

## **New Jersey Comprehensive Resource Analysis Reporting – Exhibit C Notes and Definitions**

**Administration Expenditures** are direct utility labor, plus overheads, except for the costs that are appropriately allocated to any of the other expense categories described below, plus the costs of facilities (including telephone, computers, supplies, etc.) and legal support services.

**Annual Savings** means the yearly (12 months) savings that will result from a measure installed or committed to during the program year.

**Committed Expenditures** are those expenditures related to contractual commitments made in the reporting period, but not expected to arise until some future reporting period. A committed expenditure may also be represented by a contractor who has completed the work, but has yet to be paid.

**Committed Participants** represents the number of participants that will result from contractual commitments for program participation made in the reporting period, but scheduled for installation in future reporting periods.

**Committed Savings** represents the savings that will accrue from contractual commitments for program participation made in the reporting period, but scheduled for installation in future reporting periods.

**Commitment** - A commitment exists where the associated customer has received a letter of commitment or other signed agreement from the utility and the project is slated for completion within two years. Once completed and paid, a committed project should be shifted from "Committed" to "Installed". Committed figures should also be adjusted to reflect any commitments that are cancelled.

**Cumulative Lifetime Savings** means the savings that will accrue during the expected life of all measures installed or committed to during the current and all previous program years.

**DEP Emissions Reduction Factors** for electric programs are as follows:

- CO<sub>2</sub> (Carbon Dioxide) emissions are reduced by 1.10 lbs. per kWh saved
- NO<sub>x</sub> (Nitric Oxide) emission reductions are 6.42 lbs. per metric ton of CO<sub>2</sub> reduction
- SO<sub>2</sub> (Sulfur Dioxide) emission reductions are 10.26 lbs. per metric ton of CO<sub>2</sub> reduction
- Hg (Mercury) emission reductions are 0.00005 lbs. per metric ton of CO<sub>2</sub> reduction

**From Market/Market** represents the number of participants resulting from the market transformation effects of a given program. Participation levels from such market transition effects will be added as determined at a later date.

**From Program/Program** represents the number of participants resulting directly from the initiation of a given program.

**Future Savings** means savings that accrue from the additional market transformation effects of a given program.

**Grants, Incentives, and Arrears Reduction Expenditures** include customer rebates and grants, arrears forgiveness and demonstration projects.

**Implementation Contractor Expenditures** include the cost of contracted services for delivery and tracking of services and incentives including installation, materials, application processing and inspections.

**kW** - On energy savings tracking worksheets and reports, kW = Summer Peak kW. In accordance with applicable electric protocols, Summer Peak kW = load reductions from programs coincident with PJM Summer Peak.

**Legacy Programs** are former core programs, which while closed to new participants, continue to generate costs related to the servicing of existing customer accounts. For example, the Zero/Low Interest Loan Program no longer accepts participants, but utilities continue to incur interest and loan repayment processing costs for the loans that remain outstanding.

**Lifetime Savings** means the savings to be accrued over the expected life of a measure installed or committed to during the program year.

**Market Research, Evaluation and Program Development Expenditures** include internal and external costs related to market research and evaluation, including the collection and input of information, technical support, collaborative input, process support, and outside studies.

**Marketing and Promotions Expenditures** include advertising, promotions, third-party or internal marketing, advertising agency costs, postage and exhibits and trade shows. Marketing activities are those that generate leads and general program awareness and include the development and production of collateral materials such as brochures, websites, direct mail materials, etc.

**Other Services Expenditures** are the costs and expenses accounting systems cannot reasonably classify to other expense classifications (e.g., "Administration", "Grants, Incentives and Arrears Reduction", "Marketing and Promotions", etc.).

**Residential Lighting** is primarily a market transformation program, with a small component for direct incentives.

**Sales Expenditures** include internal or external workforce and expenses related to enrollment of program participants and working with trade allies. This includes activities that close leads and involve direct interaction with customers, either in person or over the telephone. Sales also includes inbound and outbound telemarketing and call center activities.

**Training Expenditures** include all internal and external costs related to training including the planning and execution of the training event, seminar materials, food, travel expenses, etc., school program costs and non-promotional education activities.

***Units of Measure for C&I Energy Efficient Construction Programs***

Core Program Projects	= Number of qualifying program participants
Tier-2 HVAC Units	= Number of qualifying program participants
Joint Gas/Electric Technical Studies	= Number of qualifying program participants
Chiller Optimization Projects	= Number of qualifying program participants

***Units of Measure for Participant Tracking***

Residential HVAC - Electric	= Number of qualifying HVAC installations
Residential HVAC - Gas	= Number of qualifying HVAC installations
Residential Windows	= Square footage of qualifying windows
Residential Low Income	= Number of households treated
Residential New Construction	= Number of qualifying dwellings
Residential Retrofit	= Number of audits
Residential Lighting	= Number of qualifying lighting products
Residential Appliances	= Number of qualifying appliances
Commercial/Industrial Construction	= Number of qualifying program participants
Building Operation & Maintenance	= Number of building operators certified
Compressed Air	= Number of qualifying compressed air jobs
Appliance Cycling	= Number of homes controlled
Schools EE&R Education	= Number of participating students
Customer Sited Clean Generation Program	= Number of qualifying systems installed

***Winter*** - In accordance with applicable gas protocols, the Winter period is defined as October 1 through April 30.