | \$ | 22,573.22 | \$ | 111,946.43 |  | 134,519.65 | \$ | 22,573.22 | \$ | 112,543.27 | \$ | 135,116.49 | \$ | - | \$ | 596.85 | \$ | 596.85 | 0.4\% |
| 2000 | 80 | 1,168,000 | 2,000 | 2,000 | \$ | 22,573.22 | \$ | 126,967.34 |  | 149,540.56 | \$ | 22,573.22 | \$ | 127,649.46 | \$ | 150,222.68 | \$ | - | \$ | 682.11 |  | 682.11 | 0.5\% |
| 2000 | 90 | 1,314,000 | 2,000 | 2,000 | \$ | 22,573.22 | \$ | 141,988.26 |  | 164,561.48 | \$ | 22,573.22 | \$ | 142,755.64 |  | 165,328.86 | \$ | - | \$ | 767.38 | \$ | 767.38 | 0.5\% |



## Present Rates vs.

vs.
Proposed Rates

| $\frac{\text { Demand }}{(\mathrm{kW})}$ |
| :---: |
| 25 |
| 25 |
| 25 |
| 25 25 |
| 25 25 |
| 25 |
| 50 |
| 50 |
| 50 50 |
| 50 |
| 50 |
| 50 |
| 100 |
| 100 100 |
| 100 |
| 100 |
| 100 |
| 100 300 |
| 300 |
| 300 |
| 300 |
| 300 |
| 300 300 |
| 500 |
| 500 |
| 500 |
| 500 500 |
| 500 |
| 500 750 |
| 750 |
| 750 750 |
| 750 750 |
| 750 |
| 750 |
| 750 |
| 1000 1000 |
| 1000 |
| 1000 |
| 1000 1000 |
| 1000 |
| 1000 |
| 2000 |
| 2000 |
| 2000 2000 |
| 2000 |
| 2000 |


$\begin{gathered}\text { Present } \\ \text { Distribution }\end{gathered} \quad$ BGS and Otherer New
Distribution New $\begin{array}{r}\mathrm{New} \\ \text { Distribution }\end{array}$ BGS and Othe New
Other Charges New
Total $\begin{aligned} & \text { Difference } \\ & \text { Distribution }\end{aligned} \begin{gathered}\text { Difference }\end{gathered}$ $\begin{gathered}\text { Total } \\ \text { BGS and Other Charges } \\ \text { Difference }\end{gathered} \quad \begin{gathered}\text { Total } \\ \text { Difference }\end{gathered}$

 BGS and Other Charges $\begin{gathered}\text { Present } \\ \text { Total }\end{gathered}$ Present

$\frac{\text { Total }}{(\mathrm{s})}$ |  | $\$(\$)$ |  |
| :--- | :--- | :--- |
| 4 | $\$$ | $1,396.84$ |
| 3 | $\$$ | $1,572.44$ |
| $1,748.03$ |  |  |

 | 43 |
| :--- |
| 6087 |
| 786 |
| 962 |
|  |

| 429.94 | \$ | 1,396.84 |
| :---: | :---: | :---: |
| 605.54 | \$ | 1,572.44 |
| 781.13 | \$ | 1,748.03 |
| 956.73 | \$ | 1,923.63 |
| 1,132.33 | \$ | 2,099.23 |
| 1,307.92 | \$ | 2,274.82 |
| 1,483.52 | \$ | 2,450.42 |
| 859.88 | \$ | 2,049.53 |
| 1,211.08 | \$ | 2,400.73 |
| 1,562.27 | \$ | 2,751.92 |
| $1,913.46$ 2.264 .65 | \$ | $3,103.11$ 3.454 .30 |
| 2,615.84 | \$ | 3,805.49 |
| 2,967.04 | \$ | 4,156.69 |
| 1,719.77 | \$ | 3,354.92 |
| 2,422.15 | \$ | 4,057.30 |
| 3,124.54 | \$ | 4,759.69 |
| 3,826.92 | \$ | 5,462.07 |
| 4,529.30 | \$ | 6,164.45 |
| 5,231.69 | \$ | 6,866.84 |
| 5,934.07 | \$ | 7,569.22 |
| 7,266.46 |  | ${ }_{10,683.61}$ |
| 9,373.61 | + | 12,790.76 |
| 11,480.76 | \$ | 14,897.91 |
| 13,587.91 | \$ | 17,005.06 |
| 15,695.07 | \$ | 19,112.22 |
| 17,802.22 | \$ | 21,219.37 |
| 8,598.84 | \$ | 13,797.99 |
| 12,110.76 | \$ | 17,309.91 |
| 15,622.68 | \$ | 20,821.83 |
| 19,134.60 | \$ | 24,333.75 |
| 22,646.52 | \$ | 27,845.67 |
| 26,158.44 | \$ | 31,357.59 |
| 29,670.36 | \$ | 34,869.51 |
| 18,166.14 | \$ | 25,592.79 |
| 23,434.02 | \$ | 30,860.67 |
| 28,701.90 | \$ | 36,128.55 |
| 39,237.67 | \$ | 46,664.32 |
| 44,505.55 | + | 51,932.20 |
| 49,773.43 | - | 57,200.08 |
| 24,221.52 | \$ | 33,875.67 |
| 31,245.36 | \$ | 40,899.51 |
| 38,269.21 | \$ | 47,923.36 |
| 45,293.05 | \$ | 54,947.20 |
| 52,316.89 | \$ | 61,971.04 |
| 59,340.73 | \$ | 68,994.88 |
| 66,364.57 | \$ | 76,018.72 |
| 48,443.05 | \$ | 67,007.20 |
| 62,490.73 | \$ | 81,054.88 |
| 76,538.41 | \$ | 95,102.56 |
| 90,586.09 | \$ | 109,150.24 |
| 104,633.77 | \$ | 123,197.92 |
| 118,681.46 <br> 132,729.14 |  | 137,245.61 <br> 151,293.2 |



| \$ | 1,3 |
| :---: | :---: |
| \$ | 1,575 |
| \$ |  |
|  |  |

$\$$
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| - | $\$$ |
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| - | $\$$ |
| - | $\$$ |
| - | $\$$ |
| - | $\$$ |
| - | $\$$ |
| - | $\$$ |

ATLANTIC CITY ELECTRIC COMPANY
ANNUAL GENERAL SERVICE PRIMARY ("AGS Primary")
4 SUMMER MONTHS (June Through September)



Attachment 3

## YEAR 3 BILL IMPACTS

FOR ILLUSTRATIVE PURPOSES

ATLANTIC CITY ELECTRIC COMPANY

Present Rates
vs.
Proposed Rates

| Monthly | Present Delivery |  | Present Supply+T |  | Present Total |  | New Delivery |  | New Supply+T |  | New <br> Total |  | Difference |  |  |  | Total |  | (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Usage |  |  | $\frac{\text { Delivery }}{(\$)}$ |  |  |  | Supply+T | Difference |  |  |  |  |
| (kWh) |  | (\$) |  |  |  | \$) |  |  |  | (\$) |  | (\$) |  | \$) |  | (\$) |  |  |  |  |  |
| 0 | \$ | 5.77 | \$ | - | \$ | 5.77 | \$ | 5.77 |  |  | \$ | - | \$ | 5.77 | \$ | - | \$ | - | \$ | - | 0.00\% |
| 25 | \$ | 7.90 | \$ | 2.66 | \$ | 10.56 | \$ | 7.90 | \$ | 2.68 | \$ | 10.58 | \$ | - | \$ | 0.02 | \$ | 0.02 | 0.19\% |
| 50 | \$ | 10.04 | \$ | 5.33 | \$ | 15.37 | \$ | 10.04 | \$ | 5.36 | \$ | 15.40 | \$ | - | \$ | 0.03 | \$ | 0.03 | 0.20\% |
| 75 | \$ | 12.17 | \$ | 7.99 | \$ | 20.16 | \$ | 12.17 | \$ | 8.03 | \$ | 20.20 | \$ | - | \$ | 0.04 | \$ | 0.04 | 0.20\% |
| 100 | \$ | 14.31 | \$ | 10.65 | \$ | 24.96 | \$ | 14.31 | \$ | 10.71 | \$ | 25.02 | \$ | - | \$ | 0.06 | \$ | 0.06 | 0.24\% |
| 150 | \$ | 18.58 | \$ | 15.98 | \$ | 34.56 | \$ | 18.58 | \$ | 16.07 | \$ | 34.65 | \$ | - | \$ | 0.09 | \$ | 0.09 | 0.26\% |
| 200 | \$ | 22.85 | \$ | 21.30 | \$ | 44.15 | \$ | 22.85 | \$ | 21.43 | \$ | 44.28 | \$ | - | \$ | 0.13 | \$ | 0.13 | 0.29\% |
| 250 | \$ | 27.12 | \$ | 26.63 | \$ | 53.75 | \$ | 27.12 | \$ | 26.78 | \$ | 53.90 | \$ | - | \$ | 0.15 | \$ | 0.15 | 0.28\% |
| 300 | \$ | 31.39 | \$ | 31.95 | \$ | 63.34 | \$ | 31.39 | \$ | 32.14 | \$ | 63.53 | \$ | - | \$ | 0.19 | \$ | 0.19 | 0.30\% |
| 350 | \$ | 35.66 | \$ | 37.28 | \$ | 72.94 | \$ | 35.66 | \$ | 37.50 | \$ | 73.16 | \$ | - | \$ | 0.22 | \$ | 0.22 | 0.30\% |
| 400 | \$ | 39.93 | \$ | 42.60 | \$ | 82.53 | \$ | 39.93 | \$ | 42.85 | \$ | 82.78 | \$ | - | \$ | 0.25 | \$ | 0.25 | 0.30\% |
| 450 | \$ | 44.20 | \$ | 47.93 | \$ | 92.13 | \$ | 44.20 | \$ | 48.21 | \$ | 92.41 | \$ | - | \$ | 0.28 | \$ | 0.28 | 0.30\% |
| 500 | \$ | 48.46 | \$ | 53.25 | \$ | 101.71 | \$ | 48.46 | \$ | 53.56 | \$ | 102.02 | \$ | - | \$ | 0.31 | \$ | 0.31 | 0.30\% |
| 600 | \$ | 57.00 | \$ | 63.90 | \$ | 120.90 | \$ | 57.00 | \$ | 64.28 | \$ | 121.28 | \$ | - | \$ | 0.38 | \$ | 0.38 | 0.31\% |
| 679 | \$ | 63.75 | \$ | 72.32 | \$ | 136.07 | \$ | 63.75 | \$ | 72.74 | \$ | 136.49 | \$ | - | \$ | 0.42 | \$ | 0.42 | 0.31\% |
| 700 | \$ | 65.54 | \$ | 74.55 | \$ | 140.09 | \$ | 65.54 | \$ | 74.99 | \$ | 140.53 | \$ | - | \$ | 0.44 | \$ | 0.44 | 0.31\% |
| 750 | \$ | 69.81 | \$ | 79.88 | \$ | 149.69 | \$ | 69.81 | \$ | 80.35 | \$ | 150.16 | \$ | - | \$ | 0.47 | \$ | 0.47 | 0.31\% |
| 800 | \$ | 74.08 | \$ | 85.20 | \$ | 159.28 | \$ | 74.08 | \$ | 85.70 | \$ | 159.78 | \$ | - | \$ | 0.50 | \$ | 0.50 | 0.31\% |
| 900 | \$ | 82.62 | \$ | 95.86 | \$ | 178.48 | \$ | 82.62 | \$ | 96.42 | \$ | 179.04 | \$ | - | \$ | 0.56 | \$ | 0.56 | 0.31\% |
| 1000 | \$ | 91.16 | \$ | 106.51 | \$ | 197.67 | \$ | 91.16 | \$ | 107.13 | \$ | 198.29 | \$ | - | \$ | 0.62 | \$ | 0.62 | 0.31\% |
| 1200 | \$ | 108.24 | \$ | 127.81 | \$ | 236.05 | \$ | 108.24 | \$ | 128.55 | \$ | 236.79 | \$ | - | \$ | 0.74 | \$ | 0.74 | 0.31\% |
| 1500 | \$ | 133.85 | \$ | 159.76 | \$ | 293.61 | \$ | 133.85 | \$ | 160.69 | \$ | 294.54 | \$ | - | \$ | 0.93 | \$ | 0.93 | 0.32\% |
| 2000 | \$ | 176.55 | \$ | 213.01 | \$ | 389.56 | \$ | 176.55 | \$ | 214.26 | \$ | 390.81 | \$ | - | \$ | 1.25 | \$ | 1.25 | 0.32\% |
| 2500 | \$ | 219.24 | \$ | 266.27 | \$ | 485.51 | \$ | 219.24 | \$ | 267.82 | \$ | 487.06 | \$ | - | \$ | 1.55 | \$ | 1.55 | 0.32\% |
| 3000 | \$ | 261.94 | \$ | 319.52 | \$ | 581.46 | \$ | 261.94 | \$ | 321.39 | \$ | 583.33 | \$ | - | \$ | 1.87 | \$ | 1.87 | 0.32\% |
| 3500 | \$ | 304.63 | \$ | 372.77 | \$ | 677.40 | \$ | 304.63 | \$ | 374.95 | \$ | 679.58 | \$ | - | \$ | 2.18 | \$ | 2.18 | 0.32\% |
| 4000 | \$ | 347.33 | \$ | 426.02 | \$ | 773.35 | \$ | 347.33 | \$ | 428.52 | \$ | 775.85 | \$ | - | \$ | 2.50 | \$ | 2.50 | 0.32\% |


| Present Rates vs. <br> Proposed Rates |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Monthly | Present Delivery <br> (\$) |  | $\begin{gathered} \begin{array}{c} \text { Present } \\ \text { Supply }+\mathrm{T} \end{array} \\ \hline(\$) \end{gathered}$ |  | Present Total (\$) |  |  |  | $\begin{gathered} \begin{array}{c} \text { New } \\ \text { Supply+T } \end{array} \\ \hline(\$) \end{gathered}$ |  | New <br> Total <br> (\$) |  | Difference |  |  |  | Total |  |  |
| Usage |  |  |  |  |  |  |  | $y+$ T |  |  |  |  |  |
| (kWh) |  |  |  |  |  |  |  |  |  |  |  | (\$) | (\%) |
| 0 | \$ | 5.77 |  |  | \$ | - |  |  | \$ | 5.77 |  |  | \$ | 5.77 | \$ |  | \$ | 5.77 | \$ | - | \$ | - | \$ | - | 0.00\% |
| 25 | \$ | 8.04 |  |  | \$ | 2.39 |  |  | \$ | 10.43 |  |  | \$ | 8.04 | \$ | 2.41 | \$ | 10.45 | \$ | - | \$ | 0.02 | \$ | 0.02 | 0.19\% |
| 50 | \$ | 10.32 | \$ | 4.78 | \$ | 15.10 | \$ | 10.32 | \$ | 4.81 | \$ | 15.13 | \$ | - | \$ | 0.03 | \$ | 0.03 | 0.20\% |
| 75 | \$ | 12.59 | \$ | 7.17 | \$ | 19.76 | \$ | 12.59 | \$ | 7.22 | \$ | 19.81 | \$ | - | \$ | 0.05 | \$ | 0.05 | 0.25\% |
| 100 | \$ | 14.86 | \$ | 9.56 | \$ | 24.42 | \$ | 14.86 | \$ | 9.62 | \$ | 24.48 | \$ | - | \$ | 0.06 | \$ | 0.06 | 0.25\% |
| 150 | \$ | 19.41 | \$ | 14.34 | \$ | 33.75 | \$ | 19.41 | \$ | 14.43 | \$ | 33.84 | \$ | - | \$ | 0.09 | \$ | 0.09 | 0.27\% |
| 200 | \$ | 23.96 | \$ | 19.12 | \$ | 43.08 | \$ | 23.96 | \$ | 19.25 | \$ | 43.21 | \$ | - | \$ | 0.13 | \$ | 0.13 | 0.30\% |
| 250 | \$ | 28.51 | \$ | 23.90 | \$ | 52.41 | \$ | 28.51 | \$ | 24.06 | \$ | 52.57 | \$ | - | \$ | 0.16 | \$ | 0.16 | 0.31\% |
| 300 | \$ | 33.05 | \$ | 28.68 | \$ | 61.73 | \$ | 33.05 | \$ | 28.87 | \$ | 61.92 | \$ | - | \$ | 0.19 | \$ | 0.19 | 0.31\% |
| 350 | \$ | 37.60 | \$ | 33.46 | \$ | 71.06 | \$ | 37.60 | \$ | 33.68 | \$ | 71.28 | \$ | - | \$ | 0.22 | \$ | 0.22 | 0.31\% |
| 400 | \$ | 42.15 | \$ | 38.24 | \$ | 80.39 | \$ | 42.15 | \$ | 38.49 | \$ | 80.64 | \$ | - | \$ | 0.25 | \$ | 0.25 | 0.31\% |
| 450 | \$ | 46.69 | \$ | 43.02 | \$ | 89.71 | \$ | 46.69 | \$ | 43.30 | \$ | 89.99 | \$ | - | \$ | 0.28 | \$ | 0.28 | 0.31\% |
| 500 | \$ | 51.24 | \$ | 47.81 | \$ | 99.05 | \$ | 51.24 | \$ | 48.12 | \$ | 99.36 | \$ | - | \$ | 0.31 | \$ | 0.31 | 0.31\% |
| 600 | \$ | 60.33 | \$ | 57.37 | \$ | 117.70 | \$ | 60.33 | \$ | 57.74 | \$ | 118.07 | \$ | - | \$ | 0.37 | \$ | 0.37 | 0.31\% |
| 679 | \$ | 67.52 | \$ | 64.92 | \$ | 132.44 | \$ | 67.52 | \$ | 65.34 | \$ | 132.86 | \$ | - | \$ | 0.42 | \$ | 0.42 | 0.32\% |
| 700 | \$ | 69.43 | \$ | 66.93 | \$ | 136.36 | \$ | 69.43 | \$ | 67.36 | \$ | 136.79 | \$ | - | \$ | 0.43 | \$ | 0.43 | 0.32\% |
| 750 | \$ | 73.98 | \$ | 71.71 | \$ | 145.69 | \$ | 73.98 | \$ | 72.17 | \$ | 146.15 | \$ | - | \$ | 0.46 | \$ | 0.46 | 0.32\% |
| 800 | \$ | 79.06 | \$ | 76.99 | \$ | 156.05 | \$ | 79.06 | \$ | 77.49 | \$ | 156.55 | \$ | - | \$ | 0.50 | \$ | 0.50 | 0.32\% |
| 900 | \$ | 89.23 | \$ | 87.56 | \$ | 176.79 | \$ | 89.23 | \$ | 88.12 | \$ | 177.35 | \$ | - | \$ | 0.56 | \$ | 0.56 | 0.32\% |
| 1000 | \$ | 99.40 | \$ | 98.13 | \$ | 197.53 | \$ | 99.40 | \$ | 98.75 | \$ | 198.15 | \$ | - | \$ | 0.62 | \$ | 0.62 | 0.31\% |
| 1200 | \$ | 119.73 | \$ | 119.26 | \$ | 238.99 | \$ | 119.73 | \$ | 120.01 | \$ | 239.74 | \$ | - | \$ | 0.75 | \$ | 0.75 | 0.31\% |
| 1500 | \$ | 150.24 | \$ | 150.96 | \$ | 301.20 | \$ | 150.24 | \$ | 151.89 | \$ | 302.13 | \$ | - | \$ | 0.93 | \$ | 0.93 | 0.31\% |
| 2000 | \$ | 201.08 | \$ | 203.80 | \$ | 404.88 | \$ | 201.08 | \$ | 205.04 | \$ | 406.12 | \$ | - | \$ | 1.24 | \$ | 1.24 | 0.31\% |
| 2500 | \$ | 251.92 | \$ | 256.63 | \$ | 508.55 | \$ | 251.92 | \$ | 258.19 | \$ | 510.11 | \$ | - | \$ | 1.56 | \$ | 1.56 | 0.31\% |
| 3000 | \$ | 302.77 | \$ | 309.47 | \$ | 612.24 | \$ | 302.77 | \$ | 311.33 | \$ | 614.10 | \$ | - | \$ | 1.86 | \$ | 1.86 | 0.30\% |
| 3500 | \$ | 353.61 | \$ | 362.30 | \$ | 715.91 | \$ | 353.61 | \$ | 364.48 | \$ | 718.09 | \$ | - | \$ | 2.18 | \$ | 2.18 | 0.30\% |
| 4000 | \$ | 404.45 | \$ | 415.14 | \$ | 819.59 | \$ | 404.45 | \$ | 417.63 | \$ | 822.08 | \$ | - | \$ | 2.49 | \$ | 2.49 | 0.30\% |

## Present Rates

vs.
Proposed Rates

| Monthly Usage | Present Delivery |  | Present Supply+T |  | Present Total |  | New Delivery |  | New Supply+T |  | New <br> Total |  | Difference |  |  |  | Total |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  | $y+T$ |  |  |  |  |  |
| (kWh) |  | (\$) |  |  |  | (\$) |  |  |  | (\$) |  |  |  | (\$) |  | (\$) |  | (\$) |  |  |  |  |  | ) | (\%) |
| 0 | \$ | 5.77 | \$ | - | \$ | 5.77 | \$ | 5.77 | \$ | - | \$ | 5.77 | \$ | - | \$ | - | \$ | - | 0.00\% |
| 25 | \$ | 7.95 | \$ | 2.57 | \$ | 10.52 | \$ | 7.95 | \$ | 2.59 | \$ | 10.54 | \$ | - | \$ | 0.02 | \$ | 0.02 | 0.19\% |
| 50 | \$ | 10.13 | \$ | 5.15 | \$ | 15.28 | \$ | 10.13 | \$ | 5.18 | \$ | 15.31 | \$ | - | \$ | 0.03 | \$ | 0.03 | 0.20\% |
| 75 | \$ | 12.31 | \$ | 7.72 | \$ | 20.03 | \$ | 12.31 | \$ | 7.76 | \$ | 20.07 | \$ | - | \$ | 0.04 | \$ | 0.04 | 0.20\% |
| 100 | \$ | 14.49 | \$ | 10.29 | \$ | 24.78 | \$ | 14.49 | \$ | 10.35 | \$ | 24.84 | \$ | - | \$ | 0.06 | \$ | 0.06 | 0.24\% |
| 150 | \$ | 18.86 | \$ | 15.43 | \$ | 34.29 | \$ | 18.86 | \$ | 15.52 | \$ | 34.38 | \$ | - | \$ | 0.09 | \$ | 0.09 | 0.26\% |
| 200 | \$ | 23.22 | \$ | 20.57 | \$ | 43.79 | \$ | 23.22 | \$ | 20.70 | \$ | 43.92 | \$ | - | \$ | 0.13 | \$ | 0.13 | 0.30\% |
| 250 | \$ | 27.58 | \$ | 25.72 | \$ | 53.30 | \$ | 27.58 | \$ | 25.87 | \$ | 53.45 | \$ | - | \$ | 0.15 | \$ | 0.15 | 0.28\% |
| 300 | \$ | 31.94 | \$ | 30.86 | \$ | 62.80 | \$ | 31.94 | \$ | 31.05 | \$ | 62.99 | \$ | - | \$ | 0.19 | \$ | 0.19 | 0.30\% |
| 350 | \$ | 36.31 | \$ | 36.01 | \$ | 72.32 | \$ | 36.31 | \$ | 36.23 | \$ | 72.54 | \$ | - | \$ | 0.22 | \$ | 0.22 | 0.30\% |
| 400 | \$ | 40.67 | \$ | 41.15 | \$ | 81.82 | \$ | 40.67 | \$ | 41.40 | \$ | 82.07 | \$ | - | \$ | 0.25 | \$ | 0.25 | 0.31\% |
| 450 | \$ | 45.03 | \$ | 46.29 | \$ | 91.32 | \$ | 45.03 | \$ | 46.57 | \$ | 91.60 | \$ | - | \$ | 0.28 | \$ | 0.28 | 0.31\% |
| 500 | \$ | 49.39 | \$ | 51.44 | \$ | 100.83 | \$ | 49.39 | \$ | 51.75 | \$ | 101.14 | \$ | - | \$ | 0.31 | \$ | 0.31 | 0.31\% |
| 600 | \$ | 58.11 | \$ | 61.72 | \$ | 119.83 | \$ | 58.11 | \$ | 62.10 | \$ | 120.21 | \$ | - | \$ | 0.38 | \$ | 0.38 | 0.32\% |
| 679 | \$ | 65.01 | \$ | 69.85 | \$ | 134.86 | \$ | 65.01 | \$ | 70.27 | \$ | 135.28 | \$ | - | \$ | 0.42 | \$ | 0.42 | 0.31\% |
| 700 | \$ | 66.84 | \$ | 72.01 | \$ | 138.85 | \$ | 66.84 | \$ | 72.45 | \$ | 139.29 | \$ | - | \$ | 0.44 | \$ | 0.44 | 0.32\% |
| 750 | \$ | 71.20 | \$ | 77.16 | \$ | 148.36 | \$ | 71.20 | \$ | 77.62 | \$ | 148.82 | \$ | - | \$ | 0.46 | \$ | 0.46 | 0.31\% |
| 800 | \$ | 75.74 | \$ | 82.46 | \$ | 158.20 | \$ | 75.74 | \$ | 82.96 | \$ | 158.70 | \$ | - | \$ | 0.50 | \$ | 0.50 | 0.32\% |
| 900 | \$ | 84.82 | \$ | 93.09 | \$ | 177.91 | \$ | 84.82 | \$ | 93.65 | \$ | 178.47 | \$ | - | \$ | 0.56 | \$ | 0.56 | 0.31\% |
| 1000 | \$ | 93.91 | \$ | 103.72 | \$ | 197.63 | \$ | 93.91 | \$ | 104.34 | \$ | 198.25 | \$ | - | \$ | 0.62 | \$ | 0.62 | 0.31\% |
| 1200 | \$ | 112.07 | \$ | 124.96 | \$ | 237.03 | \$ | 112.07 | \$ | 125.70 | \$ | 237.77 | \$ | - | \$ | 0.74 | \$ | 0.74 | 0.31\% |
| 1500 | \$ | 139.31 | \$ | 156.83 | \$ | 296.14 | \$ | 139.31 | \$ | 157.76 | \$ | 297.07 | \$ | - | \$ | 0.93 | \$ | 0.93 | 0.31\% |
| 2000 | \$ | 184.73 | \$ | 209.94 | \$ | 394.67 | \$ | 184.73 | \$ | 211.19 | \$ | 395.92 | \$ | - | \$ | 1.25 | \$ | 1.25 | 0.32\% |
| 2500 | \$ | 230.13 | \$ | 263.06 | \$ | 493.19 | \$ | 230.13 | \$ | 264.61 | \$ | 494.74 | \$ | - | \$ | 1.55 | \$ | 1.55 | 0.31\% |
| 3000 | \$ | 275.55 | \$ | 316.17 | \$ | 591.72 | \$ | 275.55 | \$ | 318.04 | \$ | 593.59 | \$ | - | \$ | 1.87 | \$ | 1.87 | 0.32\% |
| 3500 | \$ | 320.96 | \$ | 369.28 | \$ | 690.24 | \$ | 320.96 | \$ | 371.46 | \$ | 692.42 | \$ | - | \$ | 2.18 | \$ | 2.18 | 0.32\% |
| 4000 | \$ | 366.37 | \$ | 422.39 | \$ | 788.76 | \$ | 366.37 | \$ | 424.89 | \$ | 791.26 | \$ | - | \$ | 2.50 | \$ | 2.50 | 0.32\% |



## ATLANTIC CITY ELECTRIC COMPANY <br> MONTHLY GENERAL SERVICE SECONDARY ("MGS Secondary") 4 SUMMER MONTHS (June Through September)




ATLANTIC CITY ELECTRIC COMPANY
MONTHLY GENERAL SERVICE PRIMARY ("MGS Primary")
8 WINTER MONTHS (October Through May)


ATLANTIC CITY ELECTRIC COMPANY
$\frac{\text { MONTHLY GENERAL SERVICE PRIMARY ("MGS Primary") }}{4 \text { SUMMER MONTHS (June Through September) }}$


## ATLANTIC CITY ELECTRIC COMPANY <br> MONTHLY GENERAL SERVICE PRIMARY ("MGS Primary") <br> Annual Average

Present Rates
vs.


ATLANTIC CITY ELECTRIC COMPANY
$\frac{\text { ANNUAL GENERAL SERVICE SECONDARY ("AGS Secondary") }}{8 \text { WINTER MONTHS (October Through May) }}$
8 WINTER MONTHS (October Through May)

## Present Rates



ATLANTIC CITY ELECTRIC COMPANY
$\frac{\text { ANNUAL GENERAL SERVICE SECONDARY ("AGS Secondary") }}{4 \text { SUMMER MONTHS (June Through September) }}$
Present Rates
vs.



## Present Rates vs.

vs.
Proposed Rates

|  |
| :--- |
| (kW) |
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$\begin{gathered}\text { Present } \\ \text { Distribution }\end{gathered} \quad$ BGS and Otherer Present
Iotal $\begin{gathered}\mathrm{New} \\ \text { Distributit }\end{gathered}$ New
New
Distribution New
Other Charges New
Total

$\begin{gathered}\text { Difference } \\ \text { Distribution }\end{gathered} \begin{gathered}\text { Difference }\end{gathered}$ $\begin{gathered}\text { Total } \\ \text { BGS and Other Charges } \\ \text { Difference }\end{gathered} \begin{gathered}\text { Total } \\ \text { Difference }\end{gathered}$ | 3,650 | Metered kW | Billed kW | D Demand | DEnergy |
| :---: | :---: | :---: | :---: | :---: |

 $\frac{\text { BGS and Other C }}{(\$)}$

|  | (\$) |  |
| :---: | :---: | :---: |
| 432.07 | 1,398.97 | \$ |
| 608.74 | 1,575.64 | \$ |
| 785.40 | \$ 1,752.30 | \$ |
| 962.06 | 1,928.96 | \$ |
| 1,138.72 | 2,105.62 | \$ |
| 1,315.38 | \$ 2,282.28 | \$ |
| 1,492.04 | 2,458.94 | \$ |
| 864.15 | \$ 2,053.80 | \$ |
| 1,217.47 | \$ 2,407.12 | \$ |
| 1,570.79 | 2,760.44 | \$ |
| 1,924.12 | 3,113.77 | \$ |
| 2,277.44 | 3,467.09 |  |
| 2,630.77 | 3,820.42 | \$ |
| 2,984.09 | 4,173.74 | \$ |
| 1,728.29 | \$ 3,363.44 | \$ |
| 2,434.94 | 4,070.09 | \$ |
| 3,141.59 | \$ 4,776.74 | \$ |
| 3,848.24 | 5,483.39 | \$ |
| 4,554.88 | 6,190.03 | \$ |
| 5,261.53 | 6,896.68 | \$ |
| 5,968.18 | \$ 7,603.33 | \$ |
| 5,184.88 | 8,602.03 | \$ |
| 7,304.83 | 10,721.98 | \$ |
| 9,424.77 | 12,841.92 | \$ |
| 11,544.71 | 14,961.86 | - |
| 13,664.65 | \$ 17,081.80 | \$ |
| 15,784.59 | 19,201.74 | \$ |
| 17,904.54 | 21,321.69 | \$ |
| 8,641.47 | 13,840.62 | \$ |
| 12,174.71 | 17,373.86 | \$ |
| 15,707.95 | 20,907.10 | \$ |
| 19,241.18 | 24,440.33 | \$ |
| 22,774.42 | 27,973.57 |  |
| 26,307.66 | 31,506.81 | \$ |
| 29,840.89 | 35,040.04 | \$ |
| 18,262.06 | \$ 25,688.71 | S |
| 23,561.92 | 30,988.57 | \$ |
| 28,861.77 | 36,288.42 | \$ |
| 34,161.63 | 41,588.28 | \$ |
| 39,461.48 | \$ 46,888.13 | \$ |
| 44,761.34 | 52,187.99 | \$ |
| 50,061.19 | 57,487.84 | \$ |
| 24,349.42 | \$ 34,003.57 | \$ |
| 31,415.89 | 41,070.04 | \$ |
| 38,482.37 | 48,136.52 | \$ |
| 45,548.84 | 55,202.99 | \$ |
| 52,615.31 | 62,269.46 | \$ |
| 59,681.78 | 69,335.93 | \$ |
| 66,748.26 | 76,402.41 | \$ |
| 48,698.84 | 67,262.99 | \$ |
| 62,831.78 | \$ 81,395.93 | \$ |
| 76,964.73 | 95,528.88 | \$ |
| 91,097.68 | \$ 109,661.83 | \$ |
| 105,230.62 | \$ 123,794.77 | \$ |
| 119,363.57 | \$ 137,927.72 | \$ |
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| 1,145.5 |
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| 2,291.0 |
| 2,646.6 |
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| 4,582.1 |
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| 4,49.34 |
| 11,612.93 |
| 13,746.51 |
| 15,880.10 |
| 18,013.68 |
| 686.95 |
| 242.93 |
| 15,798.90 |
| 354.8 |
| ,910.8 |
| ,466.8 |
| ,022.8 |
| 364.39 |
| 698.3 |
| ,032.3 |
| ,366.28 |
| ,700.25 |
| ,034.2 |
| ,368.18 |
| 4,485.86 |
| ,597.81 |
| ,709.76 |
| 5,821.71 |
| 52,933.66 |
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| 67,157.5 |
| 8,971.71 |
| 95.6 |
| 77,419.5 |
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| 2.27 | \$ | 2.27 | 0.2\% |
| 3.41 | \$ | 3.41 | 0.2\% |
| 4.55 | \$ | 4.55 | 0.3\% |
| 5.68 | \$ | 5.68 | 0.3\% |
| 6.82 | \$ | 6.82 | 0.3\% |
| 7.96 | \$ | 7.96 | 0.3\% |
| 9.10 | \$ | 9.10 | 0.4\% |
| 4.55 | \$ | 4.55 | 0.2\% |
| 6.82 | \$ | 6.82 | 0.3\% |
| 9.10 | \$ | 9.10 | 0.3\% |
| 11.37 | \$ | 11.37 | 0.4\% |
| 13.64 | \$ | 13.64 | 0.4\% |
| 15.92 | \$ | 15.92 | 0.4\% |
| 18.19 | \$ | 18.19 | 0.4\% |
| 9.10 | \$ | 9.10 | 0.3\% |
| 13.64 | \$ | 13.64 | 0.3\% |
| 18.19 | \$ | 18.19 | 0.4\% |
| 22.74 | \$ | 22.74 | 0.4\% |
| 27.29 | \$ | 27.29 | 0.4\% |
| 31.84 | \$ | 31.84 | 0.5\% |
| 36.38 | \$ | 36.38 | 0.5\% |
| 27.29 | \$ | 27.29 | 0.3\% |
| 40.93 | \$ | 40.93 | 0.4\% |
| 54.57 | \$ | 54.57 | 0.4\% |
| 68.22 | \$ | 68.22 | 0.5\% |
| 81.86 | \$ | 81.86 | 0.5\% |
| 95.51 | \$ | 95.51 | 0.5\% |
| 109.15 | \$ | 109.15 | 0.5\% |
| 45.48 | \$ | 45.48 | 0.3\% |
| 68.22 | \$ | 68.22 | 0.4\% |
| 90.96 | \$ | 90.96 | 0.4\% |
| 113.70 | \$ | 113.70 | 0.5\% |
| 136.44 | \$ | 136.44 | 0.5\% |
| 159.18 | \$ | 159.18 | 0.5\% |
| 181.92 | \$ | 181.92 | 0.5\% |
| 102.33 | \$ | 102.33 | 0.4\% |
| 136.44 | \$ | 136.44 | 0.4\% |
| 170.55 | \$ | 170.55 | 0.5\% |
| 204.66 | \$ | 204.66 | 0.5\% |
| 238.76 | \$ | 238.76 | 0.5\% |
| 272.87 | \$ | 272.87 | 0.5\% |
| 306.98 | \$ | 306.98 | 0.5\% |
| 136.44 | \$ | 136.44 | 0.4\% |
| 181.92 | \$ | 181.92 | 0.4\% |
| 227.39 | \$ | 227.39 | 0.5\% |
| 272.87 | \$ | 272.87 | 0.5\% |
| 318.35 | \$ | 318.35 | 0.5\% |
| 363.83 | \$ | 363.83 | 0.5\% |
| 409.31 | \$ | 409.31 | 0.5\% |
| 272.87 | \$ | 272.87 | 0.4\% |
| 363.83 | \$ | 363.83 | 0.4\% |
| 454.79 | \$ | 454.79 | 0.5\% |
| 545.75 | \$ | 545.75 | 0.5\% |
| 636.71 | \$ | 636.71 | 0.5\% |
| 727.66 | \$ | 727.66 | 0.5\% |
| 818.62 | \$ | 818.62 | 0.5\% |

ANNUAL GENERAL SERVICE PRIMARY ("AGS Primary")
4 SUMMER MONTHS (June Through September)



## Attachment 4

## ATLANTIC CITY ELECTRIC COMPANY

BPU NJ No. 11 Electric Service - Section IV xxxxxx Revised Sheet Replaces Twenty-First Revised Sheet No.
64

## RIDER RGGI

## Regional Greenhouse Gas Initiative Recovery Charge

A. Applicability

This Rider is applicable to Rate Schedules RS, MGS Secondary, MGS-SEVC, MGS Primary, AGS Secondary, AGS Primary, TGS, DDC, SPL and CSL. Amounts billed to customers shall include a charge to reflect regional greenhouse gas initiative program costs. Except where indicated otherwise, Rider "RGGI" will be determined annually based on projections of program costs (including an adjustment for variances between budgeted and actual prior year expenditures) and forecasts of kilowatt hour sales. The charge (in dollars per kilowatt hour) will be computed by dividing the total annual amount to be recovered for by forecasted retail sales (in kilowatt hours).

## RGGI Programs

Solar Renewable Energy Certificate (SREC) (\$/kWh)
\$0.000299
This charge component is intended to recover net costs associated with the Solar Renewable Energy Certificate Program.

Solar Renewable Energy Certificate (SREC II) (\$/kWh)
$\$ 0.000000$
This charge component is intended to recover net costs associated with the Solar Renewable Energy Certificate II Program.

Transition Renewable Energy Certificate (TREC) (\$/KWh)
\$0.000559
This change component is intended to recover net costs associated with the Solar Transition Incentive Program.
Energy Efficiency Surcharge (EE) (\$/KWh) \$0.000411
This change component is intended to recover the costs associated with the Energy Efficiency Program.

## RIDER "CIP"

CONSERVATION INCENTIVE PROGRAM ("CIP") RECOVERY CHARGE

## APPLICABILITY:

This rider is applicable to Rate Schedules RS, MGS Secondary, MGS Primary, AGS Secondary, AGS Primary, and TGS and TGS Sub Transmission. The Company's CIP shall be based on the differences between actual and allowed revenue per customer during the preceding annual period. This adjustment will be effectuated through a credit or surcharge applied to customers' bills during the adjustment period. The credit or surcharge will also be adjusted to reflect prior year under or over recoveries pursuant to Rider "CIP". The Company at its discretion will make annual filings.

The Company's CIP Recovery Charge including sales and use tax to be effective on and after the date indicated below is as follows:

Rate Schedule<br>Residential<br>MGS Secondary<br>MGS Primary<br>AGS Secondary<br>AGS Primary<br>TGS Sub Transmission<br>TGS Transmission

| Rate |  |
| :--- | :--- |
| $\$ 0.000000$ | per kWh |
| $\$ 0.000000$ | per kWh |
| $\$ 0.000000$ | per kWh |
| $\$ 0.00$ | per kW |
| $\$ 0.00$ | per kW |
| $\$ 0.00$ | per kW |
| $\$ 0.00$ | per kW |

## I. DEFINITION OF TERMS AS USED HEREIN:

## 1. Actual Number of Customers

- The Actual Number of Customers ("ANC") shall be determined on a monthly basis for each Rate Schedule, to which the CIP applies. The ANC shall equal the aggregate actual monthly customer charge revenue for each class of customers subject to the CIP as recorded on the Company's books, divided by the customer charge rate applicable to such class of customers in each Rate Schedule.


## 2. Actual Revenue Per Customer

- The Actual Revenue per Customer ("ARC") shall be determined in dollars per customer on a monthly basis for each Rate Schedule, to which the CIP applies. The ARC shall equal the aggregate actual booked variable margin revenue per applicable rate schedule for the month as recorded on the Company's books divided by the Actual Number of Customers for the corresponding month. Actual revenues shall include Distribution Kilowatt-hour and Distribution Kilowatt demand charges, as well as any PowerAhead and Infrastructure Investment Program revenues, and shall not include the customer charge and any non-base rate charges such as the Societal Benefits, Non-Utility Generation, Regional Greenhouse Gas Initiative Recovery ("RGGI"), Securitization, or the Zero Emission Certificate ("ZEC") Charges.


## 3. Adjustment Period

- Shall be the year beginning immediately following the conclusion of the Annual Period.


## 4. Annual Period

- Shall be the twelve consecutive months from July 1st of one calendar year through June 30th of the following calendar year.


## 5. Average 13 Month Common Equity Balance

- Shall be the average of the beginning and ending common equity balances based on the latest publicly available financials available before the end of the Annual Period. The Company shall provide the most recently available actual months plus forecasted data at the time of each Initial Filing. The forecasted data will be updated with actuals once the financial statements for the months have been disclosed.


## 6. Baseline Revenue per Customer

- The Baseline Revenue per Customer shall be stated in dollars per customer on a monthly basis for each of the Rate Schedules, to which the CIP applies. The Baseline Revenue per Customer shall be calculated as the current variable margin revenue per rate schedule, including any revenue from PowerAhead and Infrastructure Investment Program rate adjustments, divided by the number of customers from the most recent approved base rate case for the rate schedule.

Baseline revenues shall include Distribution Kilowatt-hour and Distribution Kilowatt charges, and shall not include the customer charge and any non-base rate charges such as the Societal Benefits, Non-Utility Generation Charge, RGGI, Securitization, or the ZEC Charges.

The table below summaries the Board approved monthly Baseline Revenue per customer:

|  |  | RS | MGSS | MGSP | AGSS | AGSP | TGSS |  | TGS |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jan | \$ | 43.54 | \$ 122.16 | \$ 973.18 | \$ 1,471.74 | \$ 7,203.29 | \$ 7,247.68 | \$ | 5,513.45 |
| Feb | \$ | 37.51 | \$ 108.34 | \$ 1,970.30 | \$ 1,308.11 | \$ 7,756.64 | \$ 7,362.49 | \$ | 5,441.07 |
| Mar | \$ | 33.42 | \$ 102.71 | \$ 1,790.77 | \$ 1,470.24 | \$ 7,334.61 | \$ 7,494.13 |  | 1,807.97 |
| Apr | \$ | 29.86 | \$ 107.30 | \$ 1,304.15 | \$ 1,316.74 | \$ 6,694.28 | \$ 7,579.94 | \$ | 8,060.20 |
| May | \$ | 24.48 | \$ 97.24 | 985.59 | \$ 1,322.62 | \$ 7,327.29 | \$ 6,715.50 | \$ | 5,017.35 |
| Jun | \$ | 37.44 | \$ 128.49 | \$ 1,263.62 | \$ 1,470.24 | \$ 7,521.45 | \$ 7,390.62 | \$ | 6,108.30 |
| Jul | \$ | 60.52 | \$ 167.19 | \$ 1,507.13 | \$ 1,424.81 | \$ 7,684.82 | \$ 7,166.76 | \$ | 6,744.60 |
| Aug | \$ | 66.93 | \$ 173.20 | \$ 1,753.07 | \$ 1,477.15 | \$ 8,310.29 | \$ 7,988.01 | \$ | 9,265.32 |
| Sept | \$ | 60.25 | \$ 172.12 | \$ 1,368.24 | \$ 1,524.55 | \$8,173.31 | \$ 7,743.85 | \$ | 2,489.03 |
| O | \$ | 33.55 | \$ 122.10 | \$ 1,137.24 | \$ 1,349.45 | \$ 7,431.95 | \$ 7,148.96 | \$ | 5,535.19 |
| Nov | \$ | 27.80 | \$ 96.53 | \$ 1,348.09 | \$ 1,286.00 | \$ 7,795.57 | \$ 6,586.12 |  | 3,836.60 |
| Dec | \$ | 33.54 | \$ 97.13 | \$ 842.17 | \$ 1,264.24 | \$ 6,264.09 | \$ 5,895.56 | \$ | 6,837.94 |

## 7. Forecast Annual Usage

- The Forecast Annual Usage shall be the projected total annual Kilowatt-hour sales or Kilowatt demand for all customers within the applicable Rate Schedules. The Forecasted Annual Usage shall be estimated based on normal weather.


## 8. Cooling and Heating Degree Days ("CDD" \& "HDD")

- CDD are the difference between $65^{\circ} \mathrm{F}$ and the mean daily temperature. The mean daily temperature is the simple average of the 24 -hourly temperature observations for a day. HDD are used to measure the difference between $35^{\circ} \mathrm{F}$ and the mean daily temperature during winter weather.


## 9. Actual Calendar Month CDD and HDD

- The accumulation of the actual CDD and HDD for each day of a calendar month.


## 10. Normal Calendar Month CDD and HDD

- The level of calendar month CDD and HDD, to which the weather portion of this CIP applies. The normal calendar month CDD and HDD will be based on the twenty-year average of the National Oceanic and Atmospheric
Administration (NOAA) First Order Weather Observation Station hourly observations at the Atlantic City Airport and will be updated annually. The base level of normal CDD and HDD for the defined winter and summer period months for the 20xx-20xx Periods are set forth in the table below:

| Month | Normal Heating <br> Degree Days | Normal Cooling <br> Degree Days |
| :---: | :---: | :---: |
| January | XX |  |
| February | XX |  |
| March | XX |  |
| April | XX |  |
| May | XX | XX |
| June |  | XX |
| July |  | XX |
| August | XX |  |
| September | XX |  |
| October | XX |  |
| November |  |  |
| December |  |  |

## 11. Winter Period

- Shall be the eight consecutive calendar months from October of one calendar year through May of the following calendar year.


## 12. Summer Period

- Shall be the three consecutive calendar months from July through September of the calendar year, and starting June of the following calendar year.


## II. DETERMINATION OF THE CONSERVATION INCENTIVE PROGRAM

1. At the end of the Annual Period, a calculation shall be made that determines for each Rate Schedule the deficiency or excess to be surcharged or credited to customers pursuant to the CIP mechanism. The deficiency or excess shall be calculated each month by multiplying the result obtained from subtracting the Baseline Revenue per Customer from the Actual Revenue per Customer by the Actual Number of Customers, and then multiplying the resulting usage by the Margin Revenue Factor.
2. The weather-related change in customer usage shall be calculated as the difference between actual CDD and HDD and the above CDD and HDD multiplied by the weather normalization factors and multiplying the result by the margin revenue factors of this Rate Schedule to determine the weather-related deficiency or excess. The weather-related amount will be subtracted from the total deficiency or excess to determine the non-weather-related deficiency or excess.
3. Recovery of margin deficiency associated with non-weather-related changes in customer usage will be subject to a Basic General Service ("BGS") savings test and a Variable Margin Revenue recovery limitation ("recovery tests"). Recovery of non-weather-related margin deficiency will be limited to the smaller of (1) the level of BGS savings achieved when such savings are less than 75 percent of the non-weather-related margin deficiency, i.e. BGS savings test, and (2) 6.5 percent of variable margins for the CIP Annual Period, i.e., Variable Margin Revenue recovery limitation. Any amount that exceeds the above limitations may be deferred for future recovery and is subject to either or both recovery tests in a future year consistent with the amount by which either or both non-weather-related margin deficiency exceeded the recovery tests. For the purposes of this calculation, the value of the weather-related portion
shall be calculated as set forth in Section II.2. of this Rate Schedule.
4. In addition, if the calculated Return on Equity ("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 CIP 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 as defined in the Average 13-Month Common Equity Balance by the Company's average common equity balance for the same period, all as reflected in the Company's monthly reports to the Board of Public Utilities. The Company's Average 13-Month Common Equity Balance shall be the ratio of Electric Distribution Net Plant (including the Electric Distribution allocation of Common

Plant) to total Company Net Plant for the Average 13 Month Common Equity Balance period multiplied by the Company's total common equity for the same period.
5. The amount to be surcharged or credited shall equal the eligible aggregate deficiency or excess for all months during the Annual Period determined in accordance with the provisions herein, divided by the Forecast Annual Usage for the Rate Schedule.

## III. TRACKING THE OPERATION OF THE CONSERVATION INCENTIVE PROGRAM

The revenues billed, or credits applied, net of taxes and assessments, through the application of the Conservation Incentive Program Rate shall be accumulated for each month of the Adjustment Period and applied against the CIP excess or deficiency from the Annual Period and any cumulative balances remaining from prior periods.

## NEW JERSEY SALES AND USE TAX (SUT)

Charges under this Rider include a component for New Jersey Sales and Use Tax as set forth in Rider SUT.

## CORPORATE BUSINESS TAX (CBT)

Charges under this rate schedule include a component for Corporate Business Taxes as set forth in Rider CBT.

## Issued by:

## Attachment 5

$\frac{\text { Customer Class }}{\text { (a) }}$

|  | Actual per Books |  |
| :---: | :---: | :---: |
| Actual/ | Total Class | Number of |
| Estimate | $\underline{\text { Revenues }}$ | $\underline{\text { (b) }}$ |


| Actual Avg. <br> Revenue / Cust. | Baseline <br> Revenue / Cust. ${ }^{1}$ |
| :---: | :---: |
| $(\mathrm{~d})=(\mathrm{b}) /$ (c) | (e) |


| Residential |
| :--- |
| July |
| August |
| September |
| October |
| November |
| December |
| January |
| February |
| March |
| April |
| May |
| June |
| Total |


| a | \$ | - | - |  | 0 | \$ | 60.52 | (60.52) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| a | \$ | - | - |  | 0 | \$ | 66.93 | (66.93) |
| a | \$ | - | - |  | 0 | \$ | 60.25 | (60.25) |
| a | \$ | - | - |  | 0 | \$ | 33.55 | (33.55) |
| a | \$ | - | - |  | 0 | \$ | 27.80 | (27.80) |
| a | \$ | - | - |  | 0 | \$ | 33.54 | (33.54) |
| a | \$ | - | - |  | 0 | \$ | 43.54 | (43.54) |
| a | \$ | - | - |  | 0 | \$ | 37.51 | (37.51) |
| a | \$ | - | - |  | 0 | \$ | 33.42 | (33.42) |
| a | \$ | - | - |  | 0 | \$ | 29.86 | (29.86) |
| a | \$ | - | - |  | 0 | \$ | 24.48 | (24.48) |
| a | \$ | - | - |  | 0 | \$ | 37.44 | (37.44) |
|  | \$ | - |  | \$ |  | \$ | 488.8 | (488.8) |

Margin
Variance
Difference
$(\mathrm{f})=(\mathrm{d})-(\mathrm{e})$
(488.8)

Margin Deficiency/ (Credit)
Prior Period (Over) / Under Recovery

Total Deficiency/(Credit)
Projected Residential kWh Use
Pre-tax CIP Charge/(Credit) per kWh
BPU/RC Assessment Factor

CIP Charge/(Credit) including assessments
$6.625 \%$ Sales Tax
Proposed After-tax CIP Charge/(Credit) per kWh
Current After-tax CIP Charge/(Credit) per kWh

Increase/ (Decrease) in After-tax CIP Charge/(Credit) per kWh
${ }^{1}$ From latest base rate adjustment divided by billing determinants approved in the 2018 Base Rate Case
\$
$\$$
\$
1.002569
\$
\$
\$
$\$$
$\$$
$\$ 0$
$\$ 0$
$\$ 0$
$\$ 0$
$\$ 0$
$\$ 0$
$\$ 0$
$\$ 0$
$\$ 0$
$\$ 0$
$\$ 0$
$\$ 0$
$\$ 0$

Atlantic City Electric<br>Conservation Incentive Program<br>Residential Service<br>July 20xx - June 20xx



## illustrative purposes only

|  | Atlantic City Electric <br> Statement of Estimated Under/(Over) Recovered CIP Balance Residential Service Twelve Months Ending June 20xx |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Actual } \\ \underline{\text { July-20xx }} \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Aug-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Sept-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Oct-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Nov-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Dec-20xx } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Actual } \\ & \text { Jan-20xx } \end{aligned}$ | $\begin{aligned} & \begin{array}{c} \text { Actual } \\ \text { Feb-20xx } \end{array} \end{aligned}$ | $\begin{gathered} \text { Actual } \\ \text { Mar-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Apr-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { May-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { June-20xx } \end{gathered}$ | TOTAL |  |
| Beginning Under/(Over) Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| kWh Sales | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| Pre-tax Recovery Rate per kWh ${ }^{1}$ | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |  |  |
| Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| Ending Under/(Over) Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |

${ }^{1}$ Pre-tax Recovery Rate per kwh excluding BPU and RC assessments.

## illustrative purposes only

## Atlantic City Electric

 Customers and Sales| Residential |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { Actual } \\ & \text { J.an- } 18 \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Feb-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Mar-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Apr-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { May-18 } \end{aligned}$ | $\begin{gathered} \text { Actual } \\ \text { Jun-18 } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Actual } \\ & \text { Jul-18 } \end{aligned}$ | $\begin{gathered} \text { Actual } \\ \text { Aug-18 } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Actual } \\ & \text { Sep-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Oct-18 } \end{aligned}$ | $\begin{gathered} \text { Actual } \\ \text { Nov-18 } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Actual } \\ & \text { Dec-18 } \end{aligned}$ |  |
| Volumes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| RS kWh-Summer < 750 |  | - | - | - | - | - | 165,570,705 | 273,904,651 | 279,901,807 | 262,988,953 | 59,768,378 | - | - |  |
| RS kWh - Summer > 750 |  | - | - | - | - | - | 52,274,745 | 179,384,586 | 218,501,771 | 187,212,144 | 21,672,072 | - | - |  |
|  |  | - | - | - | - | - | - | - | - | - | - | - | - |  |
| RS kWh - Winter |  | 378,260,037 | 326,053,646 | 290,560,241 | 259,808,643 | 213,060,034 | 78,461,832 | - | - | - | 199,915,639 | 242,745,725 | 293,108,277 |  |
| Rates (pre-tax) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| SUM 'First 750 KWh |  | 0.061399 | 0.061399 | 0.061399 | 0.061399 | 0.061399 | 0.061399 | 0.061399 | 0.061399 | 0.061399 | 0.061399 | 0.061399 | 0.061399 |  |
| SUM '> 750 KWh |  | 0.071476 | 0.071476 | 0.071476 | 0.071476 | 0.071476 | 0.071476 | 0.071476 | 0.071476 | 0.071476 | 0.071476 | 0.071476 | 0.071476 |  |
| win |  | 0.056192 | 0.056192 | 0.056192 | 0.056192 | 0.056192 | 0.056192 | 0.056192 | 0.056192 | 0.056192 | 0.056192 | 0.056192 | 0.056192 |  |
|  | Total Volume | 378,260,037 | 326,053,646 | 290,560,241 | 259,808,643 | 213,060,034 | 296,307,282 | 453,289,237 | 498,403,578 | 450,201,097 | 281,356,088 | 242,745,725 | 293,108,277 | 3,983,153,885 |
| Revenues |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Volume Charge Revenues |  | 21,255,188 | 18,321,606 | 16,327,161 | 14,599,167 | 11,972,269 | 18,311,193 | 29,639,164 | 32,803,324 | 29,528,434 | 16,452,411 | 13,640,368 | 16,470,340 | 239,320,626 |
| Demand Charge Revenues | Total Revenue | - | - | - | - | - | - | - | - | - | - | - | - | - |
|  |  | 21,255,188 | 18,321,606 | 16,327,161 | 14,599,167 | 11,972,269 | 18,311,193 | 29,639,164 | 32,803,324 | 29,528,434 | 16,452,411 | 13,640,368 | 16,470,340 | 239,320,626 |
| Customers |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Customers | 488,192 | 488,456 | 488,582 | 488,937 | 489,131 | 489,132 | 489,742 | 490,123 | 490,093 | 490,441 | 490,672 | 491,047 | 5,874,548 |
|  | Baseline | 43.54 | 37.51 | 33.42 | 29.86 | 24.48 | 37.44 | 60.52 | 66.93 | 60.25 | 33.55 | 27.80 | 33.54 | 40.74 |

Atlantic City Electric<br>Conservation Incentive Program Medium General Service - Secondary (MGSS)<br>July 20xx - June 20xx

| Customer Class | Actual/ <br> Estimate | Actual per Books |  | Actual Avg. | Baseline |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Total Class <br> Revenues | Number of |  |  | Difference | Margin |
| (a) |  | (b) | (c) | (d) $=(\mathrm{b}) /(\mathrm{c})$ | (e) | $(\mathrm{f})=(\mathrm{d})-(\mathrm{e})$ |  |



Margin Deficiency/ (Credit)
Prior Period (Over) / Under Recovery

Total Deficiency/(Credit)
Projected MGSS KW Use
Pre-tax CIP Charge/(Credit) per KW
\$
$\$$
\$

BPU/RC Assessment Factor

CIP Charge/(Credit) including assessments
6.625\% Sales Tax

Proposed After-tax CIP Charge/(Credit) per kW
Current After-tax CIP Charge/(Credit) per kWh

Increase/ (Decrease) in After-tax CIP Charge/(Credit) per kW
1.002569
\$
\$
\$
\$
\$
${ }^{1}$ From latest base rate adjustment divided by billing determinants approved in the 2018 Base Rate Case

Allanic Ciy Flecric
culomens Demad Sules

vitioun. mew
ninn

 Toosk Rerenere

## illustrative purposes only

|  | Atlantic City Electric <br> Statement of Estimated Under/(Over) Recovered CIP Balance Medium General Service - Secondary (MGSS) Twelve Months Ending June 20xx |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Actual } \\ & \text { July-20xx } \end{aligned}$ | $\begin{gathered} \text { Actual } \\ \text { Aug-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Sept-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Oct-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Nov-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Dec-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Jan-20xx } \end{gathered}$ | $\begin{gathered} \begin{array}{c} \text { Actual } \\ \text { Feb-20xx } \end{array} \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Mar-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Apr-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { May-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { June-20xx } \\ \hline \end{gathered}$ | TOTAL |
| Beginning Under/(Over) Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| KW Demand | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Pre-tax Recovery Rate per $\mathrm{KW}^{1}$ | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |  |
| Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Ending Under/(Over) Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

[^22]|  |  | $\begin{aligned} & \text { Actual } \\ & \text { Jan-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Feb-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Mar-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Apr-18 } \end{aligned}$ | $\begin{gathered} \text { Actual } \\ \text { May-18 } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Actual } \\ & \text { Jun-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Jul-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Aug-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Sep-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Oct-18 } \end{aligned}$ | $\begin{array}{r} \text { Actual } \\ \text { Nov-18 } \\ \hline \end{array}$ | $\begin{aligned} & \text { Actual } \\ & \text { Dec-18 } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Volumes $\quad \underline{\text { Feb-18 }}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Summer kwh |  | - |  | - |  |  | 104,791,433 | 130,140,037 | 137,979,842 | 132,568,711 |  |  |  |  |
| Winter kwh |  | 107,736,002 | 96,573,638 | 89,980,098 | 91,406,629 | 83,827,404 | - | - | - | - | 103,822,004 | 89,040,109 | 94,391,305 |  |
|  | Total Volume | 107,736,002 | 96,573,638 | 89,980,098 | 91,406,629 | 83,827,404 | 104,791,433 | 130,140,037 | 137,979,842 | 132,568,711 | 103,822,004 | 89,040,109 | 94,391,305 | $\underline{1,262,257,212}$ |
| Demand |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Summer KW |  | - | - | - | - | - | 375,596 | 595,014 | 601,406 | 611,620 | - | - | - |  |
| Winter KW |  | 478,494 | 393,397 | 400,138 | 507,670 | 449,365 | - | - | - | - | 648,265 | 229,913 | 174,650 |  |
|  | Total Demand | 478,494 | 393,397 | 400,138 | 507,670 | 449,365 | 375,596 | 595,014 | 601,406 | 611,620 | 648,265 | 229,913 | 174,650 | 5.465,527 |
| Rates (pre-tax) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Summer kwh |  | 0.053829 | 0.053829 | 0.053829 | 0.053829 | 0.053829 | 0.053829 | 0.053829 | 0.053829 | 0.053829 | 0.053829 | 0.053829 | 0.053829 |  |
| Winter kwh |  | 0.048060 | 0.048060 | 0.048060 | 0.048060 | 0.048060 | 0.048060 | 0.048060 | 0.048060 | 0.048060 | 0.048060 | 0.048060 | 0.048060 |  |
| Summer KW |  | 2.51 | 2.51 | 2.51 | 2.51 | 2.51 | 2.51 | 2.51 | 2.51 | 2.51 | 2.51 | 2.51 | 2.51 |  |
| Winter KW |  | 2.06 | 2.06 | 2.06 | 2.06 | 2.06 | 2.06 | 2.06 | 2.06 | 2.06 | 2.06 | 2.06 | 2.06 |  |
| Revenues |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Volume Charge Revenues |  | 5,177,842 | 4,641,374 | 4,324,485 | 4,393,045 | 4,028,784 | 5,640,776 | 7,005,255 | 7,427,261 | 7,135,987 | 4,989,734 | 4,279,309 | 4,536,490 | 63,580,342 |
| Demand Charge Revenues |  | 987,258 | 811,680 | 825,589 | 1,047,455 | 927,158 | 944,617 | 1,496,447 | 1,512,525 | 1,538,212 | 1,337,539 | 474,370 | 360,348 | 12,263,198 |
|  | Total Revenue | 6,165,100 | 5,453,054 | 5,150,074 | 5,440,500 | 4,955,942 | 6.585,392 | 8,501,703 | 8,939,786 | 8,674,199 | 6,327,272 | 4,753,679 | 4.896,838 | 75,843,540 |
| Customers |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Single Phase Service |  | 37,155 | 37,041 | 36,918 | 37,434 | 37,678 | 37,899 | 37,571 | 38,075 | 37,222 | 38,204 | 36,317 | 37,048 | 448,562 |
| 3 Phase Service |  | 13,312 | 13,290 | 13,222 | 13,269 | 13,288 | 13,353 | 13,279 | 13,541 | 13,174 | 13,618 | 12,927 | 13,368 | 159,641 |
|  | Total Customers | 50,467 | 50,331 | 50,140 | 50,703 | 50,966 | 51,252 | 50,850 | 51,616 | 50,396 | 51,822 | 49,244 | 50,416 | 608,203 |
|  | Baseline | 122.16 | 108.34 | 102.71 | 107.30 | 97.24 | 128.49 | 167.19 | 173.20 | 172.12 | 122.10 | 96.53 | 97.13 | 124.70 |

# Atlantic City Electric <br> Conservation Incentive Program <br> Medium General Service - Primary (MGSP) <br> July 20xx - June 20xx 



Margin Deficiency/ (Credit)
Prior Period (Over) / Under Recovery

Total Deficiency/(Credit)
Projected MGSP KW Use
Pre-tax CIP Charge/(Credit) per KW
\$
$\$$
\$

BPU/RC Assessment Factor

CIP Charge/(Credit) including assessments
6.625\% Sales Tax

Proposed After-tax CIP Charge/(Credit) per KW
Current After-tax CIP Charge/(Credit) per KW

Increase/ (Decrease) in After-tax CIP Charge/(Credit) per KW
$\qquad$ -
\$
\$
\$
${ }^{1}$ From latest base rate adjustment divided by billing determinants approved in the 2018 Base Rate Case

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## ILLUSTRATIVE PURPOSES ONLY

|  | Atlantic City Electric <br> Statement of Estimated Under/(Over) Recovered CIP Balance Medium General Service - Primary (MGSP) Twelve Months Ending June 20xx |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Actual } \\ & \text { July-20xx } \\ & \hline \end{aligned}$ | $\begin{gathered} \text { Actual } \\ \text { Aug-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Sept-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Oct-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Nov-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Dec-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Jan-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Feb-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Mar-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Apr-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { May-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { June-20xx } \\ \hline \end{gathered}$ | TOTAL |  |
| Beginning Under/(Over) Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| KW Demand | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| Pre-tax Recovery Rate per $\mathrm{KW}^{1}$ | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |  |  |
| Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| Ending Under/(Over) Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |

[^23]

Atlantic City Electric
Conservation Incentive Program
Annual General Service - Secondary (AGSS)
July 20xx - June 20xx

| Customer Class | Actual/ <br> Estimate | Actual per Books |  |  | Actual Avg. <br> Revenue / Cust. |  |  | Difference |  | Margin <br> Variance |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Total Class <br> Revenues <br> (b) | Number of Customers <br> (c) |  |  | Baseline Revenue / Cust. ${ }^{1}$ <br> (e) |  |  |  |
| Residential |  |  |  |  |  |  |  |  |  |  |  |  |
| July | a | \$ | - | - | 0 | \$ | 1,424.81 | \$ | (1,424.81) |  | \$0 |
| August | a | \$ | - | - | 0 | \$ | 1,477.15 | \$ | $(1,477.15)$ |  | \$0 |
| September | a | \$ | - | - | 0 | \$ | 1,524.55 | \$ | $(1,524.55)$ |  | \$0 |
| October | a | \$ | - | - | 0 | \$ | 1,349.45 | \$ | $(1,349.45)$ |  | \$0 |
| November | a | \$ | - | - | 0 | \$ | 1,286.00 | \$ | $(1,286.00)$ |  | \$0 |
| December | a | \$ | - | - | 0 | \$ | 1,264.24 | \$ | $(1,264.24)$ |  | \$0 |
| January | a | \$ | - | - | 0 | \$ | 1,471.74 | \$ | $(1,471.74)$ |  | \$0 |
| February | a | \$ | - | - | 0 | \$ | 1,308.11 | \$ | $(1,308.11)$ |  | \$0 |
| March | a | \$ | - | - | 0 | \$ | 1,338.73 | \$ | (1,338.73) |  | \$0 |
| April | a | \$ | - | - | 0 | \$ | 1,316.74 | \$ | $(1,316.74)$ |  | \$0 |
| May | a | \$ | - | - | 0 | \$ | 1,322.62 | \$ | $(1,322.62)$ |  | \$0 |
| June | a | \$ | - | - | 0 | \$ | 1,470.24 | \$ | (1,470.24) |  | \$0 |
| Total |  | \$ | $-$ |  | \$ | \$ | 16,554.38 | \$ | (16,554.38) |  | \$0 |

Margin Deficiency/ (Credit)
Prior Period (Over) / Under Recovery

Total Deficiency/(Credit)
Projected AGSS KW Use
Pre-tax CIP Charge/(Credit) per KW
\$
$\$$
\$

BPU/RC Assessment Factor

CIP Charge/(Credit) including assessments
$6.625 \%$ Sales Tax

Proposed After-tax CIP Charge/(Credit) per KW
Current After-tax CIP Charge/(Credit) per KW

Increase/ (Decrease) in After-tax CIP Charge/(Credit) per KW

Attachment 5
Page 13 of 43

Margin
Variance
\$0
\$0 $\$ 0$ \$0 \$0 \$0 \$0 \$0 \$0 \$0 $\$ 0$ $\$ \underline{\underline{0}}$

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## ILLUSTRATIVE PURPOSES ONLY

|  | Atlantic City Electric <br> Statement of Estimated Under/(Over) Recovered CIP Balance Annual General Service - Secondary (AGSS) <br> Twelve Months Ending June 20xx |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Actual } \\ \text { July-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Aug-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Sept-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Oct-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Nov-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Dec-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Jan-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Feb-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Mar-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Apr-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { May-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { June-20xx } \\ \hline \end{gathered}$ | TOTAL |  |
| Beginning Under/(Over) Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| KW Demand | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| Pre-tax Recovery Rate per $\mathrm{KW}^{1}$ | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |  |  |
| Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| Ending Under/(Over) Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |

[^24]| Annual General Service - Secondary (AGSS) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { Actual } \\ & \text { Jan-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Feb-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Mar-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Apr-18 } \\ & \hline \end{aligned}$ | $\begin{gathered} \text { Actual } \\ \text { May-18 } \end{gathered}$ | $\begin{aligned} & \text { Actual } \\ & \text { Jun-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Jul-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Aug-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Sep-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Oct-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Nov-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \underline{\text { Dec-18 }} \end{aligned}$ |  |
| Volumes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Summer/Winter kwh |  | 155,960,652 | 150,972,544 | 153,700,065 | 136,238,565 | 141,535,232 | 163,211,730 | 169,337,544 | 179,128,658 | 180,053,317 | 153,707,569 | 152,082,467 | 146,400, 188 |  |
|  | Total Volume | 155,960,652 | 150,972,544 | 153,700,065 | 136,238,565 | 141,535,232 | 163,211,730 | 169,337,544 | 179,128,658 | 180,053,317 | 153,707,569 | 152,082,467 | 146,400, 188 | 1,882,328,532 |
| Demand |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Summer/Winter KW |  | 490,905 | 435,444 | 443,575 | 435,782 | 436,580 | 484,035 | 469,352 | 486,025 | 498,538 | 436,210 | 415,331 | 406,963 |  |
|  | Total Demand | 490,905 | 435,444 | 443,575 | 435,782 | 436.580 | 484,035 | 469,352 | 486,025 | 498.538 | 436,210 | 415,331 | 406,963 | $\underline{5,438,743}$ |
| Rates (pre-tax) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Summer/Winter kwh |  | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 |  |
| Summer/Winter KW |  | 10.39 | 10.39 | 10.39 | 10.39 | 10.39 | 10.39 | 10.39 | 10.39 | 10.39 | 10.39 | 10.39 | 10.39 |  |
| Revenues |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Demand Charge Revenues |  | 5,098,102 | 4,522,133 | 4,606,575 | 4.525,639 | 4.533,928 | 5,026,752 | 4.874,271 | 5,047,423 | 5,177,371 | 4.530,087 | 4,313,257 | 4,226,355 | 56,481,894 |
|  | Total Revenue | 5,098,102 | 4,522,133 | 4,606,575 | 4,525,639 | 4,533,928 | 5,026,752 | 4,874,271 | 5,047,423 | 5,177,371 | 4,530,087 | 4,313,257 | 4,226,355 | 56,481,894 |
| Customers |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Customers | 3,464 | 3,457 | 3,441 | 3,437 | 3,428 | 3,419 | 3,421 | 3,417 | 3,396 | 3,357 | 3,354 | 3,343 | 40,934 |
|  | Baseline | 1,471.74 | 1,308.11 | 1,338.73 | 1,316.74 | 1,322.62 | 1,470.24 | 1,424.81 | 1,477.15 | 1,524.55 | 1,349.45 | 1,286.00 | 1,264.24 | 1,379.83 |

Atlantic City Electric<br>Conservation Incentive Program<br>Annual General Service - Primary (AGSP)<br>July 20xx - June 20xx

| Customer Class <br> (a) | Actual/ <br> Estimate | Actual per Books |  |  | Actual Avg. <br> Revenue / Cust. |  |  | Difference |  | Margin <br> Variance |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Total Class <br> Revenues <br> (b) | Number of Customers <br> (c) |  |  | Baseline Revenue / Cust. ${ }^{1}$ <br> (e) |  |  |  |
| Residential |  |  |  |  |  |  |  |  |  |  |  |
| July | a | \$ | - | - | 0 | \$ | 7,684.82 | \$ | $(7,684.82)$ |  |  | \$0 |
| August | a | \$ | - | - | 0 | \$ | 8,310.29 | \$ | $(8,310.29)$ |  | \$0 |
| September | a | \$ | - | - | 0 | \$ | 8,173.31 | \$ | $(8,173.31)$ |  | \$0 |
| October | a | \$ | - | - | 0 | \$ | 7,431.95 | \$ | $(7,431.95)$ |  | \$0 |
| November | a | \$ | - | - | 0 | \$ | 7,795.57 | \$ | $(7,795.57)$ |  | \$0 |
| December | a | \$ | - | - | 0 | \$ | 6,264.09 | \$ | (6,264.09) |  | \$0 |
| January | a | \$ | - | - | 0 | \$ | 7,203.29 | \$ | $(7,203.29)$ |  | \$0 |
| February | a | \$ | - | - | 0 | \$ | 7,756.64 | \$ | $(7,756.64)$ |  | \$0 |
| March | a | \$ | - | - | 0 | \$ | 7,334.61 | \$ | $(7,334.61)$ |  | \$0 |
| April | a | \$ | - | - | 0 | \$ | 6,694.28 | \$ | $(6,694.28)$ |  | \$0 |
| May | a | \$ | - | - | 0 | \$ | 7,327.29 | \$ | $(7,327.29)$ |  | \$0 |
| June | a | \$ | - | - | 0 | \$ | 7,521.45 | \$ | (7,521.45) |  | \$ |
| Total |  | \$ | - |  | \$ | \$ | 89,497.59 | \$ | $(89,497.59)$ |  | \$0 |

Margin Deficiency/ (Credit)
Prior Period (Over) / Under Recovery

Total Deficiency/(Credit)
Projected AGSP KW Use
Pre-tax CIP Charge/(Credit) per KW
\$
$\$$
\$

BPU/RC Assessment Factor

CIP Charge/(Credit) including assessments
6.625\% Sales Tax

Proposed After-tax CIP Charge/(Credit) per KW

Current After-tax CIP Charge/(Credit) per KW

Increase/ (Decrease) in After-tax CIP Charge/(Credit) per KW
1.002569
\$
\$
\$
\$
\$
${ }^{1}$ From latest base rate adjustment divided by billing determinants approved in the 2018 Base Rate Case


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## ILLUSTRATIVE PURPOSES ONLY

|  | Atlantic City Electric <br> Statement of Estimated Under/(Over) Recovered CIP Balance Annual General Service - Primary (AGSP) Twelve Months Ending June 20xx |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Actual } \\ & \text { July-20xx } \\ & \hline \end{aligned}$ | $\begin{gathered} \text { Actual } \\ \text { Aug-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Sept-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Oct-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Nov-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Dec-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Jan-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Feb-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Mar-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Apr-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { May-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { June-20xx } \\ \hline \end{gathered}$ | TOTAL |  |
| Beginning Under/(Over) Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| KW Demand | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| Pre-tax Recovery Rate per $\mathrm{KW}^{1}$ | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |  |  |
| Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| Ending Under/(Over) Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |

[^25]Atlantic City Electric
Customers, Demand, Sales

| Annual General Service - Primary (AGSP) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { Actual } \\ & \text { Jan-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Feb-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Mar-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Apr-18 } \end{aligned}$ | $\begin{gathered} \text { Actual } \\ \text { May-18 } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Actual } \\ & \text { Jun-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Jul-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Aug-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Sep-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Oct-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Nov-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Dec-18 } \\ & \hline \end{aligned}$ |  |
| Volumes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Summer/Winter kwh |  | 44,613,252 | 48,831,017 | 47,248,158 | 40,705,532 | 45,452,151 | 49,426,358 | 50,892,428 | 56,087,185 | 54,723,807 | 49,669,124 | 54,294,248 | 41,580,848 |  |
|  | Total Volume | 44,613,252 | 48,831,017 | 47,248,158 | 40,705,532 | 45,452,151 | 49,426,358 | 50,892,428 | 56,087,185 | 54,723,807 | 49,669,124 | $54,294,248$ | 41,580,848 | 583,524,109 |
| Demand |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Summer/Winter KW |  | 107,148 | 115,379 | 109,988 | 101,196 | 111,651 | 114,609 | 117,099 | 125,624 | 123,554 | 112,347 | 117,843 | 94,693 |  |
|  | Total Demand | 107,148 | 115,379 | 109,988 | 101,196 | 111,651 | 114,609 | 117,099 | 125,624 | 123,554 | 112,347 | $\underline{117,843}$ | 94,693 | $\underline{ }$ |
| Rates (pre-tax) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Summer/Winter kwh |  | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 |  |
| Summer/Winter KW |  | 8.27 | 8.27 | 8.27 | 8.27 | 8.27 | 8.27 | 8.27 | 8.27 | 8.27 | 8.27 | 8.27 | 8.27 |  |
| Revenues |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Volume Charge Revenues |  | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Demand Charge Revenues |  | 886,005 | 954,067 | 909,491 | 836,785 | 923,239 | 947,702 | 968,287 | 1,038,786 | 1,021,664 | 928,994 | 974,446 | 783,012 | 11,172,478 |
|  | Total Revenue | 886,005 | 954,067 | 909,491 | 836,785 | 923,239 | 947,702 | 968,287 | 1,038,786 | 1,021,664 | 928,994 | 974,446 | 783,012 | $\underline{11,172,478}$ |
| Customers |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Customers | 123 | 123 | 124 | 125 | 126 | 126 | 126 | 125 | 125 | 125 | 125 | 125 | 1,498 |
|  | Baseline | 7,203.29 | 7,756.64 | 7,334.61 | 6,694.28 | 7,327.29 | 7,521.45 | 7,684.82 | 8,310.29 | 8,173.31 | 7,431.95 | 7,795.57 | 6,264.09 | 7,458.26 |

Atlantic City Electric
Conservation Incentive Program
Transmission General Service - Subtransmission (TGST) July 20xx - June 20xx


Margin Deficiency/ (Credit)
Prior Period (Over) / Under Recovery

Total Deficiency/(Credit)
Projected TGST KW Use
Pre-tax CIP Charge/(Credit) per KW
\$
$\$$
\$

BPU/RC Assessment Factor

CIP Charge/(Credit) including assessments
6.625\% Sales Tax

Proposed After-tax CIP Charge/(Credit) per KW
Current After-tax CIP Charge/(Credit) per KW

Increase/ (Decrease) in After-tax CIP Charge/(Credit) per KW

Attachment 5
Page 21 of 43

Margin
Variance
\$0 0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 $\$ 0$


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## ILLUSTRATIVE PURPOSES ONLY

|  | Atlantic City Electric <br> Statement of Estimated Under/(Over) Recovered CIP Balance Transmission General Service - Subtransmission (TGST) Twelve Months Ending June 20xx |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Actual } \\ \text { July-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Aug-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Sept-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Oct-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Nov-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Dec-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Jan-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Feb-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Mar-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Apr-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { May-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { June-20xx } \\ \hline \end{gathered}$ | TOTAL |
| Beginning Under/(Over) Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |
| KW Demand | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |
| Pre-tax Recovery Rate per $\mathrm{KW}^{1}$ | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |  |
| Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |
| Ending Under/(Over) Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |

[^26]|  |  | $\begin{aligned} & \text { Actual } \\ & \text { Jan-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Feb-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Mar-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Apr-18 } \end{aligned}$ | $\begin{gathered} \text { Actual } \\ \text { May-18 } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Actual } \\ & \text { Jun-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Jul-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Aug-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Sep-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Oct-18 } \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Nov-18 } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Actual } \\ & \text { Dec-18 } \\ & \hline \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Volumes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Summer/Winter kwh |  | 43,057,911 | 44,432,604 | 39,563,720 | 43,707,435 | 41,192,416 | 44,859,025 | 48,902,796 | 57,750,809 | 60,502,268 | 56,757,919 | 49,072,298 | 45,357,293 |  |
|  | Total Volume | 43,057,911 | 44,432,604 | 39,563,720 | 43,707,435 | 41,192,416 | 44,859,025 | 48,902,796 | 57,750,809 | 60,502,268 | 56,757,919 | 49,072,298 | 45,357,293 | 575,156,494 |
| Demand |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| <5000 KW |  | 36,424 | 43,585 | 38,797 | 44,017 | 33,066 | 32,897 | 35,436 | 40,362 | 40,349 | 35,929 | 34,899 | 34,015 |  |
| 5000-9000 KW |  | 41,906 | 33,739 | 15,605 | 33,821 | 40,132 | 47,232 | 33,008 | 31,552 | 30,518 | 33,187 | 28,843 | 23,183 |  |
| >9000 KW |  | 12,809 | 13,571 | 43,887 | 18,036 | 11,034 | 15,099 | 31,100 | 37,046 | 38,566 | 39,498 | 30,331 | 25,206 |  |
|  | Total Demand | 91,139 | 90,895 | 98,289 | 95,874 | 84,233 | 95,228 | 99,544 | 108,960 | 109,433 | 108,614 | 94,073 | 82,404 | 1,158,685 |
| Rates (pre-tax) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Summer/Winter kwh |  | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 | 0.000000 |  |
| <5000 KW |  | 3.545135 | 3.545135 | 3.545135 | 3.545135 | 3.545135 | 3.545135 | 3.545135 | 3.545135 | 3.545135 | 3.545135 | 3.545135 | 3.545135 |  |
| 5000-9000 KW |  | 2.729191 | 2.729191 | 2.729191 | 2.729191 | 2.729191 | 2.729191 | 2.729191 | 2.729191 | 2.729191 | 2.729191 | 2.729191 | 2.729191 |  |
| >9000 KW |  | 1.359906 | 1.359906 | 1.359906 | 1.359906 | 1.359906 | 1.359906 | 1.359906 | 1.359906 | 1.359906 | 1.359906 | 1.359906 | 1.359906 |  |
| Revenues |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Volume Charge Revenues |  | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Demand Charge Revenues |  | 260,916 | 265,050 | 239,812 | 272,878 | 241,758 | 266,062 | 258,003 | 279,580 | 278,779 | 271,660 | 243,686 | 218,136 | 3,096,321 |
|  | Total Revenue | 260,916 | 265,050 | 239,812 | 272,878 | 241,758 | 266,062 | 258,003 | 279,580 | 278,779 | 271,660 | 243.686 | 218,136 | 3,096,321 |
| Customers |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| <5000 KW |  | 26 | 27 | 27 | 27 | 26 | 26 | 26 | 26 | 26 | 26 | 27 | 27 | 317 |
| 5000-9000 KW |  | 8 | 7 | 2 | 7 | 8 | 8 | 6 | 5 | 5 | 7 | 6 | 6 | 75 |
| >9000 KW |  | , | 2 | 3 | 2 | 2 | 2 | 4 | 4 | 5 | 5 | 4 | 4 | 39 |
|  | Total Customers | 36 | 36 | 32 | 36 | 36 | 36 | 36 | 35 | 36 | 38 | 37 | 37 | 431 |
|  | Baseline | 7,247.68 | 7,362.49 | 7,494.13 | 7,579.94 | 6,715.50 | 7,390.62 | 7,166.76 | 7,988.01 | 7,743.85 | 7,148.96 | 6,586.12 | 5,895.56 | 7,184.04 |

## Atlantic City Electric

Conservation Incentive Program
Transmission General Service (TGS)
July 20xx - June 20xx


Margin Deficiency/ (Credit)
Prior Period (Over) / Under Recovery
Total Deficiency/(Credit)
Projected TGS KW Use
Pre-tax CIP Charge/(Credit) per KW
BPU/RC Assessment Factor

CIP Charge/(Credit) including assessments
6.625\% Sales Tax

Proposed After-tax CIP Charge/(Credit) per KW

Current After-tax CIP Charge/(Credit) per KW

Increase/ (Decrease) in After-tax CIP Charge/(Credit) per KW

0
$\$$
\$
$\qquad$
\$
$\$$
\$
\$
\$

Attachment 5
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Margin
Variance
\$0 0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$ $\$ 0$

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## ILLUSTRATIVE PURPOSES ONLY

|  | Atlantic City Electric <br> Statement of Estimated Under/(Over) Recovered CIP Balance Transmission General Service (TGS) Twelve Months Ending June 20xx |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Actual } \\ \text { July-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Aug-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Sept-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Oct-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Nov-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Dec-20xx } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Jan-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Feb-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Mar-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { Apr-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { May-20xx } \end{gathered}$ | $\begin{gathered} \text { Actual } \\ \text { June-20xx } \end{gathered}$ | TOTAL |
| Beginning Under/(Over) Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |
| KW Demand | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |
| Pre-tax Recovery Rate per $\mathrm{KW}^{1}$ | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 | 0.0000 |  |
| Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |
| Ending Under/(Over) Recovery \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |

[^27]



ACE Weather Normalization Factors
Twelve Months Ending December 2020

|  | 2020 | 2020 | 2020 |
| :--- | ---: | ---: | ---: |
|  | HDD65 Rate class | CDD65 Rate class | HDD35 Rate class |
| RES | 93,827 | 416,002 | 92,835 |
| MGS - Secondary | 25,726 | 103,737 | 12,739 |
| MGS - Primary | 449 | 2,405 | - |
| AGS - Secondary | 10,621 | 76,150 | 13,832 |
| AGS - Primary | 2,373 | 18,128 | - |
| TGS Subtrans | 630 | 28,434 | 6,085 |
| TGS Trans | 255 | 4,879 | - |
| DDC |  |  |  |

Attachment 5
Page 32 of 43
ACE Heating \& Cooling Degree Days Twelve Months Ending December 2020

| Month | Actual Cooling Degree Days (65 Degrees) | Normal Cooling Degree Days (65 Degrees) | Actual Heating Degree Days (65 Degrees) | Normal Heating Degree Days (65 Degrees) | Actual Heating Degree Days (35 Degrees) | Normal Heating Degree Days (35 Degrees) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| January | 0 | 0 | 748 | 884 | 29 | 103 |
| February | 0 | 0 | 754 | 943 | 40 | 135 |
| March | 0 | 0 | 589 | 745 | 12 | 60 |
| April | 0 | 0 | 451 | 545 | 0 | 10 |
| May | 16 | 36 | 330 | 254 | 0 | 0 |
| June | 147 | 137 | 0 | 0 | 0 | 0 |
| July | 365 | 300 | 0 | 0 | 0 | 0 |
| August | 444 | 359 | 0 | 0 | 0 | 0 |
| September | 277 | 242 | 0 | 0 | 0 | 0 |
| October | 57 | 82 | 121 | 126 | 0 | 0 |
| November | 0 | 0 | 289 | 403 | 1 | 2 |
| December | 0 | 0 | 612 | 675 | 13 | 30 |



## ILLUSTRATIVE PURPOSES ONLY

## Atlantic City Electric <br> Conservation Incentive Program Filing <br> July 20xx - June 20xx <br> CIP Recovery Tests <br> Summary

## Determine Weather and Non-Weather CIP Impacts

|  |  | Weather |  | Non-Weather |  | Total |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| CIP Residential | $\$$ | - | $\$$ | - | $\$$ |  | - |
| CIP MGSS | $\$$ | - | $\$$ | - | $\$$ |  | - |
| CIP MGSP | $\$$ | - | $\$$ | - | $\$$ | - |  |
| CIP AGSS | $\$$ | - | $\$$ | - | $\$$ | - |  |
| CIP AGSP | $\$$ | - | $\$$ | - | $\$$ | - |  |
| CIP TGST | $\$$ | - | $\$$ | - | $\$$ | - |  |
| CIP TGS | $\$$ | - | $\$$ | - | $\$$ | - |  |
|  |  |  |  |  |  |  |  |
| Total Deficiency/(Credit) | $\$$ | - | $\$$ | - | $\$$ | - |  |

## Step 2: Apply Modified BGS Savings Test

A. Non-weather Impact Subject to Modified BGS Savings Test

| Non-Weather Impact | $\$$ |
| :--- | :---: |
| $75 \%$ Factor | $\$$ |
| Subtotal | $\$$ |
| Prior Year Carry-Forward (Modified BGS Savings Test) | $\$$ |

Non-weather Impact Subject to Test
B. BGS Savings

| Permanent Capacity Savings | $\$$ |
| :--- | ---: |
| Additional Capacity BGS Savings | $\$, 177,670$ |
| Avoided Cost BGS Savings | $\$$ |
| Total BGS Savings | $\mathbf{\$}$ |
| $\mathbf{1 0 , 9 1 3 , 8 2 2}$ |  |

C. Results

Non-Weather Impacts Passing Test (current accrual)
Non-Weather Impacts Passing Test (prior year carry-forward)
Non-Weather Impacts Exceeding Test
\$ -
\$
\$
\$
$\mathbf{1 0 , 9 1 3 , 8 2 2}$

| $\$$ | - |
| :--- | :--- |
| $\$$ | - |
| $\$$ | - |

## Atlantic City Electric <br> Conservation Incentive Program Filing <br> July 20xx - June 20xx <br> CIP Recovery Tests <br> Summary

## Step 3: Apply Variable Margin Revenue Test

## A. Non-weather Impact Subject to Variable Margin Revenue Test

Non-Weather Impact
Prior Year Carry-Forward (Variable Margin Revenue Test)
Non-weather Impact Subject to Test
B. Variable Margin Revenues

Variable Margin Revenues
6.5\% Factor

Total Fixed Recovery Cap
C. Results

Non-Weather Impacts Passing Test (current accrual)
Non-Weather Impacts Passing Test (prior year carry-forward)
Non-Weather Impacts Exceeding Test

## Step 4: Determine Recoverable Non-Weather CIP Impacts

## A. Current Year Accrual Recoverable Non-Weather Impacts

Amount Passing Modified BGS Savings Test
Amount Passing Variable Margin Revenue Test
Recoverable Amount
B. Previous Carry-Forward Recoverable Amounts

Amount Passing Modified BGS Savings Test
Amount Passing Variable Margin Revenue Test
Deduction for any amount also included in above

Total Non-Weather Recoverable CIP Amount
\$
\$


## Atlantic City Electric <br> CIP Recovery Tests <br> CIP BGS Savings

## I. Permanent BGS Savings

| Year | WN Summer <br> Peak | Final Zonal UCAP <br> Obligation | AE Zonal Net Load <br> Price <br> $\$ /$ MW-Day | AE Zonal Net <br> Load Price <br> $\$ / \mathrm{kW}-\mathrm{yr}$ |
| :---: | :---: | :---: | :---: | :---: |
| $2009 / 2010$ |  | 2,994 | $\$ 193.70$ | $\$ 70.75$ |
| $2010 / 2011$ |  | 3,008 | $\$ 182.85$ | $\$ 66.79$ |
| $2011 / 2012$ | 2,550 | 2,998 | $\$ 116.15$ | $\$ 42.42$ |
| $2012 / 2013$ | 2,520 | 2,966 | $\$ 143.06$ | $\$ 52.25$ |
| $2013 / 2014$ | 2,600 | 2,995 | $\$ 248.30$ | $\$ 90.69$ |
| $2014 / 2015$ | 2,590 | 2,993 | $\$ 137.54$ | $\$ 50.24$ |
| $2015 / 2016$ | 2,610 | 2,934 | $\$ 166.53$ | $\$ 60.83$ |
| $2016 / 2017$ | 2,460 | 2,767 | $\$ 163.27$ | $\$ 59.63$ |
| $2017 / 2018$ | 2,350 | 2,798 | $\$ 153.74$ | $\$ 56.15$ |
| $2018 / 2019$ | 2,390 | 2,914 | $\$ 218.96$ | $\$ 79.97$ |
| $2019 / 2020$ |  |  | $\$ 115.58$ | $\$ 42.22$ |
| $2020 / 2021$ |  |  | $\$ 63.67$ |  |


| Permanent Capacity Savings | 217 |
| ---: | :---: |
| 2020 AE Zonal Net Load Capacity Cost per kW-year | $\$ 42.22$ |

Total Permanent Reductions
\$9,177,670
II. Additional Capacity BGS Savings

CIP Recovery

| Year | WN Summer Peak | Final Zona 1UCAP <br> Obligation | PS Zonal Net <br> Load Price <br> \$/MW-Day |
| :---: | :---: | :---: | :---: |
| $2019 / 2020$ | 2,330 | 2,791 | $\$ 42.22$ |
| $2020 / 2021^{*}$ | 2,390 | 2,914 | $\$ 63.67$ |

Incremental Capacity Savings* 0
AE Zonal Net Load Capacity Cost per kW-year \$63.67

## Total Additional Capacity Reductions

\$

* Due to the potential for Peak increases due to Electric Vehicles and Electrification, incremental savings is set as a minimum of the incremental obligation savings or zero
III. Avoided Capacity

CIP Recovery
Year
2019/2020
VI. Total of all Savings
2019/2020 CIP Recovery Year

Permanent


## Atlantic City Electric CIP Recovery Tests

## Allowed Margin

| Residential | $\$ 0$ |
| :--- | :--- |
| MGSS | $\$ 0$ |
| MGSP | $\$ 0$ |
| AGSS | $\$ 0$ |
| AGSP | $\$ 0$ |
| TGST | $\$ 0$ |
| TGS | $\underline{\$ 0}$ |
|  |  |
| Total Variable Margin | $\underline{\underline{\$ 0}}$ |


|  | Actual/ | Number of | Baseline | Variable |
| :--- | :--- | :--- | :--- | :--- |
| Customer Class | Estimate | Customers | Revenue / Cust. | Revenue |

## Residential

| April | a | - | 60.5 | $\$ 0$ |
| :--- | :--- | :--- | :--- | :--- |
| May | a | - | 66.9 | $\$ 0$ |
| June | a | - | 60.3 | $\$ 0$ |
| July | a | - | 33.5 | $\$ 0$ |
| August | a | - | 27.8 | $\$ 0$ |
| September | a | - | 33.5 | $\$ 0$ |
| October | a | - | 33.5 | $\$ 0$ |
| November | a | - | 37.5 | $\$ 0$ |
| December | a | - | 29.9 | $\$ 0$ |
| January | a | - | 24.5 | $\$ 0$ |
| February | a | - | 37.4 | $\$ 0$ |
| March | a | - | 488.8 | $\$ 0$ |
| Total |  |  | $\$ 0$ |  |

$\begin{array}{lc} & \text { Actual/ } \\ \text { Customer Class } & \text { Estimate }\end{array}$

## MGSS

| April | a |
| :--- | :--- |
| May | a |
| June | a |
| July | a |
| August | a |
| September | a |
| October | a |
| November | a |
| December | a |
| January | a |
| February | a |
| March | a |
| Total |  |


|  | Actual/ <br> Estimate |
| :--- | :---: |

## MGSP

| April | a | - | $1,507.1$ | $\$ 0$ |
| :--- | :--- | :--- | ---: | :--- |
| May | a | - | $1,753.1$ | $\$ 0$ |
| June | a | - | $1,368.2$ | $\$ 0$ |
| July | a | - | $1,137.2$ | $\$ 0$ |
| August | a | - | $1,348.1$ | $\$ 0$ |
| September | a | - | 842.2 | $\$ 0$ |
| October | a | - | $1,973.2$ | $\$ 0$ |
| November | a | - | $1,790.8$ | $\$ 0$ |
| December | a | $1,304.1$ | $\$ 0$ |  |
| January | a | - | 985.6 | $\$ 0$ |
| February | a | - | $1,263.6$ | $\$ 0$ |
| March | a | - | $\$, 243.6$ | $\$ 0$ |
| Total |  | - |  |  |


|  | Actual/ | Number of |
| :--- | :---: | :---: |
| Customer Class | $\underline{\text { Estimate }}$ | $\underline{\text { Customers }}$ |

## AGSS

| April | a |
| :--- | :--- |
| May | a |
| June | a |
| July | a |
| August | a |
| September | a |
| October | a |
| November | a |
| December | a |
| January | a |
| February | a |
| March | a |
| Total |  |


| Customer Class | Actual/ <br> Estimate | Number of <br> Customers |
| :--- | :--- | :--- |

AGSP
April
May
June
July
August
September
October
November
December
January
February
March
Total
$\begin{array}{ccc} & \text { Actual/ } & \text { Number of } \\ \text { Customer Class } & \text { Estimate } & \text { Customers }\end{array}$
TGST

| April | a | - | 7,166.8 |  |
| :---: | :---: | :---: | :---: | :---: |
| May | a | - | 7,988.0 |  |
| June | a | - | 7,743.8 |  |
| July | a | - | 7,149.0 |  |
| August | a | - | 6,586.1 |  |
| September | a | - | 5,895.6 |  |
| October | a | - | 7,247.7 |  |
| November | a | - | 7,362.5 |  |
| December | a | - | 7,494.1 |  |
| January | a | - | 7,579.9 |  |
| February | a | - | 6,715.5 |  |
| March | a | - | 7,390.6 |  |
| Total |  |  | 86,319.6 |  |
| Customer Class | Actual/ <br> Estimate | Number of Customers | Baseline <br> Revenue / Cust. | Variable Revenue |


| April | a | - | $6,744.6$ | $\$ 0$ |
| :--- | :--- | :--- | ---: | :--- |
| May | a | - | $9,265.3$ | $\$ 0$ |
| June | a | - | $2,489.0$ | $\$ 0$ |
| July | a | - | $5,535.2$ | $\$ 0$ |
| August | a | - | $3,836.6$ | $\$ 0$ |
| September | a | - | $5,537.9$ | $\$ 0$ |
| October | a | - | $5,441.1$ | $\$ 0$ |
| November | a | - | $11,808.0$ | $\$ 0$ |
| December | a | - | $8,060.2$ | $\$ 0$ |
| January | a | - | $5,017.3$ | $\$ 0$ |
| February | a | - | $6,108.3$ | $\$ 0$ |
| March | a | - | $76,657.0$ | $\$ 0$ |
| Total |  |  | $\$ 0$ |  |




Notes:
(1) Base Year Customer Count is equal to the test year customer count used to set base rates in a base rate case
(3) Base Year Unforced capacity is equal to the 2017/2018 Unforced capacity from PJM by rate schedule divided by number of customers
(4) Current Year Capacity rate is the current year PS Zonal Net Load Price $\$ / \mathrm{kW}$-yr divided by 12

## ILLUSTRATIVE PURPOSES ONLY

## ATLANTIC CITY ELECTRIC CONSERVATION INCENTIVE PROGRAM <br> EARNINGS TEST

## JULY 1, 20xx THROUGH June 30, 20xx

 TWELVE MONTHS ACTUALin \$ - millions

| Equity Base for Earnings Test | 1,198 |  |
| ---: | :--- | :--- |
| Allowed ROE | $9.6 \%$ | 2018 Base Rate Case |
| ROE Limit buffer | $0.5 \%$ | From IIP |
| Maximum ROE | $10.1 \%$ | $=\ln 2+\ln 3$ |
| Actual Net Income | 102 |  |
| ROE for Earnings Test | $8.51 \%$ | $=\ln 5 / \ln 1$ |
| Earnings Test Pass / Fail | Pass | $=\operatorname{lF} \ln 4>6$, Pass else Fail |

## Attachment 6

Atlantic City Electric Company<br>Energy Efficiency Program<br>Minimum Filing Requirements for True-Up Filings

1. Information on direct FTE employment impacts, including a breakdown by each of the Board approved ACE EE programs. The Company will not be responsible for addressing the level of employment activity for HVAC and/or HPES contractors that are hired by customers unless those contractors are hired by ACE.
2. A monthly revenue requirement calculation based on EE Program expenditures, including the investment and cost components showing the actual monthly revenue requirement for each of the past 12 months or clause-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 clause revenues, by month and by rate class recorded under the EE Program.
4. Monthly beginning and ending clause deferred balances related to the EE Program, as well as the average deferred balance, net of tax, for the actual 12month period and forecast period.
5. The interest rate used each month for over/under deferred balance recoveries related to the EE Program, 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 Program costs by the following categories: administrative (all utility costs); marketing/sales; training; rebates/incentives, including inspections and quality control; program implementation (all contract costs); evaluation; and any other costs. To the extent that the Board directs New Jersey's Clean Energy Program to report additional categories, the utility shall provide additional categories, as applicable.
8. A schedule showing budgeted versus actual EE Program revenues.
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 Program for the actual 12-month review period.
10. Supporting details for all administrative costs related to the EE Program included in the revenue requirement.
11. Information supporting the carrying cost used for the unamortized costs of the EE Program.
12. Number of program participants for each of the Board-approved ACE EE Programs, including a breakdown by sub-program, if applicable.
13. Estimated demand and energy savings for each of the Board-approved ACE EE programs, including a breakdown by sub-program, if applicable.
14. Estimated emissions reductions for each of the Board-approved ACE EE programs, including a breakdown by sub-program, if applicable.
15. Testimony supporting the annual true-up petition.
16. If the Company is filing for an increase in rates, the Company shall include a draft public notice with the annual true-up petition and proposed publication dates.
17. 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.
18. In areas where gas and electric 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.
19. Tariff pages in clean and redline versions.
20. Net impact of the proposed rate changes.

In the Matter of the Petition of Atlantic City Electric Company for Approval of an Energy Efficiency Program, Cost Recovery Mechanism and Other Related Relief for Plan Years One Through Three

BPU Docket No. EO20090621

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[^0]:    ${ }^{1}$ N.J.S.A. 26:2C-45.

[^1]:    ${ }^{2}$ 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 Nos. QO19010040, QO19060748, QO17091004, Order dated June 10, 2020 ("June 2020 Order").

[^2]:    ${ }^{7}$ According to ACE, portfolio costs include development and maintenance of the statewide coordinator platform, workforce development funds, and some evaluation, measurement, and verification for statewide coordination.

[^3]:    ${ }^{8}$ 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")
    ${ }^{9}$ 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 2020 Order").

[^4]:    ${ }^{10}$ 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 and EO20090621, Order dated December 21, 2020.
    ${ }^{11}$ Due to the COVID-19 pandemic, hearings were held virtually.
    ${ }^{12}$ 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.

[^5]:    ${ }^{13}$ The Company's current component filings as it relates to Rider RGGI shall be combined into one annual filing beginning in 2023. The Rider RGGI component filings include: the Solar Renewable Energy Certificate ("SREC"), Transition Renewable Energy Certificate ("TREC"), and the EE Surcharge. In 2021, the Company will begin the process of consolidation of the RGGI component filings by combining the SREC and TREC components of Rider RGGI no later than July 2021.

[^6]:    

[^7]:    ${ }^{2}$ See CEA, Sections 3(a) and (e)(1).
    ${ }^{3}$ See 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").

[^8]:    4 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").
    ${ }^{5}$ 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").

[^9]:    ${ }^{6}$ On October 16, 2020, the BPA withdrew its motion to participate.

[^10]:    ${ }^{7}$ See I/M/O the Petition of Atlantic City Electric Company for Approval of Amendments to Its Tariff and to Provide for an Increase in Rates and Charges for Electric Service Pursuant to N.J.S.A. 48:2-21 and N.J.S.A. 48:2-21.1, and for Other Appropriate Relief (2018), BPU Docket No. ER18080925, Decision and Order Adopting Initial Decision and Stipulation of Settlement (dated March 13, 2019).

[^11]:    8 The Company's current component filings as it relates to Rider RGGI shall be combined into one annual filing beginning in 2023. The Rider RGGI component filings include: the Solar Renewable Energy Certificate ("SREC"), Transition Renewable Energy Certificate ("TREC"), and the EE Surcharge. In 2021, the Company will begin the process of consolidation of the RGGI component filings by combining the SREC and TREC components of Rider RGGI no later than July 2021.

[^12]:    ${ }^{9}$ 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 QO020060389, Order dated August 24, 2020, ("NJ Cost Test Order").

[^13]:    ${ }^{1}$ Due to the nature of the Products Programs, this will be reflected as the total number of units.

[^14]:    ${ }^{2}$ 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 with P.L. 2018, c. 17, codified at N.J.S.A. 48:3-87.8 et seq., commonly known as the Clean Energy Act of 2018 ("Clean Energy Act" or "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 Clean Energy Act. The study was released on April 30, 2020 and can be found here.

[^15]:    ${ }^{3}$ Sussman, R. and M. Chikumbo. 2016. Behavior Change Programs: Status and Report. American Council for an Energy-efficient Economy. aceee.org/sites/default/files/publications/researchreports/b1601.pdf

[^16]:    ${ }^{4}$ Properties larger than 4 units will be referred for consideration in the Multi-family Program.

[^17]:    ${ }_{6}^{5}$ https://homeenergysavings.delmarva.com/sites/default/files/public/18830_DPL_2019_CI_Tune-up_Fact\%20Sheet_v3_RELEASE-Web.pdf
    ${ }^{6}$ http://ma-eeac.org/wordpress/wp-content/uploads/Energy-Productivity-Memo-5-11-17.pdf

[^18]:    ${ }^{7}$ Massachusetts Energy Efficiency Advisory Council. 2015. Health Care Best Practices Study. ma-eeac.org/wordpress/wp-content/uploads/MA-EEAC-Consultant-Team-Healthcare-Best-Practices-Study.pdf

[^19]:    ${ }^{8}$ Slide 11 - http://ma-eeac.org/wordpress/wp-content/uploads/EEAC-July24-CI-2019-Launch-Presentation_Final_7-17-19.pdf

[^20]:    ${ }^{9}$ Massachusetts Energy Efficiency Advisory Council. 2017. Memo: Increasing Energy Productivity through Strategic Energy Management. ma-eeac.org/wordpress/wp-content/uploads/Energy-Productivity-Memo-5-11-17.pdf
    ${ }^{10}$ Consortium for Energy Efficiency. CEE Strategic Energy Management Minimum Elements. library.cee1.org/system/files/library/11283/SEM_Minimum_Elements.pdf

[^21]:    ${ }^{11}$ Massachusetts Energy Efficiency Advisory Council. 2019. C\&I Update. ma-eeac.org/wordpress/wp-content/uploads/EEAC-July24-CI-2019-Launch-Presentation Final 7-1719.pdf
    ${ }^{12}$ Massachusetts Energy Efficiency Advisory Council. 2014. Retrocommissioning Best Practice Study. ma-eeac.org/wordpress/wp-
    content/uploads/EEAC_CT_RetroCommissioningBestPracticesStudy.pdf
    ${ }^{13}$ Massachusetts Energy Efficiency Advisory Council. 2017. Memo: Increasing Energy Productivity through Strategic Energy Management. http://ma-eeac.org/wordpress/wp-content/uploads/Energy-Productivity-Memo-5-11-17.pdf

[^22]:    ' Pre-tax Recovery Rate per demand excluding BPU and RC assessments.

[^23]:    ' Pre-tax Recovery Rate per demand excluding BPU and RC assessments.

[^24]:    ' Pre-tax Recovery Rate per demand excluding BPU and RC assessments.

[^25]:    ' Pre-tax Recovery Rate per demand excluding BPU and RC assessments.

[^26]:    ' Pre-tax Recovery Rate per demand excluding BPU and RC assessments.

[^27]:    ' Pre-tax Recovery Rate per demand excluding BPU and RC assessments.

