



Agenda Date: 8/21/13  
Agenda Item: 2H

**STATE OF NEW JERSEY**  
**Board of Public Utilities**  
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[www.nj.gov/bpu/](http://www.nj.gov/bpu/)

ENERGY

IN THE MATTER OF THE PETITION OF PIVOTAL )  
UTILITY HOLDINGS, INC. D/B/A ELIZABETHTOWN )  
GAS FOR AUTHORITY TO EXTEND THE TERM OF )  
ENERGY EFFICIENCY PROGRAMS WITH CERTAIN )  
MODIFICATIONS AND APPROVAL OF ASSOCIATED )  
COST RECOVERY MECHANISM ) DOCKET NO. GO12100946

**Parties of Record:**

**Stefanie A. Brand, Esq.**, Director, New Jersey Division of Rate Counsel  
**Deborah M. Franco, Esq.**, Pivotal Utility Holdings, Inc. d/b/a Elizabethtown Gas

BY THE BOARD:

By this Decision and Order, the New Jersey Board of Public Utilities ("Board") considers a stipulation executed by Pivotal Utility Holdings, Inc. d/b/a Elizabethtown Gas Company ("ETG" or the "Company"), the Division of Rate Counsel ("Rate Counsel") and Board Staff ("Staff") (collectively, "Parties"), which resolves the above-captioned matter.

**BACKGROUND AND PROCEDURAL HISTORY**

On January 13, 2008, L. 2007, c. 340 ("Act") was signed into law by former Governor Corzine based on the New Jersey Legislature's findings that energy efficiency and conservation measures must be essential elements of the State's energy future, and that greater reliance on energy efficiency 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 energy efficiency industries are essential to maximize efficiencies. N.J.S.A. 26:2C-45.

Pursuant to Section 13 of the Act, codified as N.J.S.A. 48:3-98.1 (a)(1), an electric or gas public utility may, among other things, provide and invest in energy efficiency and conservation programs in its service territory on a regulated basis. Such investment in energy efficiency and conservation programs may be eligible for rate treatment approved by the Board, including a return on equity, or other incentives or rate mechanisms that decouple utility revenue from sales of electricity and gas. N.J.S.A. 48:3-98.1 (b). Ratemaking treatment may include placing appropriate technology and program cost investments in the utility's rate base, or recovering the

utility's technology and program costs through another ratemaking methodology approved by the Board. An electric or gas public utility seeking cost recovery for any energy efficiency and conservation programs pursuant to N.J.S.A. 48:3-98.1 must file a petition with the Board, and the Board must make a decision on the requested cost recovery within 180 days of receipt of a complete petition. N.J.S.A. 48:3-98.1 (b).

By Order dated August 3, 2009 in Docket Nos. EO09010056 and GO09010060 ("August 3 Order") the Board approved a stipulation authorizing ETG to administer six energy efficiency programs ("EE Programs") for a 17-month period ending on December 31, 2010. The total EE Programs expenditures, including operating and maintenance ("O&M") expenses were \$14,673,100.

By Order dated January 19, 2011 in Docket Nos. GO10070446 and GO10100735 ("January 19 Order"), the Board approved a stipulation authorizing ETG to extend its EE Programs for a one-year period ending on December 31, 2011. By Order dated November 30, 2011 in Docket No. GO11070399, the Board authorized ETG to continue the Company's EE Programs through April 29, 2012.

By Order dated April 11, 2012 ("April 11 Order"), the Board in Docket No. GO11070399 authorized the Company to continue its existing EE Programs until April 19, 2013.

As approved by that Order, the EE Programs included the following:

2. Residential Expanded Gas Heating Ventilation and Air Conditioning ("HVAC") and Gas Hot Water Heater Incentive Program
3. Small Commercial Customer Energy Efficiency Program
4. Large Commercial Customer Energy Efficiency Program

#### **October 23, 2012 Filing ETG**

On October 23, 2012, ETG filed a petition in Docket No. GO12100946 ("October 23 Filing") requesting approval by the Board to extend the term of the Company's currently effective EE Programs with certain modifications for a four-year period commencing on April 20, 2013.

In its October 23 Filing, the Company sought to extend the term of the following EE Programs:

- a. Residential Expanded Gas Heating Ventilation and Air Conditioning ("HVAC") and Gas Hot Water Heater Incentive Program;
- b. Small Commercial Customer Energy Efficiency Program; and
- c. Large Commercial Customer Energy Efficiency Program

The Company also proposed the addition of the following two new EE Programs:

- a. Oil Tank Grant Program; and
- b. Elementary School Education Program

In addition to a range of rebates and related offers, the proposed modified EE Programs contained various customer education and outreach initiatives, including an on-line customer Dashboard, designed to encourage customers to conserve energy as well as provide information to them on how to lower their gas bills.

The Company also requested authority to recover the costs of the EE Programs through the Company's existing EE Program surcharge. ETG did not propose an increase to the EEP Rider rate but instead proposed that any rate adjustment that may be needed in the future be proposed in the Company's next petition to reconcile the EEP Rider Rate. The October 23 Filing proposed an annual EE Program budget of approximately \$3 million for each year or a total of \$12 million throughout the requested four-year implementation period.

By letter dated December 10, 2012, in conformance with the Board's May 12, 2008 Order in Docket No. EO08030164, Board Staff advised the Company that the October 23 Filing as supplemented on November 9, 2013 was deemed "administratively complete" and that the 180-day review period prescribed by the N.J.S.A. 48:3-98.1(b) for a final Board determination regarding the October 23 Filing ("Review Period") would commence as of November 9, 2012. Consequently, the 180 day Review Period was scheduled to expire on May 8, 2013 (the "Review Date").

On January 23, 2013, the Board issued an Order ("January 23 Order") retaining this matter for consideration and pursuant to N.J.S.A. 48:2-32, designated Commissioner Jeanne Fox as the presiding officer authorized to rule on all motions that arise during the pendency of these proceedings and modify any schedule that may be set as necessary to secure a just and expeditious determination of the issues. The Board also authorized Commissioner Fox to render a decision on a Stipulation pursuant to N.J.S.A. 48:2-21.3 extending the Review Period if submitted, provided that the stipulation is executed by all parties to the proceeding. This authority was limited to a single extension of the 180 day period, with further requests for extensions to be directed to the Board. Additionally, the Board adopted a procedural schedule agreed to by the Parties.

Discovery questions in this matter were propounded by Rate Counsel and Staff, and ETG provided responses to all requests. Public Notice was provided for four public hearings with two sessions held at each location: on March 26, 2013 in Flemington, New Jersey, and on March 27, 2013 in Rahway, New Jersey. No members of the public appeared at the public hearings, and no written comments were received by the Board.

By Order dated April 29, 2013 ("April 29 Order"), based on the agreement of the Parties the Board extended the Review Date from May 8, 2013 to September 1, 2013. The April 29 Order also authorized ETG to continue to operate its EE Programs pending resolution of this proceeding or until September 1, 2013 in a manner consistent with the April 11 Order.

## **STIPULATION**

ETG representatives, Rate Counsel and Staff actively participated in discussions and reached an agreement, executing a Stipulation of Settlement ("Stipulation") on August 9, 2013 resolving all issues. The Parties have agreed to the following salient terms:<sup>1</sup>

1. ETG is authorized to extend the term of the following EE Programs for a two year period commencing on the Effective Date of this Stipulation ("Extension Period") and to operate these EE Programs in a manner consistent with the program descriptions contained in

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<sup>1</sup> Although described at some length in this Order, should there be any conflict between this summary and the Stipulation, the terms of the Stipulation control, subject to the findings and conclusion of this Order.

Appendix A attached to the stipulation at a total projected annual budget of approximately \$1.3 million or \$2.6 million over the two-year term as set forth in the itemized projected budget reflected in Appendix B:

- (i) Residential Expanded Gas Heating Ventilation and Air Conditioning ("HVAC") and Gas Hot Water Heater Incentive Program;
- (ii) Commercial Customer Energy Efficiency Program;
- (iv) Customer Education and Outreach/Dashboard Program

The Company will not offer the Oil Tank Removal Grant or Elementary School Education Programs during the term of the Extension Period. Any future proposal to offer an Elementary School Education Program will incorporate the recommendations in the Navigant evaluation report previously performed for Nicor Gas Company to the extent applicable and appropriate at the time of any such proposal. Any such proposal should also include research on market saturation of low flow shower heads and other proposed handout items to the extent such items are part of the proposal.

2. As part of the pending New Jersey Clean Energy Program ("NJCEP") administrator transition and the utility working group process in the pending Comprehensive Resource Analysis ("CRA") Proceeding in BPU Docket No. EO11050324, the Stipulating Parties understand that modifications may be made to the NJCEP programs and policy directions. ETG agrees to review its EE Programs in the future as needed in cooperation with Board Staff and Rate Counsel to ensure alignment with NJCEP programs and administration. If necessary, modifications will be proposed.
3. The Parties agree that ETG will undertake an evaluation of the EE Programs to be initiated no later than January 1, 2015 and completed no later than June 30, 2015. The Company will meet with BPU staff and Rate Counsel to discuss the outcome of this evaluation and any implications to be considered for future EE Programs. The evaluation will include findings on unit costs and savings for the measures promoted under the EE Programs, barriers to further participation, and shortcomings of the programs, if any. The evaluation will also include recommendations for improving the program designs including whether or not future EE Programs should include an audit requirement.
4. The Company will continue to recover the EE Programs' costs through its existing EEP Rider rate. The revenue requirement recovered through the EEP Rider rate will be calculated to include a return on program investments and a return of the Company's investments through amortization of the program costs, as well as associated carrying costs. The revenue requirement recovered through the EEP Rider rate will be calculated to include the following components:
  - a) Return on the unamortized portion of the EE Program investments utilizing the after tax weighted average cost of capital ("WACC") of 5.68%, inclusive of a 9.75% return on equity, grossed up for a revenue expansion factor of 1.71565 which reflects an uncollectible ratio of 1.459%. The unamortized portion of the EE Programs' investments are net of accumulated amortization and accumulated deferred income taxes associated with the EE Program investments;

- b) Amortization expense calculated using a four-year amortization period;
- c) Prudent and reasonable Operation and Maintenance (O&M), including customer education and outreach costs and costs associated with customer dashboard and internal labor costs; the labor allocation will not include incentive compensation costs; and
- d) Carrying costs on over and under-recovery balances calculated in the manner set forth below.

A sample calculation of the EEP rider rate and the revenue requirement is set forth in Appendix C attached to the Stipulation that will be included in the Company's Annual Filings. Upon approval of the Stipulation, the Company will propose and file with the Board revised tariff sheets.

- 5. In calculating the monthly interest on net over and under recoveries, the interest rate shall be based upon the Company's interest rate obtained on its commercial paper and/or bank credit lines. If both commercial paper and bank credit lines have been utilized, the weighted average of both sources of capital shall be used. The Company shall accrue simple interest with an annual roll-in at the end of each 12-month period. The interest rate shall not exceed the Company's WACC as defined above. Interest shall be calculated based on the net-of-tax average monthly balance. The true-up calculation for over and under recoveries will be included in the Company's Annual Filing as defined below.
- 6. Rate recovery through the EEP Rider rate will be effectuated through the assessment of a non-bypassable volumetric surcharge on all customer service classes, except customers exempt from such charges by law, or specifically and expressly exempted from such charges under special contracts previously filed with and approved by the Board. Any new or existing large volume customer who participates in any EE Programs will be subject to the EEP Rider rate.
- 7. The Company will file an annual petition ("Annual Filing") to adjust its EEP Rider rate on a calendar year basis, with copies provided to Board Staff and Rate Counsel with a proposed implementation of the revised EEP Rider rate in October of each year. Each Annual Filing will contain a reconciliation of the projected EEP Rider rate costs and recoveries and actual revenue requirements. All costs incurred during the Extension Period will be reflected in the Company's 2014 annual EEP Rider rate reconciliation filing.
- 8. There is no impact to the annual bill of a typical residential heating customer using 1,000 therms as a result of the Stipulation.
- 9. Any future petition for an extension in the duration of and/or budget increase for the EE Programs must be filed as a new petition in accordance with the provisions of the Board's May 12, 2008 Order (BPU Dkt. No. EO08030164), including but not limited to the submittal of all Minimum Filing Requirements, no later than 180 days prior to the expiration of the Extension Period.

## **DISCUSSION AND FINDING**

The Board has carefully reviewed the record to date in this matter including the October 23 Filing, the supplemental filing and the Stipulation. The Stipulation and the two year extension from the effective date of this Order, provides for a reasonable time frame for continuing the EE Programs with modifications, given the pending NJCEP administrator transition and the utility working group process in the pending Comprehensive Resource Analysis ("CRA") proceeding which could result in policy directives for NJCEP Programs and their design. The requested extension will allow the Company to continue to offer EE Programs to its customers until the policy directives that result from the CRA proceeding are known.

The Stipulation calls for ETG to review its EE Programs in the future as needed in cooperation with Board Staff and Rate Counsel to ensure alignment with NJCEP programs and administration. If necessary, modifications will be proposed. The Stipulation further calls for ETG to undertake an evaluation of the EE Programs to be initiated no later than January 1, 2015 and completed no later than June 30, 2015. The Company will meet with BPU Staff and Rate Counsel to discuss the outcome of this evaluation and any implications to be considered for future EE Programs. The evaluation will include findings on unit costs and savings for the measures promoted under the EE Programs, barriers to further participation, and shortcomings of the programs, if any. The evaluation will also include recommendations for improving the program designs including whether or not future EE Programs should include an audit requirement.

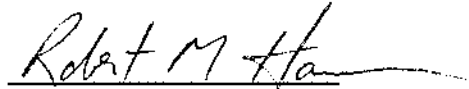
Based on that review, the Board **HEREBY FINDS** the Stipulation to be reasonable, in the public interest and in accordance with the law. Accordingly, the Board **HEREBY ADOPTS** the Stipulation in its entirety, and **HEREBY INCORPORATES** its terms and conditions as though fully stated herein. The Board **HEREBY DIRECTS** the Parties to comply with the terms and conditions of the Stipulation, and **HEREBY ORDERS** that the current EE rate of \$0.00 remain in effect until changed by further Order. ETG is **HEREBY DIRECTED** to file final compliance tariffs within five (5) days of service of this Order.

The EE Program costs will remain subject to audit. This decision and Order shall not preclude nor prohibit the Board from taking any actions determined to be appropriate as a result of any such audit.

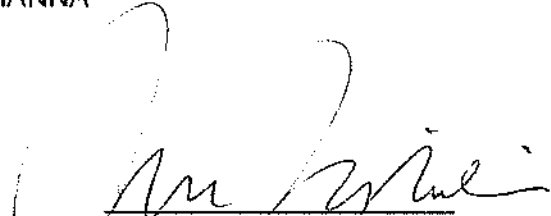
This Board Order shall become effective September 1, 2013.

DATED: 8/21/13

BOARD OF PUBLIC UTILITIES  
BY:

  
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PRESIDENT

  
JEANNE M. FOX  
COMMISSIONER

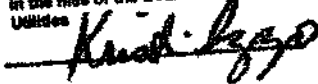
  
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ATTEST:  
  
KRISTI IZZO  
SECRETARY

I HEREBY CERTIFY that the within  
document is a true copy of the original  
in the files of the Board of Public  
Utilities



IN THE MATTER OF THE PETITION OF PIVOTAL UTILITY HOLDINGS, INC. D/B/A/ ELIZABETHTOWN  
 GAS FOR AUTHORITY TO EXTEND THE TERM OF ENERGY EFFICIENCY PROGRAMS WITH  
 CERTAIN MODIFICATIONS AND APPROVAL OF ASSOCIATED COST RECOVERY MECHANISM  
 BPU Docket No. GO12010946

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August 9, 2013

## VIA ELECTRONIC MAIL AND FEDERAL EXPRESS

Honorable Kristi Izzo, Secretary  
State of New Jersey  
Board of Public Utilities  
44 South Clinton Avenue  
P.O. Box 350  
Trenton, New Jersey 08625-0350

**Re: In the Matter of the Petition of Pivotal Utility Holdings, Inc. d/b/a  
Elizabethtown Gas for Authority to Extend the Term of Energy  
Efficiency Programs with Certain Modifications and Approval of  
Associated Cost Recovery Mechanism  
BPU Docket No. GO12100946**

Dear Secretary Izzo:

Enclosed for filing in the above proceeding is a Stipulation executed by representatives of Pivotal Utility Holdings, Inc. d/b/a Elizabethtown Gas, the Staff of the New Jersey Board of Public Utilities and the Division of Rate Counsel that is intended to resolve all issues associated with the above-referenced proceedings. It is respectfully requested that the Board approve this Stipulation in its entirety at the August 21, 2013 agenda meeting. Thank you.

Respectfully submitted,

/s/ Deborah M. Franco

Deborah M. Franco

Of Counsel to  
Pivotal Utility Holdings, Inc.  
d/b/a Elizabethtown Gas

cc: Service List

**IN THE MATTER OF THE PETITION OF  
PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS  
FOR AUTHORITY TO EXTEND THE TERM OF ENERGY EFFICIENCY  
PROGRAMS WITH CERTAIN MODIFICATIONS AND APPROVAL OF  
ASSOCIATED COST RECOVERY MECHANISM  
BPU DOCKET NO. GO12100946**

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**IN THE MATTER OF THE PETITION OF  
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FOR AUTHORITY TO EXTEND THE TERM OF ENERGY EFFICIENCY  
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in BPU Docket Nos. GO10100735 and GO10070446, and April 11, 2012 in BPU Docket No. GO11070399.

2. The October 23 Petition sought to extend the term of the following EE Programs:

- a. Residential Expanded Gas Heating Ventilation and Air Conditioning ("HVAC") and Gas Hot Water Heater Incentive Program;
- b. Small Commercial Customer Energy Efficiency Program; and
- c. Large Commercial Customer Energy Efficiency Program.

The October 23 Petition also proposed the addition of the following two new EE Programs:

- a. Oil Tank Removal Grant Program; and
- b. Elementary School Education Program.

In addition to a range of rebates and related offers, the proposed EE Programs contained various customer education and outreach initiatives, including an on-line customer Dashboard, designed to encourage customers to conserve energy and provide information to them on how to lower their gas bills.

3. The October 23 Petition also requested authority to recover the costs of the EE Programs through the Company's existing EE Program surcharge ("Rider G"). The October 23 Petition did not propose an increase to the EEP Rider G rate. The October 23 Petition instead proposed that any rate adjustment that may be needed in the future be proposed in Elizabethtown's next petition to reconcile the EEP Rider rate. The October 23 Petition proposed an annual EE Program budget of approximately \$3 million for each year or a total of approximately \$12 million throughout the requested four-year implementation period.

4. By letter dated December 10, 2012, in conformance with the Board's May 12, 2008 Order in Docket No. EO08030164 implementing the requirements of the Regional Greenhouse Gas Initiative Act ("RGGI Act"), Board Staff advised the Company that the October 23 Petition, as subsequently supplemented on November 9, 2012, was deemed "administratively complete" and that the 180-day review period prescribed by the RGGI Act for a final Board determination regarding the October 23 Petition ("180 Day RGGI Period") would commence as of November 9, 2012. Consequently, the 180 Day RGGI Period was scheduled to expire on May 8, 2013 (the "RGGI Date").

5. Public hearings were held on March 26, 2013 in Flemington, New Jersey and on March 27, 2013 in Rahway, New Jersey. No members of the public appeared at the public hearings.

6. On January 23, 2013, the Board issued an Order ("January 23 Order") in this proceeding designating Commissioner Jeanne Fox as the presiding officer who is authorized to rule on all motions that arise during the pendency of this proceeding and modify any schedule that may be set as necessary to secure a just and expeditious determination of the issues. The January 23 Order also authorized Commissioner Fox to render a decision on a Stipulation pursuant to N.J.S.A. 48:2-21.3, extending the 180-day review period provided that the Stipulation was executed by all the parties. The authority so delegated was limited to a single extension of the 180 day period, with any further requests for an extension to be directed to the Board.

7. By Order dated April 29, 2013 ("April 29 Order"), the RGGI Date was extended from May 8, 2013 to September 1, 2013. The April 29 Order also authorized the Company to continue to operate its EE Programs until September 1, 2013 in a manner consistent with the April 11, 2012 Order issued in BPU Docket No. GO11070399.

8. Representatives from the Company, Board Staff and the Division of Rate Counsel (“Rate Counsel”) (collectively, the “Parties”) have engaged in discovery and participated in certain discussions to discuss the procedural schedule and related issues. As a result of these efforts, the Parties have reached this Stipulation.

### **STIPULATION**

Based upon and subject to the terms and conditions set forth herein, Board Staff, Rate Counsel, and Elizabethtown (hereinafter, collectively, the “Stipulating Parties”) stipulate and agree as follows:

A. **Effective Date.** The Effective Date of this Stipulation will coincide with the date on which a Board Order in these proceedings has been properly served on the parties of record or upon such date after the service thereof as the Board may specify, in accordance with N.J.S.A. 48:2-40.

B. **Extension of EE Programs.** Elizabethtown is authorized to extend the term of the following EE Programs for a two year period commencing on the Effective Date of this Stipulation (“Extension Period”) and to operate these EE Programs in a manner consistent with the program descriptions contained in Appendix A at a total projected annual budget of approximately \$1.3 million or \$2.6 million over the two-year term as set forth in the itemized projected budget reflected in Appendix B:

- (i) Residential Expanded Gas Heating Ventilation and Air Conditioning (“HVAC”) and Gas Hot Water Heater Incentive Program;
- (ii) Commercial Customer Energy Efficiency Program;
- (iii) Customer Education and Outreach/Dashboard Program



The Company will not offer the Oil Tank Removal Grant or Elementary School Education Programs during the term of this Stipulation. Any future proposal to offer an Elementary School Education Program will incorporate the recommendations in the Navigant evaluation report previously performed for Northern Illinois Gas Company d/b/a Nicor Gas Company ("Nicor") to the extent applicable and appropriate at the time of any such proposal. Any such proposal should also include research on market saturation of low flow shower heads and other proposed handout items to the extent such items are part of the proposal.

**C. Comprehensive Resource Analysis Proceeding.** As part of the pending New Jersey Clean Energy Program ("NJCEP") administrator transition and the utility working group process in the pending Comprehensive Resource Analysis ("CRA") Proceeding in BPU Docket No. EO11050324, the Stipulating Parties understand that modifications may be made to the NJCEP programs and policy directions. Elizabethtown agrees to review its EE Programs in the future as needed in cooperation with Board Staff and Rate Counsel to ensure alignment with NJCEP programs and administration. If necessary, modifications will be proposed.

**D. Further Evaluation of EE Programs.** The Stipulating Parties agree that Elizabethtown will undertake an evaluation of the EE Program to be initiated no later than January 1, 2015 and completed no later than June 30, 2015. The Company will meet with BPU Staff and Rate Counsel to discuss the outcome of this evaluation and any implications to be considered for future EE Programs. The evaluation will include findings on unit costs and savings for the measures promoted under the EE Programs, barriers to further participation, and shortcomings of the programs, if any. The evaluation

will also include recommendations for improving the program designs including whether or not future EE Programs should include an audit requirement.

**E. Cost Recovery Mechanism.** The Company will continue to recover EE Program costs through its existing EEP Rider rate. The revenue requirement recovered through the EEP Rider rate will be calculated to include a return on program investments and a return of the Company's investments through amortization of the program costs, as well as associated carrying costs. The revenue requirement recovered through the EEP Rider rate will be calculated to include the following components:

- Return on the unamortized portion of the EE Program investments utilizing the after tax weighted average cost of capital ("WACC") of 5.68%, inclusive of a 9.75% return on equity, grossed up for a revenue expansion factor of 1.71565 which reflects an uncollectible ratio of 1.459%. The unamortized portion of the EE Program investments are net of accumulated amortization and accumulated deferred income taxes associated with the EE Program investments;
- Amortization expense calculated using a four-year amortization period;
- Prudent and reasonable Operation and Maintenance expense (O&M), including customer education and outreach costs and costs associated with customer dashboard and internal labor costs; the labor allocation will not include incentive compensation costs; and
- Carrying costs on over and under-recovery balances calculated in the

**IN THE MATTER OF THE PETITION OF  
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FOR AUTHORITY TO EXTEND THE TERM OF ENERGY EFFICIENCY  
PROGRAMS WITH CERTAIN MODIFICATIONS AND APPROVAL OF  
ASSOCIATED COST RECOVERY MECHANISM  
BPU DOCKET NO. GO12100946**

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**IN THE MATTER OF THE PETITION OF  
PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS  
FOR AUTHORITY TO EXTEND THE TERM OF ENERGY EFFICIENCY  
PROGRAMS WITH CERTAIN MODIFICATIONS AND APPROVAL OF  
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BPU DOCKET NO. GO12100946**

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August 9, 2013

**VIA ELECTRONIC MAIL AND FEDERAL EXPRESS**

Honorable Kristi Izzo, Secretary  
State of New Jersey  
Board of Public Utilities  
44 South Clinton Avenue  
P.O. Box 350  
Trenton, New Jersey 08625-0350

**Re: In the Matter of the Petition of Pivotal Utility Holdings, Inc. d/b/a  
Elizabethtown Gas for Authority to Extend the Term of Energy  
Efficiency Programs with Certain Modifications and Approval of  
Associated Cost Recovery Mechanism  
BPU Docket No. GO12100946**

Dear Secretary Izzo:

Enclosed for filing in the above proceeding is a Stipulation executed by representatives of Pivotal Utility Holdings, Inc. d/b/a Elizabethtown Gas, the Staff of the New Jersey Board of Public Utilities and the Division of Rate Counsel that is intended to resolve all issues associated with the above-referenced proceedings. It is respectfully requested that the Board approve this Stipulation in its entirety at the August 21, 2013 agenda meeting. Thank you.

Respectfully submitted,

/s/ Deborah M. Franco

Deborah M. Franco

Of Counsel to  
Pivotal Utility Holdings, Inc.  
d/b/a Elizabethtown Gas

cc: Service List

**STATE OF NEW JERSEY  
BOARD OF PUBLIC UTILITIES**

-----X  
:  
**In the Matter of the Petition of Pivotal** :  
**Utility Holdings, Inc. d/b/a Elizabethtown** : **BPU Docket No. GO12100946**  
**Gas for Authority to Extend the Term of** :  
**Energy Efficiency Programs with Certain** :  
**Modifications and Approval of Associated** : **FINAL STIPULATION**  
**Cost Recovery Mechanism** :  
:  
-----X

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**Mary Patricia Keefe**, Vice President for Pivotal Utility Holdings, Inc. d/b/a Elizabethtown Gas

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**Alex Moreau and Marisa Slaten**, Deputy Attorneys General, for the Staff of the New Jersey Board of Public Utilities (John Jay Hoffman, Acting Attorney General of New Jersey)

**BACKGROUND**

1. On October 23, 2012, Pivotal Utility Holdings, Inc. d/b/a Elizabethtown Gas (“Elizabethtown” or the “Company”) filed a petition (“October 23 Petition”) in BPU Docket No. GO12100946 requesting that the New Jersey Board of Public Utilities (“Board”) extend the term of the Company’s currently effective Energy Efficiency Programs (“EE Programs”) with certain modifications for a four-year period commencing on April 20, 2013. The Company’s existing EE Programs were initially authorized by an August 3, 2009 Order in BPU Docket Nos. EO09010056 and GO09010060 *et. al.*, and further extended with certain modifications by two Board Orders issued January 19, 2011

in BPU Docket Nos. GO10100735 and GO10070446, and April 11, 2012 in BPU Docket No. GO11070399.

2. The October 23 Petition sought to extend the term of the following EE Programs:

- a. Residential Expanded Gas Heating Ventilation and Air Conditioning ("HVAC") and Gas Hot Water Heater Incentive Program;
- b. Small Commercial Customer Energy Efficiency Program; and
- c. Large Commercial Customer Energy Efficiency Program.

The October 23 Petition also proposed the addition of the following two new EE Programs:

- a. Oil Tank Removal Grant Program; and
- b. Elementary School Education Program.

In addition to a range of rebates and related offers, the proposed EE Programs contained various customer education and outreach initiatives, including an on-line customer Dashboard, designed to encourage customers to conserve energy and provide information to them on how to lower their gas bills.

3. The October 23 Petition also requested authority to recover the costs of the EE Programs through the Company's existing EE Program surcharge ("Rider G"). The October 23 Petition did not propose an increase to the EEP Rider G rate. The October 23 Petition instead proposed that any rate adjustment that may be needed in the future be proposed in Elizabethtown's next petition to reconcile the EEP Rider rate. The October 23 Petition proposed an annual EE Program budget of approximately \$3 million for each year or a total of approximately \$12 million throughout the requested four-year implementation period.

4. By letter dated December 10, 2012, in conformance with the Board's May 12, 2008 Order in Docket No. EO08030164 implementing the requirements of the Regional Greenhouse Gas Initiative Act ("RGGI Act"), Board Staff advised the Company that the October 23 Petition, as subsequently supplemented on November 9, 2012, was deemed "administratively complete" and that the 180-day review period prescribed by the RGGI Act for a final Board determination regarding the October 23 Petition ("180 Day RGGI Period") would commence as of November 9, 2012. Consequently, the 180 Day RGGI Period was scheduled to expire on May 8, 2013 (the "RGGI Date").

5. Public hearings were held on March 26, 2013 in Flemington, New Jersey and on March 27, 2013 in Rahway, New Jersey. No members of the public appeared at the public hearings.

6. On January 23, 2013, the Board issued an Order ("January 23 Order") in this proceeding designating Commissioner Jeanne Fox as the presiding officer who is authorized to rule on all motions that arise during the pendency of this proceeding and modify any schedule that may be set as necessary to secure a just and expeditious determination of the issues. The January 23 Order also authorized Commissioner Fox to render a decision on a Stipulation pursuant to N.J.S.A. 48:2-21.3, extending the 180-day review period provided that the Stipulation was executed by all the parties. The authority so delegated was limited to a single extension of the 180 day period, with any further requests for an extension to be directed to the Board.

7. By Order dated April 29, 2013 ("April 29 Order"), the RGGI Date was extended from May 8, 2013 to September 1, 2013. The April 29 Order also authorized the Company to continue to operate its EE Programs until September 1, 2013 in a manner consistent with the April 11, 2012 Order issued in BPU Docket No. GO11070399.



8. Representatives from the Company, Board Staff and the Division of Rate Counsel (“Rate Counsel”) (collectively, the “Parties”) have engaged in discovery and participated in certain discussions to discuss the procedural schedule and related issues. As a result of these efforts, the Parties have reached this Stipulation.

**STIPULATION**

Based upon and subject to the terms and conditions set forth herein, Board Staff, Rate Counsel, and Elizabethtown (hereinafter, collectively, the “Stipulating Parties”) stipulate and agree as follows:

**A. Effective Date.** The Effective Date of this Stipulation will coincide with the date on which a Board Order in these proceedings has been properly served on the parties of record or upon such date after the service thereof as the Board may specify, in accordance with N.J.S.A. 48:2-40.

**B. Extension of EE Programs.** Elizabethtown is authorized to extend the term of the following EE Programs for a two year period commencing on the Effective Date of this Stipulation (“Extension Period”) and to operate these EE Programs in a manner consistent with the program descriptions contained in Appendix A at a total projected annual budget of approximately \$1.3 million or \$2.6 million over the two-year term as set forth in the itemized projected budget reflected in Appendix B:

- (i) Residential Expanded Gas Heating Ventilation and Air Conditioning ("HVAC") and Gas Hot Water Heater Incentive Program;
- (ii) Commercial Customer Energy Efficiency Program;
- (iii) Customer Education and Outreach/Dashboard Program

The Company will not offer the Oil Tank Removal Grant or Elementary School Education Programs during the term of this Stipulation. Any future proposal to offer an Elementary School Education Program will incorporate the recommendations in the Navigant evaluation report previously performed for Northern Illinois Gas Company d/b/a Nicor Gas Company ("Nicor") to the extent applicable and appropriate at the time of any such proposal. Any such proposal should also include research on market saturation of low flow shower heads and other proposed handout items to the extent such items are part of the proposal.

**C. Comprehensive Resource Analysis Proceeding.** As part of the pending New Jersey Clean Energy Program ("NJCEP") administrator transition and the utility working group process in the pending Comprehensive Resource Analysis ("CRA") Proceeding in BPU Docket No. EO11050324, the Stipulating Parties understand that modifications may be made to the NJCEP programs and policy directions. Elizabethtown agrees to review its EE Programs in the future as needed in cooperation with Board Staff and Rate Counsel to ensure alignment with NJCEP programs and administration. If necessary, modifications will be proposed.

**D. Further Evaluation of EE Programs.** The Stipulating Parties agree that Elizabethtown will undertake an evaluation of the EE Program to be initiated no later than January 1, 2015 and completed no later than June 30, 2015. The Company will meet with BPU Staff and Rate Counsel to discuss the outcome of this evaluation and any implications to be considered for future EE Programs. The evaluation will include findings on unit costs and savings for the measures promoted under the EE Programs, barriers to further participation, and shortcomings of the programs, if any. The evaluation

will also include recommendations for improving the program designs including whether or not future EE Programs should include an audit requirement.

**E. Cost Recovery Mechanism.** The Company will continue to recover EE Program costs through its existing EEP Rider rate. The revenue requirement recovered through the EEP Rider rate will be calculated to include a return on program investments and a return of the Company's investments through amortization of the program costs, as well as associated carrying costs. The revenue requirement recovered through the EEP Rider rate will be calculated to include the following components:

- Return on the unamortized portion of the EE Program investments utilizing the after tax weighted average cost of capital ("WACC") of 5.68%, inclusive of a 9.75% return on equity, grossed up for a revenue expansion factor of 1.71565 which reflects an uncollectible ratio of 1.459%. The unamortized portion of the EE Program investments are net of accumulated amortization and accumulated deferred income taxes associated with the EE Program investments;
- Amortization expense calculated using a four-year amortization period;
- Prudent and reasonable Operation and Maintenance expense (O&M), including customer education and outreach costs and costs associated with customer dashboard and internal labor costs; the labor allocation will not include incentive compensation costs; and
- Carrying costs on over and under-recovery balances calculated in the

manner set forth below.

A sample calculation of the EEP Rider rate and the revenue requirement is set forth in Appendix C that will be included in the Company's Annual Filings as defined below. Upon approval of this Stipulation by the Board, the Company will propose and file with the Board revised tariff sheets consistent with the draft tariff sheets attached as Appendix D.

**F. Carrying Costs.** In calculating the monthly interest on net over and under recoveries, the interest rate shall be based upon the Company's interest rate obtained on its commercial paper and/or bank credit lines. If both commercial paper and bank credit lines have been utilized, the weighted average of both sources of capital shall be used. The Company shall accrue simple interest with an annual roll-in at the end of each 12-month period. The interest rate shall not exceed the Company's WACC as defined above. Interest shall be calculated based on the net-of-tax average monthly balance. The true-up calculation for over and under recoveries will be included in the Company's Annual Filing as defined below.

**G. Rate Design.** Rate recovery through the EEP Rider rate will be effectuated through the assessment of a non-bypassable volumetric surcharge on all customer service classes, except customers exempt from such charges by law, or specifically and expressly exempted from such charges under special contracts previously filed with and approved by the Board. Any new or existing large volume customer who participates in any EE Program will be subject to the EEP Rider rate.

**H. Annual Filing.** As is currently the case, the Company will file an annual

petition (“Annual Filing”) to adjust its EEP Rider rate on a calendar year basis, with copies provided to Board Staff and Rate Counsel with a proposed implementation of the revised EEP Rider rate in October of each year. Each Annual Filing will contain a reconciliation of the projected EEP Rider rate costs and recoveries and actual revenue requirements. All costs incurred during the Extension Period will be reflected in the Company’s 2014 annual EEP Rider rate reconciliation filing.

I. **Rate Impact.** There is no impact to the annual bill of a typical residential heating customer using 1,000 therms as a result of this Stipulation.

J. **Procedural Requirements.** Any future petition for an extension in the duration of and/or budget increase for the EE Programs must be filed as a new petition in accordance with the provisions of the Board’s RGGI Order dated May 12, 2008 (BPU Dkt. No. EO08030164), including but not limited to the submittal of all Minimum Filing Requirements, no later than 180 days prior to the expiration date of the Extension Period.

K. **Entirety Of Stipulation.** This Stipulation is intended to be accepted and approved in its entirety. In the event any particular aspect of this Stipulation is not accepted and approved in its entirety by the Board, then 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 this Stipulation is not adopted in its entirety by the Board in its Order in this matter, 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.

L. Binding Effect. It is the intent of the Stipulating Parties that the provisions hereof be approved by the Board. The Stipulating Parties further agree that they consider this Stipulation to be binding on them for all purposes herein.

M. General Reservation. It is specifically understood and agreed that this Stipulation represents a negotiated agreement and, except as otherwise expressly provided for herein, is intended to be binding only in this proceeding and only as to the matters specifically addressed herein.

WHEREFORE, the Stipulating Parties hereto do respectfully submit this Stipulation to the Board and request the Board to issue a Decision and Order approving this Stipulation in its entirety in accordance with the terms hereof.

PIVOTAL UTILITY HOLDINGS, INC.  
D/B/A ELIZABETHTOWN GAS

STEFANIE A. BRAND,  
DIRECTOR, DIVISION OF  
RATE COUNSEL

By: Mary Patricia Keefe/ks  
Mary Patricia Keefe, Esq.  
Vice President, Regulatory  
Affairs and Assistant Corporate  
Secretary

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

Dated: 8/9/13

Dated: Aug. 9, 2013

JOHN JAY HOFFMAN  
ACTING ATTORNEY GENERAL OF NEW JERSEY  
Attorney for the Staff of the New Jersey Board of Public Utilities

By: Marisa Slaten  
Marisa Slaten  
Deputy Attorney General

Dated: August 9, 2013

**Elizabethtown Residential Gas HVAC and  
Gas Hot Water Heater Incentive Program**

**Description Of Program**

This program is designed to enhance the existing New Jersey Clean Energy Program ("NJCEP") gas HVAC and hot water heater incentive program by supplementing the incentives offered through NJCEP. The name of the NJCEP program being supplemented by this ETG program is WARMADVANTAGE.

This program will be available to all residential customers as follows:

All participants who receive a monetary incentive will also receive an Energy Cost Cutter Kit.

Participation in this program does not require an energy audit, however Elizabethtown will endeavor to refer participants to the NJCEP Home Performance with Energy Star ("HPwES") Program in order to promote a whole house solutions approach to energy efficiency.

All participants will be advised of the availability of HPwES audits from the NJCEP.

Elizabethtown will supplement the NJCEP incentive of \$300 for boilers and \$250 for furnaces in an amount up to \$300 for the installation of a complete energy efficient gas heating boiler or furnace.

Elizabethtown will supplement the NJCEP incentive of \$500 in an amount up to \$200 for the installation of an energy efficient gas hot water heater.

In no event will the combined NJCEP and ETG incentive exceed the total project cost.

The specific types of equipment that qualify for incentives under this program are as follows:

**Gas Fired Boilers**

Gas Boiler – Hydronic AFUE 85% or greater and ENERGY STAR

Gas Boiler – Steam AFUE 82% or greater

**Gas Furnaces**

AFUE 92% or greater (with/without ECM) and ENERGY STAR

**Gas Water Heater**

Energy Factor (EF) .82 or greater and ENERGY STAR

Thermal Efficiency (TE) 90% or greater with sealed combustion

Power Vent Storage Water Heaters do not qualify for an incentive.

Only those customers who are in good standing and subject to the EEP surcharge are eligible to participate in and receive the incentives associated with this program.

Elizabethtown will offer this program for a two year period.

**Elizabethtown Residential Gas HVAC and  
Gas Hot Water Heater Incentive Program**

The equipment standards reflected in this program description track the standards utilized by the NJCEP. To the extent these standards are modified by NJCEP during the term of the program, the Elizabethtown equipment standard will reflect such modified standard.

**Summary of Program Description As Set Forth Above:**

<u>Qualifying Equipment</u>	<u>Current NJCEP Incentive</u>	<u>ETG Incentive</u>	<u>Total Grant</u>
Gas Fired Boilers*	\$300	\$300	\$600
Gas Furnaces*	\$250	\$250	\$500
Gas Water Heater*	\$500	\$200	\$700

\*Efficiency standards noted above

The NJCEP incentives are as of the signing of the Stipulation and may be subject to change. The change in an NJCEP incentive level will not impact the ETG incentive level, but may impact the total grant amount.

**Delivery Method**

HVAC installation and/or quality control work will be performed by trained heating, home improvement and energy service providers, including contractors providing such services for the NJCEP.

**Estimated Annual Program Participants**

1790 participants (HVAC)  
100 participants (Hot Water Heater)  
1790 participants (Cost Cutter Kits)

**Annual Budget Information**

\$730,723 (Program Cost=\$618,930; O&M=\$111,793)



## Elizabethtown Commercial Customer Energy Efficiency Program

### Description of Program

This program is designed to supplement the incentives offered by the New Jersey Clean Energy Program ("NJCEP"). The specific NJCEP program supplemented by this ETG program are the SmartSTART Building and Pay for Performance Programs.

As to the supplementation of the SmartSTART Program, Elizabethtown will offer an incentive of 25% of the NJCEP incentive but only to those customers who are not otherwise receiving an incentive as a result of Super Storm Sandy. In no event may the combined NJCEP and ETG incentive exceed the total project cost. The types of equipment and existing NJCEP incentive levels for which Elizabethtown will offer an incentive is as follows:

#### Gas Cooling

- Gas absorption chillers (\$185-\$450 per ton)
- Gas Engine-Driven Chillers (Calculated through Custom Measure Path)

**Desiccant Systems** (\$1.00 per cfm)

#### Gas Heating

- Gas-fired boilers < 300 MBH (\$300 per unit)
- Gas-fired boilers ≥ 300 MBH - 1500 MBH (\$1.75 per MBH)
- Gas-fired boilers ≥ 1500 MBH - ≤ 4000 MBH (\$1.00 per MBH)
- Gas-fired boilers > 4000 MBH (Calculated through Custom Measure Path)
- Gas furnaces ( up to \$400 per unit)
- Gas infrared heaters - indoor only (\$300 - \$500 per unit)
- Boiler economizing controls (\$1,200 - \$2,700 per unit)

#### Natural Gas Water Heating

- Gas water heaters ≤ 50 gallons (\$50 per unit)
- Gas-fired water heaters > 50 gallons (-up to \$2.00 per MBH, not less than \$50/unit)
- Tankless water heaters replacing a free standing water heater > 82% energy factor (\$300 per heater)
- Gas-fired booster water heaters (\$17 - \$35 per MBH)

#### Food Service Equipment

- Cooking
  - Combination Gas Oven/Steamer (\$750 per oven)
  - Gas Convection Oven (\$500 per oven)
  - Gas Rack Oven (\$1,000 single, \$2,000 double)
  - Gas Conveyor Oven (\$500 small deck, \$750 large deck)
  - Gas Fryer (\$749 per vat)
  - Gas Large Vat Fryer (\$500 per vat)
  - Gas Griddle (\$125 per griddle)
  - Gas Steam Cooker (\$2,000 per steamer)

#### Other Equipment Incentives\*

- Custom gas equipment incentives (not prescriptive)

## Elizabethtown Commercial Customer Energy Efficiency Program

\*Equipment incentives are calculated based on type, efficiency, size, and application and are evaluated on a case-by-case basis. In no event may the 25% ETG incentive cause the payback period to be less than one year as calculated by the Market Manager's Custom Screening Tool.

As to the supplementation of the Pay for Performance Program, Elizabethtown will offer an incentive of 25% of the NJCEP incentive. In no event may the combined NJCEP and ETG incentive exceed the total project cost. The NJCEP incentives being supplemented are listed as follows:

### Existing Buildings

Incentive #1 - \$0.10 per square foot with a maximum incentive of \$50,000 and a minimum of \$5,000, not to exceed 50% of the facility's annual energy expense.

Incentive #2 - Projected first year natural gas savings from \$0.90 per therm for the minimum 15% savings up to \$1.25 per therm based on \$0.05 per therm for each additional 1% savings above 15%.

Incentive #3 - Actual first year natural gas savings from \$0.90 per therm for the minimum 15% savings up to \$1.25 per therm based on \$0.05 per therm for each additional 1% savings above 15%.

### New Construction

Incentive #1 - \$0.10 per gross heated square foot up to a maximum of \$50,000.

Incentive #2 - \$1.00 per gross heated square foot.\* †

Incentive #3 - \$0.35 to \$0.65 per gross heated square foot and based on confirmation that the building achieved the performance target.\* †

\*ETG's 25% additional incentive will only be applied to the NJCEP incentives after the NJCEP incentive is adjusted by the ratio of estimated natural gas savings to estimated total savings provided in the approved ERP.

† NJCEP Incentive #2 and #3 combined will be capped not to exceed 75% of the total project incremental cost.

Only those customers (or their assignees) who are in good standing and subject to the EEP surcharge are eligible to participate in and receive the incentives associated with this program. To participate in this program a customer must not also be receiving an incentive offered as a result of Super Storm Sandy.

Elizabethtown will offer this program for a two-year period.

**Elizabethtown Commercial Customer Energy Efficiency Program**

The equipment standards reflected in this program description track the standards utilized by the NJCEP. To the extent these standards are modified by NJCEP during the term of the program, the Elizabethtown equipment standard will reflect such modified standard.

**Summary of SmartSTART Supplement Program**

<u>Current NJCEP Incentive*</u>	<u>ETG Incentive</u>
Gas absorption chillers (\$185-\$450 per ton)	25% of NJCEP Incentive**
Gas Engine-Driven Chillers (Calculated through Custom Measure Path)	25% of NJCEP Incentive
Desiccant Systems (\$1.00 per cfm)	25% of NJCEP Incentive
Gas-fired boilers < 300 MBH (\$300 per unit)	25% of NJCEP Incentive
Gas-fired boilers ≥ 300 MBH - 1500 MBH (\$1.75 per MBH)	25% of NJCEP Incentive
Gas-fired boilers ≥ 1500 MBH - ≤ 4000 MBH (\$1.00 per MBH)	25% of NJCEP Incentive
Gas-fired boilers > 4000 MBH (Calculated through Custom Measure Path)	25% of NJCEP Incentive
Gas furnaces (\$300-\$400 per unit)	25% of NJCEP Incentive
Gas infrared heaters - indoor only (\$300 - \$500 per unit)	25% of NJCEP Incentive
Boiler economizing controls (\$1,200 - \$2,700 per unit)	25% of NJCEP Incentive
Gas water heaters ≤ 50 gallons (\$50 per unit)	25% of NJCEP Incentive
Gas-fired water heaters > 50 gallons (\$1.00 - \$2.00 per MBH)	25% of NJCEP Incentive
Tankless water heaters replacing a free standing water heater > 82% energy factor (\$300 per heater)	25% of NJCEP Incentive
Gas-fired booster water heaters (\$17 - \$35 per MBH)	25% of NJCEP Incentive
Combination Gas Oven/Steamer (\$750 per oven)	25% of NJCEP Incentive
Gas Convection Oven (\$500 per oven)	25% of NJCEP Incentive
Gas Rack Oven (\$1,000 single, \$2,000 double)	25% of NJCEP Incentive
Gas Conveyor Oven (\$500 small deck, \$750 large deck)	25% of NJCEP Incentive
Gas Fryer (\$749 per vat)	25% of NJCEP Incentive
Gas Large Vat Fryer (\$500 per vat)	25% of NJCEP Incentive
Gas Griddle (\$125 per griddle)	25% of NJCEP Incentive
Gas Steam Cooker (\$2,000 per steamer)	25% of NJCEP Incentive
Custom gas equipment incentives (not prescriptive)	25% of NJCEP Incentive

**Summary of Pay for Performance Supplement**

<u>Current NJCEP Incentive*</u>	<u>ETG Incentive</u>
<i>Existing Buildings</i>	
Incentive #1 - \$0.10 per square foot with a maximum incentive of \$50,000 and a minimum of \$5,000, not to exceed 50% of the facility's annual energy expense.	25% of NJCEP Incentive
Incentive #2 - Projected first year natural gas savings from \$0.90 per therm for the minimum 15%	25% of NJCEP Incentive

**Elizabethtown Commercial Customer Energy Efficiency Program**

savings up to \$1.25 per therm based on \$0.05 per therm for each additional 1% savings above 15%.

Incentive #3 - Actual first year natural gas savings from \$0.90 per therm for the minimum 15% savings up to \$1.25 per therm based on \$0.05 per therm for each additional 1% savings above 15%.	25% of NJEP Incentive
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*New Buildings*

Incentive #1 - \$0.10 per gross heated square foot with a maximum incentive of \$50,000	25% of NJCEP Incentive
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Incentive #2 - \$1.00 per gross heated square foot *** adjusted by ratio of natural gas savings vs. total savings	25% of NJCEP Incentive
-------------------------------------------------------------------------------------------------------------------	------------------------

Incentive #3 - \$0.35 to \$0.65 per gross square foot *** adjusted by ratio of natural gas savings vs. total savings	25% of NJCEP Incentive
----------------------------------------------------------------------------------------------------------------------	------------------------

\*The NJCEP incentives are as of the signing of the Stipulation and may be subject to change.

\*\*ETG will determine the level of the incentive once the NJCEP application is processed and subsequently received and reviewed by ETG.

\*\*\* NJCEP Incentive #2 and #3 combined will be capped not to exceed 75% of the total project incremental cost.

**Delivery Method**

Installation and/or quality control work will be performed by trained HVAC contractors and service providers, including those providing services for the NJCEP.

**Estimated Annual Program Participants**

20 participants (HVAC / AWH)

**Annual Budget Information**

\$82,421 (Program Cost=\$70,000; O&M=\$12,421)

**Elizabethtown Customer Education and Outreach/Dashboard**

<b>Description of Program</b>
<p><b><u>Residential Gas HVAC and Gas Hot Water Heater Incentive Program</u></b></p> <p>Elizabethtown’s existing sales staff will promote its Residential Gas HVAC and Gas Hot Water Heater Incentive Program and utilize direct mail offers and traditional channels such as the utility website, customer newsletter or bill insert and radio. Elizabethtown will offer the customer Dashboard, an on-line tool that provides in-depth information about customers’ natural gas bills on a recurring basis to help them better understand their usage patterns. Elizabethtown will also work with local service agencies, local government and various nonprofit community entities to promote the offers to their constituents. In addition, the company will work closely with local HVAC contractors to ensure their understanding and promotion of this program.</p> <p><b><u>Commercial Customer Energy Efficiency Program</u></b></p> <p>To promote the Commercial Customer Energy Efficiency Program, Elizabethtown’s existing sales staff will market these programs and will work with the NJCEP commercial program administrator, contractors serving commercial businesses and local and regional business organizations and Chambers of Commerce to promote this and the NJCEP program. Elizabethtown will also offer the customer Dashboard, an on-line tool that provides in-depth information about customers’ natural gas bills on a recurring basis to help them better understand their usage patterns.</p> <p>Elizabethtown will offer the Customer Education and Outreach/Dashboard program for a two year period.</p>
<b>Delivery Method</b>
Elizabethtown Staff and Contractor Relationships, Local Agencies, Government and Community Entities.
<b>Estimated Annual Program Participants</b>
2236 participants (Customer Education/Outreach) 3370 participants (Dashboard)
<b>Annual Budget Information</b>
\$ 315,000 (Customer Education) (O&M) \$161,392 (Dashboard) (O&M)

# Appendix B

Monthly forecast applicable through August 2015

Elizabethtown Gas  
Energy Efficiency Programs

Description	Forecast												Total	
	Unit Cost	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14		Aug-14
<b>Budgeted Program Units and Costs</b>														
<b>Energy Efficiency Programs:</b>														
Residential Enhanced Appliance Programs:														
Cost Cutter Kits		149	151	149	149	149	149	149	149	149	149	149	149	1,790
Fulfillment Costs - Cost Cutter Kits		149	151	149	149	149	149	149	149	149	149	149	149	1,790
HVAC Installation		8	8	8	8	8	8	8	8	8	8	8	8	100
Water Heater		2	2	2	2	2	2	2	2	2	2	2	2	20
Commercial Customer Program:														
HVAC / AWH		186	186	186	186	186	186	186	186	186	186	186	186	2,338
Outreach and Customer Education		281	281	281	281	281	281	281	281	281	281	281	281	3,370
Customer Dashboard														
<b>Total Program Participants</b>		<b>775</b>	<b>779</b>	<b>775</b>	<b>775</b>	<b>775</b>	<b>775</b>	<b>775</b>	<b>776</b>	<b>775</b>	<b>776</b>	<b>775</b>	<b>776</b>	<b>9,306</b>

Description	Forecast												Total	
	Unit Cost	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14		Aug-14
<b>UNITS</b>														
<b>Energy Efficiency Programs:</b>														
Residential Enhanced Appliance Programs:														
Cost Cutter Kits	\$ 10	\$ 1,490	\$ 1,510	\$ 1,490	\$ 1,490	\$ 1,490	\$ 1,490	\$ 1,490	\$ 1,490	\$ 1,490	\$ 1,490	\$ 1,490	\$ 1,490	\$ 17,800
Fulfillment Costs - Cost Cutter Kits		1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,253	14,030
Rebate Processing		2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
HVAC Installation	\$ 300	44,700	45,300	44,700	44,700	44,700	44,700	44,700	44,700	44,700	44,700	44,700	44,700	537,000
Water Heater (WH)	\$ 200	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	20,000
Commercial Customer Programs:														
HVAC / AWH	\$ 3,500	5,833	5,833	5,833	5,833	5,833	5,833	5,833	5,833	5,833	5,833	5,833	5,833	70,000
<b>Total Program Expenditures</b>		<b>57,376</b>	<b>57,966</b>	<b>57,376</b>	<b>57,376</b>	<b>57,376</b>	<b>57,376</b>	<b>57,376</b>	<b>57,576</b>	<b>57,376</b>	<b>57,073</b>	<b>56,973</b>	<b>57,576</b>	<b>689,930</b>
Evaluation of EE Programs		1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	20,000
Outreach and Customer Education	\$ 20,000	8,684	8,684	8,685	8,684	8,684	8,684	8,684	8,684	8,684	8,684	8,684	8,684	104,214
Customer Dashboard Maintenance for Online Customer Education		26,250	26,250	26,250	26,250	26,250	26,250	26,250	26,250	26,250	26,250	26,250	26,250	315,000
<b>Total O&amp;M Recoverable in Period Expended</b>		<b>3,833</b>	<b>32,662</b>	<b>3,833</b>	<b>3,833</b>	<b>3,833</b>	<b>3,833</b>	<b>3,833</b>	<b>32,662</b>	<b>3,833</b>	<b>3,833</b>	<b>32,662</b>	<b>3,833</b>	<b>161,362</b>
<b>Total Elizabethtown Energy Efficiency Programs</b>		<b>\$ 97,811</b>	<b>\$ 127,279</b>	<b>\$ 97,811</b>	<b>\$ 97,810</b>	<b>\$ 97,810</b>	<b>\$ 97,810</b>	<b>\$ 97,811</b>	<b>\$ 126,859</b>	<b>\$ 97,811</b>	<b>\$ 97,507</b>	<b>\$ 96,157</b>	<b>\$ 96,010</b>	<b>\$ 1,289,588</b>

PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS

ENERGY EFFICIENCY PROGRAM ("EEP")

CALCULATION OF THE EEP RATE

October 1, 2013 through September 30, 2014  
RECOVERY YEAR - 2014

1	Prior Year Balance - (Sch. TK-2)			\$8,773
	<u>Actual / Projected Amounts Through:</u>	June 30, 2013		
2	Current Year O& M Costs (Sch. TK-2)			\$348,053
3	Current Year Revenue Requirements (Sch. TK-2)			\$1,329,437
4	Current Year Recoveries (Sch. TK-2)			(\$817)
5	Current Year Carrying Costs (Sch. TK-2)			<u>\$2,220</u>
6	Proforma Current Year TK-2 Ending Balance (Sum L1-L5)			\$1,687,666
7	<u>Projected Recoverables :</u>	June 30, 2014		
	- Revenue Requirements (Sch. TK-3)		\$1,323,037	
	- O&M Costs (Sch. TK-4)		<u>\$578,852</u>	<u>\$1,901,889</u>
8	Total Proposed Recoveries (L6+L7)			\$3,589,555
9	<u>12 Month Projected Normalized Sales and Services:</u>			
	- Residential		220,338,100	
	- Commercial		134,957,629	
	- Industrial		82,794,558	
	- Street /Yard Lights		28,800	
	- Cogeneration		0	438,119,087 therms
10	EEP Rate, before taxes and assessment (L8/L9)			\$0.0082 /therm
11	BPU & RC Assessment Factors			<u>1.0024</u>
12	EEP Rate, before taxes (L10*L11)			\$0.0082
13	Sales & Use Tax @	7.00%		<u>\$0.0006</u>
14	EEP Rate (L12+L13)			<u><u>\$0.0088</u></u> /therm

PIVOTAL UTILITY HOLDINGS, INC. db/a ELIZABETHTOWN GAS  
ENERGY EFFICIENCY PROGRAM ("EEP")

CALCULATION OF THE EEP RATE  
PROFORMA RATES PER KNOWN ACTUALS  
Data to June 30th to Set Rate For

Before Rate Date Implementation Adjustments

11 month	June 30, 2009	October 1, 2010	October 1, 2011	October 1, 2012	October 1, 2013	October 1, 2014	October 1, 2015	October 1, 2016	October 1, 2017	October 1, 2018	October 1, 2019
1	Prior Year (Over)/ Under Balance (Sch. TK-2)				\$0,773	\$413,619	(\$176,869)	(\$172,959)	(\$48,530)	(\$27,825)	\$11,827
2	Monthly Revenue Requirement (Sch. TK-2)	\$153,488	\$470,672	\$1,018,914	\$1,328,437	\$1,200,019	\$810,792	\$481,756	\$293,463	\$108,733	\$1,177
3	O&M Expenditures (Sch. TK-6)	\$522,139	\$1,314,822	\$1,601,157	\$348,053	\$600,606	\$109,714	\$0	\$0	\$0	\$0
4	Total Proposed Recoveries (Sum L1+L2+L3)	\$675,627	(\$835,114)	\$15,638	\$1,686,263	\$2,214,244	\$743,537	\$206,787	\$244,933	\$81,908	\$13,104
5	Projected Firm Sales (1) (Sch. TK-4) Therms	403,625,482	450,225,974	378,760,040	433,418,190	438,118,087	438,119,087	438,119,087	438,119,087	438,119,087	438,119,087
6	Rate, before taxes (L4/L5)	\$0.0017	(\$0.0012)	\$0.0000	\$0.0039	\$0.0082	\$0.0017	\$0.0007	\$0.0006	\$0.0001	\$0.0000
7	BPU & RC Assessment Factor times L6	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000
7	Sales & Use Tax @ 7.00%	\$0.0001	(\$0.0001)	\$0.0000	\$0.0003	\$0.0004	\$0.0001	\$0.0000	\$0.0000	\$0.0000	\$0.0000
8	Rate (L6+L7) per Therm	\$0.0018	(\$0.0013)	\$0.0000	\$0.0042	\$0.0086	\$0.0018	\$0.0007	\$0.0006	\$0.0001	\$0.0000

(1) All therms excluding NJBPU approved special contracts.

Average Billing Changes:

Determinates	Effective EEP Rate >	Rates 7/1/13	June 30, 2009	October 1, 2010	October 1, 2011	October 1, 2012	October 1, 2013	October 1, 2014	October 1, 2015	October 1, 2016	October 1, 2017	October 1, 2018	October 1, 2019
Residential Sales Service		\$0.0000											
12 Service Charge		\$6.00											
864 Distribution Charge		\$1,1099											
Bill		\$1,054.95	\$1,054.95	\$1,054.95	\$1,058.58	\$1,062.58	\$1,059.71	\$1,059.71	\$1,056.61	\$1,055.56	\$1,055.47	\$1,055.04	\$1,054.95
Annual Bill Change			(\$2.68)	\$1.12	\$3.63	\$3.98	(\$2.95)	(\$2.20)	(\$0.95)	(\$0.95)	(\$0.99)	(\$0.43)	(\$0.09)
Percent Change			(0.3%)	0.1%	0.3%	0.4%	(0.3%)	(0.3%)	(0.1%)	(0.1%)	0.0%	(0.0%)	0.0%
Bill Change from Base			(\$1.12)	\$0.00	\$3.63	\$7.61	\$4.76	\$1.56	(\$0.61)	(\$0.61)	\$0.52	\$0.09	\$0.00
Cumulative Billed													
Small General Service													
12 Service Charge		\$16.15											
800 Distribution Charge		\$1,1196											
Bill		\$1,201.44	\$1,201.44	\$1,201.44	\$1,205.22	\$1,209.36	\$1,206.39	\$1,203.06	\$1,203.06	\$1,202.07	\$1,201.98	\$1,201.53	\$1,201.44
Annual Bill Change			(\$2.79)	\$3.78	\$4.14	(\$2.97)	(\$3.33)	(\$0.89)	(\$0.89)	(\$0.89)	(\$0.09)	(\$0.45)	(\$0.09)
Percent Change			(0.2%)	0.3%	0.3%	(0.2%)	(0.3%)	(0.1%)	(0.3%)	(0.1%)	0.0%	(0.0%)	0.0%
Bill Change from Base			(\$1.17)	\$0.00	\$3.78	\$7.32	\$4.55	\$1.62	(\$0.63)	(\$0.63)	\$0.54	\$0.09	\$0.00
Cumulative Billed													
General Delivery Service													
12 Service Charge		\$20.00											
1,341 Demand Charge		\$0.811											
13,269 Distribution Charge		\$0,5571											
Bill		\$14,027.31	\$14,027.31	\$14,027.31	\$14,083.04	\$14,144.08	\$14,100.29	\$14,051.20	\$14,036.60	\$14,028.64	\$14,035.27	\$14,028.64	\$14,027.31
Annual Bill Change			(\$41.14)	\$57.25	\$59.73	(\$61.04)	(\$43.79)	(\$48.09)	(\$14.80)	(\$14.80)	(\$1.33)	(\$6.63)	(\$1.33)
Percent Change			(0.3%)	0.4%	0.4%	(0.3%)	(0.3%)	(0.3%)	(0.1%)	(0.1%)	0.0%	(0.0%)	0.0%
Bill Change from Base			(\$17.25)	\$0.00	\$55.73	\$116.77	\$72.98	\$23.89	(\$9.29)	(\$9.29)	\$7.96	\$1.33	\$0.00
Cumulative Billed													



EEP Schedule  
TK-2

PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS  
ENERGY EFFICIENCY PROGRAM ("EEP")

Carrying Costs

a	Beginning Balance b	Revenue Requirement TK-3 c	O&M TK-4 d	Recoveries TK-5 e	Ending Balance f=b+c+d-e	Average Balance g=(b+f)/2	Interest Rate TK-6 h	Carrying Cost i=g*h/12	Ending Balance plus Cum. (O)U Carrying Cost j=f+i cum of j
<b>Beginning Balance</b>									
Aug-09	\$0	\$10	\$8,706	\$61,140	(\$52,424)	(\$26,212)	0.49%	(\$11)	(\$52,435)
Sep-09	(\$52,424)	\$1,396	\$13,297	\$89,133	(\$126,864)	(\$89,644)	0.47%	(\$35)	(\$126,910)
Oct-09	(\$126,864)	\$13,475	\$40,569	\$130,405	(\$203,225)	(\$165,045)	0.41%	(\$56)	(\$203,327)
Nov-09	(\$203,225)	\$15,083	\$27,504	\$209,425	(\$369,963)	(\$286,594)	0.33%	(\$79)	(\$370,144)
Dec-09	(\$369,963)	\$15,137	\$62,504	\$340,002	(\$632,324)	(\$501,144)	0.31%	(\$129)	(\$632,634)
Jan-10	(\$632,324)	\$15,718	\$137,056	\$538,305	(\$1,017,855)	(\$825,090)	0.31%	(\$213)	(\$1,018,378)
Feb-10	(\$1,017,855)	\$16,254	\$48,017	\$506,821	(\$1,460,405)	(\$1,239,130)	0.34%	(\$351)	(\$1,461,279)
Mar-10	(\$1,460,405)	\$17,824	\$47,276	\$407,083	(\$1,802,388)	(\$1,631,397)	0.38%	(\$517)	(\$1,803,779)
Apr-10	(\$1,802,388)	\$18,521	\$60,333	\$408,577	(\$2,132,111)	(\$1,967,250)	0.67%	(\$1,098)	(\$2,134,600)
May-10	(\$2,132,111)	\$19,580	\$54,401	\$169,421	(\$2,227,551)	(\$2,179,831)	0.66%	(\$1,199)	(\$2,231,239)
Jun-10	(\$2,227,551)	\$20,490	\$22,376	\$131,572	(\$2,316,257)	(\$2,271,904)	0.35%	(\$663)	(\$2,320,608)
2010 Recovery Year		\$153,488	\$522,139	\$2,991,884				(\$4,351)	
* Projected									
Jul-10	(\$2,320,608)	\$22,043	\$56,880	\$126,726	(\$2,368,411)	(\$2,344,510)	0.35%	(\$684)	(\$2,369,095)
Aug-10	(\$2,368,411)	\$23,028	\$130,408	\$116,299	(\$2,331,274)	(\$2,349,843)	0.32%	(\$627)	(\$2,332,585)
Sep-10	(\$2,331,274)	\$25,439	\$80,078	\$113,707	(\$2,339,464)	(\$2,335,369)	0.30%	(\$584)	(\$2,341,359)
Oct-10	(\$2,339,464)	\$28,326	\$88,429	\$136,686	(\$2,359,395)	(\$2,349,430)	0.30%	(\$587)	(\$2,361,877)
Nov-10	(\$2,359,395)	\$32,287	\$122,538	\$240,742	(\$2,445,312)	(\$2,402,354)	0.30%	(\$601)	(\$2,448,395)
Dec-10	(\$2,445,312)	\$35,433	\$175,175	\$439,091	(\$2,673,795)	(\$2,559,554)	0.30%	(\$640)	(\$2,677,518)
Jan-11	(\$2,673,795)	\$43,067	\$27,046	\$577,208	(\$3,180,891)	(\$2,927,343)	0.29%	(\$707)	(\$3,185,321)
Feb-11	(\$3,180,891)	\$45,383	\$78,660	\$301,886	(\$3,358,734)	(\$3,269,813)	0.29%	(\$790)	(\$3,363,954)
Mar-11	(\$3,358,734)	\$48,794	\$68,419	\$4,887	(\$3,246,408)	(\$3,302,571)	0.54%	(\$1,486)	(\$3,253,114)
Apr-11	(\$3,246,408)	\$51,888	\$162,484	\$4,604	(\$3,036,640)	(\$3,141,524)	0.00%	\$0	(\$3,043,346)
May-11	(\$3,036,640)	\$56,262	\$150,777	(\$508)	(\$2,829,093)	(\$2,932,867)	0.19%	(\$464)	(\$2,836,263)
Jun-11	(\$2,829,093)	\$58,722	\$173,929	\$413	(\$2,596,855)	(\$2,712,974)	0.18%	(\$407)	(\$2,604,432)
2011 Recovery Year		\$470,672	\$1,314,822	\$2,061,741				(\$7,577)	
* Projected									
Jul-11	(\$2,604,432)	\$62,500	\$181,976	\$887	(\$2,360,843)	(\$2,482,638)	0.20%	(\$414)	(\$2,361,257)
Aug-11	(\$2,360,843)	\$67,971	\$100,753	\$298	(\$2,192,417)	(\$2,276,630)	0.20%	(\$379)	(\$2,193,210)
Sep-11	(\$2,192,417)	\$73,398	\$65,763	\$423	(\$2,053,679)	(\$2,123,048)	0.00%	\$0	(\$2,054,472)
Oct-11	(\$2,053,679)	\$78,932	\$183,180	\$348	(\$1,791,915)	(\$1,922,797)	0.00%	\$0	(\$1,792,708)
Nov-11	(\$1,791,915)	\$73,285	\$160,096	\$623	(\$1,559,157)	(\$1,675,536)	0.28%	(\$391)	(\$1,560,341)
Dec-11	(\$1,559,157)	\$76,965	\$231,018	\$33	(\$1,251,207)	(\$1,405,182)	0.34%	(\$398)	(\$1,252,789)
Jan-12	(\$1,251,207)	\$83,738	\$98,310	\$379	(\$1,069,538)	(\$1,160,373)	0.33%	(\$319)	(\$1,071,439)
Feb-12	(\$1,069,538)	\$90,157	\$184,277	\$201	(\$795,305)	(\$932,422)	0.30%	(\$233)	(\$797,439)
Mar-12	(\$795,305)	\$96,320	\$181,438	\$304	(\$517,851)	(\$656,578)	0.28%	(\$153)	(\$520,138)
Apr-12	(\$517,851)	\$101,150	\$94,157	\$688	(\$323,232)	(\$420,542)	0.28%	(\$98)	(\$325,617)
May-12	(\$323,232)	\$106,654	\$93,195	\$60	(\$123,443)	(\$223,338)	0.28%	(\$52)	(\$125,880)
Jun-12	(\$123,443)	\$107,844	\$26,994	\$172	\$11,223	(\$56,110)	0.28%	(\$13)	\$8,773
2012 Recovery Year		\$1,018,914	\$1,601,157	\$4,416				(\$2,450)	
* Projected									

EEP Schedule  
TK-2

PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS  
ENERGY EFFICIENCY PROGRAM ("EEP")

Carrying Costs

a	Beginning Balance b	Revenue Requirement TK-3 c	O&M TK-4 d	Recoveries TK-5 e	Ending Balance f=b+c+d-e	Average Balance g=(b+f)/2	Interest Rate TK-6 h	Carrying Cost i=g*h/12	Ending Balance plus Cum. (O)/U Carrying Cost j=f+i cum of i
Jul-12	\$8,773	\$107,674	\$25,873	\$79	\$142,241	\$75,507	0.29%	\$18	\$142,259
Aug-12	\$142,241	\$108,483	\$17,645	\$87	\$268,282	\$205,262	0.29%	\$50	\$268,350
Sep-12	\$268,282	\$108,453	\$17,616	\$88	\$394,283	\$331,283	0.30%	\$83	\$394,434
Oct-12	\$394,283	\$109,496	\$28,129	\$53	\$531,855	\$463,069	0.30%	\$116	\$532,122
Nov-12	\$531,855	\$109,765	\$24,369	(\$18)	\$666,007	\$598,931	0.30%	\$150	\$666,424
Dec-12	\$666,007	\$110,233	\$61,968	\$5	\$838,203	\$752,105	0.30%	\$188	\$838,808
Jan-13	\$838,203	\$110,092	\$9,886	\$136	\$958,045	\$898,124	0.30%	\$225	\$958,875
Feb-13	\$958,045	\$110,538	\$45,728	\$397	\$1,113,914	\$1,035,980	0.30%	\$259	\$1,115,003
Mar-13	\$1,113,914	\$111,559	\$20,225	(\$28)	\$1,245,726	\$1,179,820	0.28%	\$275	\$1,247,090
Apr-13	\$1,245,726	\$113,898	\$52,786	\$85	\$1,412,325	\$1,329,026	0.25%	\$277	\$1,413,966
May-13	\$1,412,325	\$114,444	\$20,896	(\$45)	\$1,547,710	\$1,480,018	0.24%	\$296	\$1,549,647
Jun-13	\$1,547,710	\$114,802	\$22,932	(\$2)	\$1,685,446	\$1,616,578	0.21%	\$283	\$1,687,666
2013 Recovery Year * Projected		\$1,329,437	\$348,063	\$817				\$2,220	
Jul-13 *	\$1,687,666	\$116,074	\$43,980	\$0	\$1,847,720	\$1,767,693	0.21%	\$309	\$1,848,029
Aug-13 *	\$1,847,720	\$117,437	\$43,980	\$0	\$2,009,137	\$1,928,429	0.21%	\$337	\$2,009,783
Sep-13 *	\$2,009,137	\$115,715	\$40,435	\$0	\$2,165,287	\$2,087,212	0.21%	\$365	\$2,166,298
Oct-13 *	\$2,165,287	\$106,230	\$69,283	\$78,271	\$2,262,529	\$2,213,908	0.21%	\$387	\$2,263,927
Nov-13 *	\$2,262,529	\$107,050	\$40,435	\$269,740	\$2,140,274	\$2,201,402	0.21%	\$385	\$2,142,057
Dec-13 *	\$2,140,274	\$107,917	\$40,434	\$428,206	\$1,860,419	\$2,000,347	0.21%	\$350	\$1,862,552
Jan-14 *	\$1,860,419	\$108,303	\$69,284	\$568,750	\$1,469,256	\$1,664,838	0.21%	\$291	\$1,471,680
Feb-14 *	\$1,469,256	\$108,838	\$40,434	\$621,435	\$997,093	\$1,233,175	0.21%	\$216	\$999,733
Mar-14 *	\$997,093	\$108,435	\$40,435	\$524,352	\$621,611	\$809,352	0.21%	\$142	\$624,393
Apr-14 *	\$621,611	\$108,912	\$69,283	\$351,729	\$448,077	\$534,844	0.21%	\$94	\$450,953
May-14 *	\$448,077	\$108,957	\$40,435	\$206,207	\$391,262	\$419,670	0.21%	\$73	\$394,211
Jun-14 *	\$391,262	\$109,169	\$40,434	\$130,265	\$410,600	\$400,931	0.21%	\$70	\$413,619
2014 Recovery Year * Projected		\$1,323,037	\$578,852	\$3,178,955				\$3,019	
Jul-14 *	\$413,619	\$108,770	\$69,284	\$109,662	\$482,011	\$447,815	0.21%	\$78	\$482,089
Aug-14 *	\$482,011	\$108,965	\$40,430	\$112,871	\$518,535	\$500,273	0.21%	\$88	\$518,701
Sep-14 *	\$518,535	\$107,825	\$40,435	\$112,822	\$553,973	\$536,254	0.21%	\$94	\$554,233
Oct-14 *	\$553,973	\$106,431	\$69,283	\$127,906	\$601,781	\$577,877	0.21%	\$101	\$602,142
Nov-14 *	\$601,781	\$104,101	\$40,435	\$167,765	\$578,552	\$590,167	0.21%	\$103	\$579,016
Dec-14 *	\$578,552	\$102,592	\$40,434	\$266,323	\$455,255	\$516,904	0.21%	\$90	\$455,809
Jan-15 *	\$455,255	\$97,026	\$69,284	\$353,735	\$267,830	\$361,543	0.21%	\$63	\$268,447
Feb-15 *	\$267,830	\$96,622	\$40,434	\$386,502	\$18,384	\$143,107	0.21%	\$25	\$19,026
Mar-15 *	\$18,384	\$94,640	\$40,435	\$326,121	(\$172,662)	(\$77,139)	0.21%	(\$13)	(\$172,033)
Apr-15 *	(\$172,662)	\$93,121	\$69,283	\$218,757	(\$229,015)	(\$200,839)	0.21%	(\$35)	(\$228,421)
May-15 *	(\$229,015)	\$90,410	\$40,435	\$128,250	(\$226,420)	(\$227,718)	0.21%	(\$40)	(\$225,866)
Jun-15 *	(\$226,420)	\$89,516	\$40,434	\$81,018	(\$177,488)	(\$201,954)	0.21%	(\$35)	(\$176,969)
2015 Recovery Year * Projected		\$1,200,019	\$600,606	\$2,391,732				\$519	

EEP Schedule  
TK-2

PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS  
ENERGY EFFICIENCY PROGRAM ("EEP")

Carrying Costs

a	Beginning Balance b	Revenue Requirement TK-3 c	O&M TK-4 d	Recoveries TK-5 e	Ending Balance f=b+c+d-e	Average Balance g=(b+f)/2	Interest Rate TK-6 h	Carrying Cost i=g*h/12	Ending Balance plus Cum. (O)/U Carrying Cost j=f+i cum of i
Jul-15	*(176,969)	\$87,233	\$69,284	\$68,204	(\$88,656)	(\$132,813)	0.21%	(\$23)	(\$88,679)
Aug-15	*(88,656)	\$83,629	\$40,430	\$70,200	(\$34,797)	(\$81,727)	0.21%	(\$11)	(\$34,831)
Sep-15	*(34,797)	\$78,864	\$0	\$70,170	(\$26,083)	(\$30,440)	0.21%	(\$5)	(\$26,122)
Oct-15	*(26,083)	\$73,885	\$0	\$64,907	(\$17,105)	(\$21,594)	0.21%	(\$4)	(\$17,148)
Nov-15	*(17,105)	\$78,769	\$0	\$55,921	\$5,743	(\$5,681)	0.21%	(\$1)	\$5,699
Dec-15	*5,743	\$74,260	\$0	\$88,774	(\$8,771)	(\$1,514)	0.21%	\$0	(\$8,815)
Jan-16	*(8,771)	\$68,126	\$0	\$117,912	(\$58,557)	(\$33,664)	0.21%	(\$6)	(\$58,607)
Feb-16	*(58,557)	\$62,497	\$0	\$128,834	(\$124,894)	(\$91,726)	0.21%	(\$16)	(\$124,960)
Mar-16	*(124,894)	\$57,037	\$0	\$108,708	(\$176,565)	(\$150,730)	0.21%	(\$26)	(\$176,657)
Apr-16	*(176,565)	\$52,651	\$0	\$72,919	(\$196,833)	(\$186,699)	0.21%	(\$33)	(\$196,958)
May-16	*(196,833)	\$47,471	\$0	\$42,750	(\$192,112)	(\$194,473)	0.21%	(\$34)	(\$192,271)
Jun-16	*(192,112)	\$46,350	\$0	\$27,006	(\$172,768)	(\$182,440)	0.21%	(\$32)	(\$172,959)
2016 Recovery Year * Projected		\$810,792	\$109,714	\$916,305				(\$191)	
Jul-16	*(172,959)	\$45,962	\$0	\$22,735	(\$149,732)	(\$161,346)	0.21%	(\$28)	(\$149,760)
Aug-16	*(149,732)	\$44,625	\$0	\$23,401	(\$128,508)	(\$139,120)	0.21%	(\$24)	(\$128,560)
Sep-16	*(128,508)	\$44,140	\$0	\$23,390	(\$107,758)	(\$118,133)	0.21%	(\$21)	(\$107,831)
Oct-16	*(107,758)	\$42,608	\$0	\$22,908	(\$88,058)	(\$97,908)	0.21%	(\$17)	(\$88,148)
Nov-16	*(88,058)	\$41,882	\$0	\$23,027	(\$69,203)	(\$78,631)	0.21%	(\$14)	(\$69,307)
Dec-16	*(69,203)	\$40,887	\$0	\$36,555	(\$64,871)	(\$67,037)	0.21%	(\$12)	(\$64,987)
Jan-17	*(64,871)	\$40,462	\$0	\$48,552	(\$72,961)	(\$68,916)	0.21%	(\$12)	(\$73,089)
Feb-17	*(72,961)	\$39,452	\$0	\$53,049	(\$86,558)	(\$79,760)	0.21%	(\$14)	(\$86,700)
Mar-17	*(86,558)	\$38,002	\$0	\$44,762	(\$93,318)	(\$89,938)	0.21%	(\$16)	(\$93,476)
Apr-17	*(93,318)	\$35,438	\$0	\$30,026	(\$87,906)	(\$90,612)	0.21%	(\$16)	(\$88,080)
May-17	*(87,906)	\$34,589	\$0	\$17,603	(\$70,920)	(\$79,413)	0.21%	(\$14)	(\$71,108)
Jun-17	*(70,920)	\$33,709	\$0	\$11,121	(\$48,332)	(\$59,626)	0.21%	(\$10)	(\$48,530)
2017 Recovery Year * Projected		\$481,756	\$0	\$357,129				(\$198)	
Jul-17	*(48,530)	\$32,023	\$0	\$9,362	(\$25,869)	(\$37,200)	0.21%	(\$7)	(\$37,207)
Aug-17	*(25,869)	\$30,346	\$0	\$9,636	(\$5,159)	(\$15,514)	0.21%	(\$3)	(\$15,524)
Sep-17	*(5,159)	\$29,016	\$0	\$9,631	\$14,226	\$4,534	0.21%	\$1	\$4,525
Oct-17	*14,226	\$27,679	\$0	\$13,364	\$28,541	\$21,384	0.21%	\$4	\$21,379
Nov-17	*28,541	\$26,359	\$0	\$19,736	\$35,164	\$31,853	0.21%	\$6	\$31,854
Dec-17	*35,164	\$25,046	\$0	\$31,331	\$28,879	\$32,022	0.21%	\$6	\$32,029
Jan-18	*28,879	\$23,734	\$0	\$41,616	\$10,997	\$19,938	0.21%	\$3	\$19,948
Feb-18	*10,997	\$22,433	\$0	\$45,471	(\$12,041)	(\$522)	0.21%	\$0	(\$512)
Mar-18	*(12,041)	\$21,138	\$0	\$38,367	(\$29,270)	(\$20,656)	0.21%	(\$4)	(\$20,650)
Apr-18	*(29,270)	\$19,843	\$0	\$25,736	(\$35,163)	(\$32,217)	0.21%	(\$6)	(\$32,217)
May-18	*(35,163)	\$18,559	\$0	\$15,088	(\$31,692)	(\$33,428)	0.21%	(\$6)	(\$33,434)
Jun-18	*(31,692)	\$17,287	\$0	\$9,531	(\$23,936)	(\$27,814)	0.21%	(\$5)	(\$27,825)
2018 Recovery Year * Projected		\$293,463	\$0	\$268,869				(\$11)	

EEP Schedule  
TK-2

PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS  
ENERGY EFFICIENCY PROGRAM ("EEP")

Carrying Costs

a	Beginning Balance b	Revenue Requirement TK-3 c	O&M TK-4 d	Recoveries TK-5 e	Ending Balance f=b+c+d-e	Average Balance g=(b+f)/2	Interest Rate TK-6 h	Carrying Cost i=g*h/12	Ending Balance plus Cum. (O)/U Carrying Cost j=f+ cum of i
Jul-18 *	(\$27,825)	\$16,024	\$0	\$8,024	(\$19,825)	(\$23,825)	0.21%	(\$4)	(\$19,829)
Aug-18 *	(\$19,825)	\$14,753	\$0	\$8,258	(\$13,330)	(\$16,578)	0.21%	(\$3)	(\$13,337)
Sep-18 *	(\$13,330)	\$13,491	\$0	\$8,255	(\$8,094)	(\$10,712)	0.21%	(\$2)	(\$8,103)
Oct-18 *	(\$8,094)	\$12,223	\$0	\$7,636	(\$3,507)	(\$5,801)	0.21%	(\$1)	(\$3,517)
Nov-18 *	(\$3,507)	\$10,974	\$0	\$3,290	\$4,177	\$335	0.21%	\$0	\$4,167
Dec-18 *	\$4,177	\$9,729	\$0	\$5,222	\$8,684	\$6,431	0.21%	\$1	\$8,675
Jan-19 *	\$8,684	\$8,487	\$0	\$6,935	\$10,236	\$9,460	0.21%	\$2	\$10,229
Feb-19 *	\$10,236	\$7,254	\$0	\$7,578	\$9,912	\$10,074	0.21%	\$2	\$9,907
Mar-19 *	\$9,912	\$6,027	\$0	\$6,394	\$9,545	\$9,729	0.21%	\$2	\$9,542
Apr-19 *	\$9,545	\$4,802	\$0	\$4,290	\$10,057	\$9,801	0.21%	\$2	\$10,056
May-19 *	\$10,057	\$3,586	\$0	\$2,514	\$11,129	\$10,593	0.21%	\$2	\$11,130
Jun-19 *	\$11,129	\$2,383	\$0	\$1,588	\$11,924	\$11,527	0.21%	\$2	\$11,927
2019 Recovery Year * Projected		\$109,733	\$0	\$69,984				\$3	
Jul-19 *	\$11,927	\$1,190	\$0	\$1,337	\$11,780	\$11,854	0.21%	\$2	\$11,788
Aug-19 *	\$11,780	(\$13)	\$0	\$1,376	\$10,391	\$11,086	0.21%	\$2	\$10,401
Sep-19 *	\$10,391	\$0	\$0	\$1,375	\$9,016	\$9,704	0.00%	\$0	\$9,026
Oct-19 *	\$9,016	\$0	\$0	\$1,908	\$7,108	\$8,062	0.00%	\$0	\$7,118
Nov-19 *	\$7,108	\$0	\$0	\$0	\$7,108	\$7,108	0.00%	\$0	\$7,118
Dec-19 *	\$7,108	\$0	\$0	\$0	\$7,108	\$7,108	0.00%	\$0	\$7,118
Jan-20 *	\$7,108	\$0	\$0	\$0	\$7,108	\$7,108	0.00%	\$0	\$7,118
Feb-20 *	\$7,108	\$0	\$0	\$0	\$7,108	\$7,108	0.00%	\$0	\$7,118
Mar-20 *	\$7,108	\$0	\$0	\$0	\$7,108	\$7,108	0.00%	\$0	\$7,118
Apr-20 *	\$7,108	\$0	\$0	\$0	\$7,108	\$7,108	0.00%	\$0	\$7,118
May-20 *	\$7,108	\$0	\$0	\$0	\$7,108	\$7,108	0.00%	\$0	\$7,118
Jun-20 *	\$7,108	\$0	\$0	\$0	\$7,108	\$7,108	0.00%	\$0	\$7,118
2019 Recovery Year * Projected		\$1,177	\$0	\$5,996				\$4	

PIVOTAL UTILITY HOLDINGS, INC. *dba* ELIZABETHTOWN GAS  
ENERGY EFFICIENCY PROGRAM ("EEP")

EEP Schedule  
TK-3

Monthly Recoverable Investment Program Expenditures - Amortized Over Four Years														
Amortizable Expenditures TK-4	Begin Balance	Cumulative Expenditures	Average Expenditures	Amort. Months	Monthly Amortization	Accum. Amort.	Accum. Deferred Income Tax	Earnings / Rate Base	Average Rate Base	Wtd. Avg. Cost of Capital After-tax	Revenue Factor	Monthly Return on Rate Base	Monthly Revenue Requirement	YTD ending June
b	a	c	d	e	f	g	h	i	j	k	l	m	n	o
	\$0	\$0	\$0		\$0	\$0	\$0			%		%	\$	\$
Aug-09	\$415	\$415	\$208	48	\$8	\$9	\$167	\$239	\$120	6.87%	1.71702	\$1	\$10	
Sep-09	\$58,552	\$58,967	\$29,691	48	\$1,228	\$1,237	\$23,715	\$34,015	\$17,127	6.87%	1.71702	\$168	\$1,366	\$1,366
Oct-09	\$503,469	\$562,436	\$310,702	48	\$11,717	\$12,954	\$225,727	\$323,755	\$178,985	6.87%	1.71702	\$1,758	\$13,475	\$13,475
Nov-09	\$9,154	\$571,590	\$567,013	48	\$11,908	\$24,862	\$224,596	\$322,132	\$322,944	6.87%	1.71702	\$3,175	\$15,083	\$15,083
Dec-09	\$6,648	\$578,238	\$574,914	48	\$12,047	\$36,909	\$222,378	\$318,951	\$320,542	6.71%	1.72388	\$3,090	\$15,137	\$15,137
Jan-10	\$29,746	\$607,984	\$593,111	48	\$12,666	\$49,575	\$229,394	\$328,015	\$323,983	6.53%	1.73120	\$3,052	\$15,718	\$15,718
Feb-10	\$22,212	\$630,196	\$619,090	48	\$13,129	\$62,704	\$233,125	\$334,367	\$331,691	6.53%	1.73120	\$3,125	\$16,254	\$16,254
Mar-10	\$67,165	\$697,361	\$663,779	48	\$14,528	\$77,232	\$254,749	\$365,380	\$349,874	6.53%	1.73120	\$3,296	\$17,824	\$17,824
Apr-10	\$25,100	\$722,461	\$709,911	48	\$15,051	\$92,283	\$258,877	\$371,301	\$368,341	6.53%	1.73120	\$3,470	\$18,521	\$18,521
May-10	\$45,518	\$767,979	\$745,220	48	\$16,000	\$108,283	\$271,003	\$386,693	\$379,997	6.53%	1.73120	\$3,580	\$19,580	\$19,580
Jun-10	\$37,051	\$805,040	\$788,510	48	\$16,772	\$125,055	\$279,338	\$400,647	\$384,670	6.53%	1.73120	\$3,718	\$20,490	\$20,490
Jul-10	\$68,161	\$871,201	\$838,121	48	\$18,150	\$143,205	\$298,950	\$429,046	\$414,847	6.53%	1.72431	\$3,893	\$22,043	\$22,043
Aug-10	\$38,308	\$909,509	\$880,355	48	\$18,948	\$162,153	\$306,859	\$440,497	\$434,772	6.53%	1.72431	\$4,080	\$23,028	\$23,028
Sep-10	\$102,354	\$1,011,863	\$980,686	48	\$21,080	\$183,233	\$340,059	\$488,571	\$464,534	6.53%	1.72431	\$4,359	\$25,439	\$25,439
Oct-10	\$115,476	\$1,127,339	\$1,069,601	48	\$23,486	\$206,719	\$377,937	\$542,983	\$515,777	6.53%	1.72431	\$4,840	\$28,326	\$28,326
Nov-10	\$160,103	\$1,287,442	\$1,207,391	48	\$26,822	\$233,541	\$432,082	\$621,819	\$582,401	6.53%	1.72431	\$5,465	\$32,287	\$32,287
Dec-10	\$121,085	\$1,408,527	\$1,347,985	48	\$29,344	\$262,885	\$469,558	\$676,084	\$648,952	6.53%	1.72431	\$6,089	\$35,433	\$35,433
Jan-11	\$316,793	\$1,725,320	\$1,566,924	48	\$35,944	\$298,829	\$584,285	\$842,206	\$759,145	6.53%	1.72431	\$7,123	\$43,067	\$43,067
Feb-11	\$69,466	\$1,794,786	\$1,760,053	48	\$37,391	\$336,220	\$597,387	\$861,179	\$851,693	6.53%	1.72431	\$7,992	\$45,383	\$45,383
Mar-11	\$145,466	\$1,940,252	\$1,867,519	48	\$40,422	\$376,642	\$640,298	\$923,312	\$892,246	6.53%	1.72431	\$8,372	\$48,794	\$48,794
Apr-11	\$123,763	\$2,064,005	\$2,002,129	48	\$43,000	\$418,642	\$673,265	\$971,078	\$947,195	6.53%	1.72431	\$8,888	\$51,888	\$51,888
May-11	\$181,299	\$2,245,304	\$2,154,655	48	\$46,777	\$466,419	\$726,238	\$1,050,647	\$1,010,863	6.53%	1.72431	\$9,485	\$56,262	\$56,262
Jun-11	\$94,109	\$2,339,413	\$2,292,359	48	\$48,738	\$515,157	\$746,772	\$1,077,484	\$1,064,066	6.53%	1.72431	\$9,984	\$58,722	\$58,722
Jul-11	\$160,805	\$2,500,218	\$2,419,816	48	\$52,088	\$567,245	\$791,183	\$1,141,790	\$1,109,637	6.53%	1.72431	\$10,412	\$62,500	\$62,500
Aug-11	\$225,652	\$2,725,870	\$2,613,044	48	\$56,789	\$624,034	\$860,163	\$1,241,673	\$1,191,732	6.53%	1.72431	\$11,162	\$67,971	\$67,971
Sep-11	\$217,236	\$2,943,106	\$2,834,488	48	\$61,315	\$685,349	\$923,857	\$1,333,900	\$1,287,787	6.53%	1.72431	\$12,063	\$73,396	\$73,396
Oct-11	\$223,848	\$3,166,954	\$3,055,030	48	\$65,978	\$751,327	\$988,347	\$1,427,280	\$1,380,590	6.53%	1.72431	\$12,954	\$78,932	\$78,932
Nov-11	(\$250,636)	\$2,916,318	\$3,041,636	48	\$60,757	\$812,084	\$861,143	\$1,243,091	\$1,335,186	6.53%	1.72431	\$12,528	\$73,285	\$73,285
Dec-11	\$200,118	\$3,116,436	\$3,016,377	48	\$64,926	\$877,010	\$916,369	\$1,323,057	\$1,283,074	6.53%	1.72431	\$12,039	\$76,965	\$76,965
Jan-12	\$279,326	\$3,395,762	\$3,256,089	48	\$70,745	\$947,755	\$1,001,674	\$1,446,433	\$1,384,748	6.53%	1.72431	\$12,993	\$83,738	\$83,738
Feb-12	\$256,311	\$3,652,073	\$3,523,918	48	\$76,085	\$1,023,840	\$1,075,197	\$1,553,036	\$1,498,735	6.53%	1.72431	\$14,072	\$90,157	\$90,157
Mar-12	\$249,404	\$3,901,477	\$3,776,775	48	\$81,281	\$1,105,121	\$1,143,875	\$1,652,481	\$1,602,769	6.53%	1.72431	\$15,039	\$96,320	\$96,320
Apr-12	\$198,955	\$4,100,432	\$4,000,855	48	\$85,426	\$1,190,547	\$1,190,252	\$1,718,633	\$1,686,057	8.49%	1.72431	\$15,724	\$101,150	\$101,150
May-12	\$238,126	\$4,338,558	\$4,219,495	48	\$90,387	\$1,280,934	\$1,250,603	\$1,807,021	\$1,763,327	6.42%	1.72431	\$16,267	\$106,654	\$106,654
Jun-12	\$43,972	\$4,382,530	\$4,360,544	48	\$91,303	\$1,372,237	\$1,231,269	\$1,779,024	\$1,793,023	6.42%	1.72431	\$16,541	\$107,844	\$107,844
Jul-12	\$3,900	\$4,386,430	\$4,396,980	48	\$91,488	\$1,463,725	\$1,197,592	\$1,730,173	\$1,754,927	6.42%	1.72431	\$16,186	\$107,674	\$107,674
Aug-12	\$64,599	\$4,451,029	\$4,418,730	48	\$92,625	\$1,556,351	\$1,181,998	\$1,707,680	\$1,718,929	6.42%	1.72431	\$15,857	\$108,483	\$108,483
Sep-12	\$13,890	\$4,464,919	\$4,452,974	48	\$92,915	\$1,649,266	\$1,149,716	\$1,680,937	\$1,684,309	6.42%	1.72431	\$15,538	\$108,453	\$108,453
Oct-12	\$64,306	\$4,529,225	\$4,492,072	48	\$94,255	\$1,743,521	\$1,137,482	\$1,643,222	\$1,652,080	6.42%	1.72431	\$15,241	\$109,496	\$109,496
Nov-12	\$25,868	\$4,555,093	\$4,537,159	48	\$94,794	\$1,836,315	\$1,109,326	\$1,602,452	\$1,622,837	6.42%	1.72431	\$14,971	\$109,765	\$109,765
Dec-12	\$38,951	\$4,594,044	\$4,569,569	48	\$95,605	\$1,933,920	\$1,086,183	\$1,568,941	\$1,585,697	6.42%	1.72431	\$14,628	\$110,233	\$110,233
														\$1,018,914



PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS  
ENERGY EFFICIENCY PROGRAM ("EEP")

Monthly Recoverable Investment  
Program Expenditures - Amortized Over Four Years

Amortizable Expenditures TK-4	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	q	r	s	t	u	v	w	x	y	z
	Month	Month	Cumulative Expenditures	Average Expenditures	Amort. Months	Monthly Amortization	Accum. Amort.	Accum. Deferred Income Tax	Earnings / Rate Base	Average Rate Base	Cost of Capital After-tax	Revenue Factor	Monthly Return on Rate Base	Monthly Revenue Requirement	YTD ending June											
\$0	Jul-16	\$0	\$6,410,296	\$6,410,296	48	\$42,060	\$5,610,267	\$325,926	\$469,103	\$480,543	5.68%	1.71565	\$3,902	\$45,962												
\$0	Aug-16	\$0	\$6,410,296	\$6,410,296	48	\$40,922	\$5,657,189	\$309,209	\$443,898	\$456,001	5.68%	1.71565	\$3,703	\$44,625												
\$0	Sep-16	\$0	\$6,410,296	\$6,410,296	48	\$40,633	\$5,697,822	\$292,610	\$419,854	\$431,881	5.68%	1.71565	\$3,507	\$44,140												
\$0	Oct-16	\$0	\$6,410,296	\$6,410,296	48	\$39,293	\$5,737,115	\$276,559	\$396,622	\$408,243	5.68%	1.71565	\$3,315	\$42,608												
\$0	Nov-16	\$0	\$6,410,296	\$6,410,296	48	\$38,754	\$5,775,869	\$260,728	\$373,999	\$385,161	5.68%	1.71565	\$3,128	\$41,882												
\$0	Dec-16	\$0	\$6,410,296	\$6,410,296	48	\$37,943	\$5,813,812	\$245,228	\$351,256	\$362,478	5.68%	1.71565	\$2,944	\$40,887												
\$0	Jan-17	\$0	\$6,410,296	\$6,410,296	48	\$37,700	\$5,851,512	\$229,828	\$328,956	\$340,106	5.68%	1.71565	\$2,782	\$40,462												
\$0	Feb-17	\$0	\$6,410,296	\$6,410,296	48	\$36,869	\$5,888,381	\$214,767	\$307,148	\$318,052	5.68%	1.71565	\$2,583	\$39,452												
\$0	Mar-17	\$0	\$6,410,296	\$6,410,296	48	\$35,593	\$5,923,974	\$200,227	\$286,095	\$296,622	5.68%	1.71565	\$2,409	\$38,002												
\$0	Apr-17	\$0	\$6,410,296	\$6,410,296	48	\$33,194	\$5,957,168	\$186,668	\$266,460	\$276,278	5.68%	1.71565	\$2,244	\$35,436												
\$0	May-17	\$0	\$6,410,296	\$6,410,296	48	\$32,503	\$5,989,671	\$173,390	\$247,235	\$256,848	5.68%	1.71565	\$2,086	\$34,589												
\$0	Jun-17	\$0	\$6,410,296	\$6,410,296	48	\$31,778	\$6,021,449	\$160,409	\$228,438	\$237,837	5.68%	1.71565	\$1,931	\$33,709												
\$0	Jul-17	\$0	\$6,410,296	\$6,410,296	48	\$30,241	\$6,051,990	\$148,055	\$210,551	\$219,495	5.68%	1.71565	\$1,782	\$32,023												
\$0	Aug-17	\$0	\$6,410,296	\$6,410,296	48	\$28,705	\$6,080,395	\$136,329	\$193,872	\$202,062	5.68%	1.71565	\$1,641	\$30,346												
\$0	Sep-17	\$0	\$6,410,296	\$6,410,296	48	\$27,510	\$6,107,905	\$125,091	\$177,300	\$185,436	5.68%	1.71565	\$1,506	\$29,016												
\$0	Oct-17	\$0	\$6,410,296	\$6,410,296	48	\$26,302	\$6,134,207	\$114,347	\$161,742	\$169,521	5.68%	1.71565	\$1,377	\$27,679												
\$0	Nov-17	\$0	\$6,410,296	\$6,410,296	48	\$25,106	\$6,159,313	\$104,091	\$148,692	\$154,317	5.68%	1.71565	\$1,253	\$26,359												
\$0	Dec-17	\$0	\$6,410,296	\$6,410,296	48	\$23,911	\$6,183,224	\$94,324	\$132,748	\$139,820	5.68%	1.71565	\$1,136	\$25,046												
\$0	Jan-18	\$0	\$6,410,296	\$6,410,296	48	\$22,711	\$6,205,935	\$85,046	\$119,315	\$126,032	5.68%	1.71565	\$1,023	\$23,734												
\$0	Feb-18	\$0	\$6,410,296	\$6,410,296	48	\$21,516	\$6,227,451	\$76,257	\$106,588	\$112,952	5.68%	1.71565	\$917	\$22,433												
\$0	Mar-18	\$0	\$6,410,296	\$6,410,296	48	\$20,321	\$6,247,772	\$67,956	\$94,568	\$100,578	5.68%	1.71565	\$817	\$21,138												
\$0	Apr-18	\$0	\$6,410,296	\$6,410,296	48	\$19,121	\$6,266,893	\$60,145	\$83,258	\$88,913	5.68%	1.71565	\$722	\$19,843												
\$0	May-18	\$0	\$6,410,296	\$6,410,296	48	\$17,926	\$6,284,819	\$52,822	\$72,655	\$77,957	5.68%	1.71565	\$633	\$18,559												
\$0	Jun-18	\$0	\$6,410,296	\$6,410,296	48	\$16,737	\$6,301,556	\$45,985	\$62,755	\$67,705	5.68%	1.71565	\$550	\$17,287												
\$0	Jul-18	\$0	\$6,410,296	\$6,410,296	48	\$15,552	\$6,317,108	\$39,632	\$53,556	\$58,156	5.68%	1.71565	\$472	\$16,024												
\$0	Aug-18	\$0	\$6,410,296	\$6,410,296	48	\$14,353	\$6,331,461	\$33,769	\$45,066	\$49,311	5.68%	1.71565	\$400	\$14,753												
\$0	Sep-18	\$0	\$6,410,296	\$6,410,296	48	\$13,157	\$6,344,618	\$28,384	\$37,284	\$41,175	5.68%	1.71565	\$334	\$13,491												
\$0	Oct-18	\$0	\$6,410,296	\$6,410,296	48	\$11,949	\$6,356,567	\$23,513	\$30,216	\$33,760	5.68%	1.71565	\$274	\$12,223												
\$0	Nov-18	\$0	\$6,410,296	\$6,410,296	48	\$10,754	\$6,367,321	\$19,120	\$23,855	\$27,036	5.68%	1.71565	\$220	\$10,974												
\$0	Dec-18	\$0	\$6,410,296	\$6,410,296	48	\$9,558	\$6,376,879	\$15,215	\$18,202	\$21,029	5.68%	1.71565	\$171	\$9,729												
\$0	Jan-19	\$0	\$6,410,296	\$6,410,296	48	\$8,359	\$6,385,238	\$11,801	\$13,257	\$15,730	5.68%	1.71565	\$128	\$8,487												
\$0	Feb-19	\$0	\$6,410,296	\$6,410,296	48	\$7,164	\$6,392,402	\$8,874	\$9,020	\$11,139	5.68%	1.71565	\$99	\$7,254												
\$0	Mar-19	\$0	\$6,410,296	\$6,410,296	48	\$5,968	\$6,398,370	\$6,436	\$5,490	\$7,255	5.68%	1.71565	\$59	\$6,027												
\$0	Apr-19	\$0	\$6,410,296	\$6,410,296	48	\$4,769	\$6,403,139	\$4,488	\$2,669	\$4,080	5.68%	1.71565	\$33	\$4,802												
\$0	May-19	\$0	\$6,410,296	\$6,410,296	48	\$3,573	\$6,406,712	\$3,029	\$555	\$1,612	5.68%	1.71565	\$13	\$3,586												
\$0	Jun-19	\$0	\$6,410,296	\$6,410,296	48	\$2,384	\$6,409,096	\$2,055	(\$855)	(\$150)	5.68%	1.71565	(\$1)	\$2,363												
\$0	Jul-19	\$0	\$6,410,296	\$6,410,296	48	\$1,200	\$6,410,296	\$1,565	(\$1,565)	(\$1,565)	5.68%	1.71565	(\$10)	\$1,190												
\$0	Aug-19	\$0	\$6,410,296	\$6,410,296	48	\$0	\$6,410,296	\$1,565	(\$1,565)	(\$1,565)	5.68%	1.71565	(\$13)	(\$13)												
\$0	Sep-19	\$0	\$6,410,296	\$6,410,296	48	\$0	\$6,410,296	\$1,565	(\$1,565)	(\$1,565)	5.68%	1.71565	\$0	\$0												

PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS  
ENERGY EFFICIENCY PROGRAM ("EEP")

Schedule of Expenditures

Ending September 2015

	O&M Recoverable In Period Expended				Program Expenditures - Amortized Over Four Years				
	Labor (1)	Customer Education	Dashboard IT	EEP Program Evaluation	Total O&M	Customer Financing	Program Expenditures	Program Total	Total
Aug-09	\$8,706	\$0	\$0	\$0	\$8,706	\$0	\$415	\$415	\$9,121
Sep-09	\$8,706	\$753	\$3,838	\$0	\$13,297	\$0	\$58,552	\$58,552	\$71,849
Oct-09	\$8,706	\$3,379	\$28,484	\$0	\$40,569	\$500,000	\$3,469	\$503,469	\$544,038
Nov-09	\$8,706	\$0	\$18,898	\$0	\$27,604	\$0	\$9,154	\$9,154	\$36,758
Dec-09	\$8,704	\$0	\$53,800	\$0	\$62,504	\$0	\$6,648	\$6,648	\$69,152
Jan-10	\$8,310	\$128,746	\$0	\$0	\$137,056	\$0	\$29,746	\$29,746	\$166,802
Feb-10	\$9,893	\$13,557	\$24,567	\$0	\$48,017	\$0	\$22,212	\$22,212	\$70,229
Mar-10	\$8,976	\$24,431	\$13,869	\$0	\$47,276	\$0	\$67,165	\$67,165	\$114,441
Apr-10	\$9,098	\$7,534	\$43,701	\$0	\$60,333	\$0	\$25,100	\$25,100	\$85,433
May-10	\$15,081	\$8,790	\$30,530	\$0	\$54,401	\$0	\$45,518	\$45,518	\$99,919
Jun-10	\$4,578	\$17,798	\$0	\$0	\$22,376	\$0	\$37,061	\$37,061	\$59,437
<b>2010 Recovery Year</b>	<b>\$99,484</b>	<b>\$204,988</b>	<b>\$217,687</b>	<b>\$0</b>	<b>\$522,139</b>	<b>\$500,000</b>	<b>\$305,040</b>	<b>\$805,040</b>	<b>\$1,327,179</b>
Jul-10	\$22,688	\$34,192	\$0	\$0	\$56,880	\$0	\$68,161	\$68,161	\$123,041
Aug-10	\$19,620	\$95,522	\$15,266	\$0	\$130,408	\$0	\$38,308	\$38,308	\$168,716
Sep-10	\$18,822	\$61,256	\$0	\$0	\$80,078	\$0	\$102,354	\$102,354	\$182,432
Oct-10	\$24,909	\$63,520	\$0	\$0	\$88,429	\$0	\$115,476	\$115,476	\$203,905
Nov-10	\$55,022	\$52,250	\$15,266	\$0	\$122,538	\$0	\$160,103	\$160,103	\$282,641
Dec-10	\$33,565	\$141,810	\$0	\$0	\$175,175	\$0	\$121,085	\$121,085	\$296,260
Jan-11	\$15,819	\$11,226	\$0	\$0	\$27,045	\$0	\$316,793	\$316,793	\$343,838
Feb-11	\$46,266	\$32,394	\$0	\$0	\$78,660	\$0	\$69,466	\$69,466	\$148,126
Mar-11	\$44,760	\$23,659	\$0	\$0	\$68,419	\$0	\$145,466	\$145,466	\$213,885
Apr-11	\$64,770	\$82,449	\$15,265	\$0	\$162,484	\$0	\$123,753	\$123,753	\$286,237
May-11	\$57,241	\$78,271	\$15,265	\$0	\$150,777	\$0	\$181,299	\$181,299	\$332,076
Jun-11	\$48,503	\$125,426	\$0	\$0	\$173,929	\$0	\$94,109	\$94,109	\$268,038
<b>2011 Recovery Year</b>	<b>\$451,985</b>	<b>\$801,775</b>	<b>\$61,062</b>	<b>\$0</b>	<b>\$1,314,822</b>	<b>\$0</b>	<b>\$1,534,373</b>	<b>\$1,534,373</b>	<b>\$2,849,195</b>
Jul-11	\$63,669	\$102,278	\$16,029	\$0	\$181,978	\$0	\$160,805	\$160,805	\$342,781
Aug-11	\$88,724	\$12,029	\$0	\$0	\$100,753	\$0	\$225,652	\$225,652	\$326,405
Sep-11	\$55,006	\$10,757	\$0	\$0	\$65,763	\$0	\$217,236	\$217,236	\$282,999
Oct-11	\$74,352	\$108,828	\$0	\$0	\$183,180	\$0	\$223,848	\$223,848	\$407,028
Nov-11	\$48,527	\$95,540	\$16,029	\$0	\$160,096	(\$500,000)	\$249,364	(\$250,636)	(\$90,540)
Dec-11	\$92,113	\$138,905	\$0	\$0	\$231,018	\$0	\$200,118	\$200,118	\$431,136
Jan-12	\$82,116	\$16,194	\$0	\$0	\$98,310	\$0	\$279,326	\$279,326	\$377,636
Feb-12	\$112,162	\$72,115	\$0	\$0	\$184,277	\$0	\$256,311	\$256,311	\$440,588
Mar-12	\$75,712	\$105,726	\$0	\$0	\$181,438	\$0	\$249,404	\$249,404	\$430,842
Apr-12	\$73,527	\$20,630	\$0	\$0	\$94,157	\$0	\$198,955	\$198,955	\$293,112
May-12	\$92,087	\$1,098	\$0	\$0	\$93,195	\$0	\$238,126	\$238,126	\$331,321
Jun-12	\$26,919	\$75	\$0	\$0	\$26,994	\$0	\$43,972	\$43,972	\$70,966
<b>2012 Recovery Year</b>	<b>\$884,824</b>	<b>\$684,175</b>	<b>\$32,058</b>	<b>\$0</b>	<b>\$1,601,157</b>	<b>(\$500,000)</b>	<b>\$2,543,117</b>	<b>\$2,043,117</b>	<b>\$3,644,274</b>
Jul-12	\$17,213	\$8,660	\$0	\$0	\$25,873	\$0	\$8,900	\$8,900	\$34,773
Aug-12	\$14,622	\$3,023	\$0	\$0	\$17,645	\$0	\$54,599	\$54,599	\$72,244
Sep-12	\$8,787	\$8,829	\$0	\$0	\$17,616	\$0	\$13,890	\$13,890	\$31,506
Oct-12	\$10,052	\$18,077	\$0	\$0	\$28,129	\$0	\$64,306	\$64,306	\$92,435
Nov-12	\$8,920	\$15,449	\$0	\$0	\$24,369	\$0	\$25,868	\$25,868	\$50,237
Dec-12	\$9,837	\$18,231	\$33,900	\$0	\$81,968	\$0	\$38,951	\$38,951	\$100,919
Jan-13	\$9,896	\$190	\$0	\$0	\$9,886	\$0	\$11,653	\$11,653	\$21,539
Feb-13	\$9,141	\$23,087	\$13,500	\$0	\$45,728	\$0	\$39,889	\$39,889	\$85,617
Mar-13	\$9,208	\$11,017	\$0	\$0	\$20,225	\$0	\$61,254	\$61,254	\$81,479
Apr-13	\$9,497	\$16,289	\$27,000	\$0	\$52,786	\$0	\$115,134	\$115,134	\$167,920
May-13	\$10,229	\$10,667	\$0	\$0	\$20,896	\$0	\$33,163	\$33,163	\$54,059
Jun-13	\$8,911	\$521	\$13,500	\$0	\$22,932	\$0	\$34,827	\$34,827	\$57,759
<b>2013 Recovery Year</b>	<b>\$126,113</b>	<b>\$134,040</b>	<b>\$67,900</b>	<b>\$0</b>	<b>\$348,053</b>	<b>\$0</b>	<b>\$502,434</b>	<b>\$502,434</b>	<b>\$850,487</b>



PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS  
ENERGY EFFICIENCY PROGRAM ("EEP")

Schedule of Expenditures

Ending September 2015

		O&M Recoverable In Period Expended				Program Expenditures - Amortized Over Four Years				
		Labor (1)	Customer Education	Dashboard II	EEP Program Evaluation	Total O&M	Customer Financing	Program Expenditures	Program Total	Total
Jul-13	*	\$13,980	\$15,000	\$15,000	\$0	\$43,980	\$0	\$73,740	\$73,740	\$117,720
Aug-13	*	\$13,980	\$15,000	\$15,000	\$0	\$43,980	\$0	\$73,740	\$73,740	\$117,720
Sep-13	**	\$8,685	\$26,250	\$3,833	\$1,667	\$40,435	\$0	\$57,376	\$57,376	\$97,811
Oct-13	**	\$8,684	\$26,250	\$32,682	\$1,667	\$69,283	\$0	\$57,996	\$57,996	\$127,279
Nov-13	**	\$8,685	\$26,250	\$3,833	\$1,667	\$40,435	\$0	\$57,376	\$57,376	\$97,811
Dec-13	**	\$8,684	\$26,250	\$3,833	\$1,667	\$40,434	\$0	\$57,376	\$57,376	\$97,810
Jan-14	**	\$8,685	\$26,250	\$32,682	\$1,667	\$69,284	\$0	\$57,576	\$57,576	\$126,860
Feb-14	**	\$8,684	\$26,250	\$3,833	\$1,667	\$40,434	\$0	\$57,376	\$57,376	\$97,810
Mar-14	**	\$8,685	\$26,250	\$3,833	\$1,667	\$40,435	\$0	\$57,376	\$57,376	\$97,811
Apr-14	**	\$8,684	\$26,250	\$32,682	\$1,667	\$69,283	\$0	\$57,576	\$57,576	\$126,859
May-14	**	\$8,685	\$26,250	\$3,833	\$1,667	\$40,435	\$0	\$57,376	\$57,376	\$97,811
Jun-14	**	\$8,684	\$26,250	\$3,833	\$1,667	\$40,434	\$0	\$57,073	\$57,073	\$97,507
2014 Recovery Year		\$114,805	\$292,500	\$154,877	\$16,670	\$578,852	\$0	\$721,957	\$721,957	\$1,300,809
Jul-14	**	\$8,685	\$26,250	\$32,682	\$1,667	\$69,284	\$0	\$56,873	\$56,873	\$126,157
Aug-14	**	\$8,684	\$26,250	\$3,833	\$1,663	\$40,430	\$0	\$57,576	\$57,576	\$98,006
Sep-14	**	\$8,685	\$26,250	\$3,833	\$1,667	\$40,435	\$0	\$57,376	\$57,376	\$97,811
Oct-14	**	\$8,684	\$26,250	\$32,682	\$1,667	\$69,283	\$0	\$57,996	\$57,996	\$127,279
Nov-14	**	\$8,685	\$26,250	\$3,833	\$1,667	\$40,435	\$0	\$57,376	\$57,376	\$97,811
Dec-14	**	\$8,684	\$26,250	\$3,833	\$1,667	\$40,434	\$0	\$57,376	\$57,376	\$97,810
Jan-15	**	\$8,685	\$26,250	\$32,682	\$1,667	\$69,284	\$0	\$57,576	\$57,576	\$126,860
Feb-15	**	\$8,684	\$26,250	\$3,833	\$1,667	\$40,434	\$0	\$57,376	\$57,376	\$97,810
Mar-15	**	\$8,685	\$26,250	\$3,833	\$1,667	\$40,435	\$0	\$57,376	\$57,376	\$97,811
Apr-15	**	\$8,684	\$26,250	\$32,682	\$1,667	\$69,283	\$0	\$57,576	\$57,576	\$126,859
May-15	**	\$8,685	\$26,250	\$3,833	\$1,667	\$40,435	\$0	\$57,376	\$57,376	\$97,811
Jun-15	**	\$8,684	\$26,250	\$3,833	\$1,667	\$40,434	\$0	\$57,073	\$57,073	\$97,507
2015 Recovery Year		\$104,214	\$315,000	\$161,392	\$20,000	\$600,606	\$0	\$688,926	\$688,926	\$1,289,532
Jul-15	**	\$8,685	\$26,250	\$32,682	\$1,667	\$69,284	\$0	\$56,873	\$56,873	\$126,157
Aug-15	**	\$8,684	\$26,250	\$3,833	\$1,663	\$40,430	\$0	\$57,576	\$57,576	\$98,006
Sep-15						\$0		\$0	\$0	\$0
Oct-15						\$0		\$0	\$0	\$0
Nov-15						\$0		\$0	\$0	\$0
Dec-15						\$0		\$0	\$0	\$0
Jan-16						\$0		\$0	\$0	\$0
Feb-16						\$0		\$0	\$0	\$0
Mar-16						\$0		\$0	\$0	\$0
Apr-16						\$0		\$0	\$0	\$0
May-16						\$0		\$0	\$0	\$0
Jun-16						\$0		\$0	\$0	\$0
2016 Recovery Year		\$17,369	\$52,500	\$36,515	\$3,330	\$109,714	\$0	\$114,449	\$114,449	\$224,163
Total EEP		\$1,798,874	\$2,484,978	\$751,491	\$40,000	\$5,075,343	\$0	\$6,410,296	\$6,410,296	\$11,486,639

\* Projected, \*\* Two Year Extension  
(1) Excludes AIP and includes external Auditor and Temporary Labor costs

PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS  
ENERGY EFFICIENCY PROGRAM ("EEP")

	Therm Sales and Services					Recoveries					Total Recoveries	Rate w/o tax **	
	Residential	Commercial	Industrial	Lighting	Cogen.	Total Therms	Residential	Commercial	Industrial	Lighting			Cogen.
Aug-09	4,811,703	3,602,018	6,588,285	2,766	340,610	15,345,382	\$13,549	\$12,304	\$32,495	\$8	\$2,784	\$61,140	\$0.0040
Sep-09	4,738,226	3,961,083	6,563,655	2,759	0	15,265,723	\$35,569	\$27,369	\$26,174	\$21	\$0	\$89,133	\$0.0058
Oct-09	7,853,590	5,699,921	7,055,036	2,759	0	20,611,306	\$59,299	\$42,696	\$28,389	\$21	\$0	\$130,405	\$0.0063
Nov-09	13,978,494	8,940,289	7,165,257	2,759	0	30,089,799	\$105,766	\$67,989	\$35,649	\$21	\$0	\$209,425	\$0.0070
Dec-09	24,150,713	15,096,353	8,821,857	2,759	370,020	48,431,702	\$182,932	\$113,886	\$43,163	\$21	\$0	\$340,002	\$0.0070
Jan-10	41,594,687	23,629,069	9,171,129	2,759	7,200	74,404,844	\$314,856	\$178,380	\$45,019	\$21	\$29	\$538,305	\$0.0072
Feb-10	38,789,014	22,634,005	8,476,452	2,536	0	69,902,007	\$293,808	\$171,704	\$41,290	\$19	\$0	\$506,821	\$0.0073
Mar-10	31,569,548	17,549,279	7,606,508	2,015	90,000	56,817,350	\$238,772	\$132,005	\$35,626	\$15	\$665	\$407,083	\$0.0072
Apr-10	16,118,575	9,873,152	6,954,992	2,015	0	32,948,734	\$121,873	\$74,307	\$212,382	\$15	\$0	\$408,577	\$0.0124
May-10	9,785,111	6,044,706	6,575,788	2,000	0	22,407,605	\$73,909	\$45,525	\$49,972	\$15	\$0	\$169,421	\$0.0076
Jun-10	6,372,561	4,548,325	6,435,804	2,000	45,340	17,404,030	\$48,029	\$34,214	\$48,937	\$15	\$377	\$131,572	\$0.0076
<b>Total 11 Mos</b>	<b>199,762,222</b>	<b>121,568,200</b>	<b>81,414,763</b>	<b>27,127</b>	<b>853,170</b>	<b>403,625,482</b>	<b>\$1,468,362</b>	<b>\$900,379</b>	<b>\$599,096</b>	<b>\$192</b>	<b>\$3,855</b>	<b>\$2,991,884</b>	
Jul-10	4,703,085	3,508,833	6,657,354	2,000	1,854,000	16,725,272	\$35,601	\$26,340	\$50,562	\$15	\$14,208	\$126,726	\$0.0076
Aug-10	4,318,905	3,380,330	6,937,605	2,000	421,410	15,060,250	\$32,706	\$24,727	\$52,734	\$15	\$6,117	\$116,299	\$0.0077
Sep-10	4,635,968	4,190,818	6,358,608	2,000	24,150	15,111,544	\$34,339	\$31,403	\$47,767	\$15	\$183	\$113,707	\$0.0075
Oct-10	6,390,708	4,567,370	6,974,707	2,000	115,330	18,050,115	\$48,190	\$34,602	\$53,001	\$15	\$878	\$136,686	\$0.0076
Nov-10	14,483,894	9,527,824	7,764,712	2,000	2,540	31,780,970	\$109,613	\$72,089	\$59,006	\$15	\$19	\$240,742	\$0.0076
Dec-10	30,261,382	18,259,959	9,193,127	2,000	220,000	57,936,468	\$229,117	\$138,461	\$69,861	\$15	\$1,637	\$439,091	\$0.0076
Jan-11	42,922,596	24,075,481	9,394,922	2,000	0	76,394,999	\$324,963	\$182,243	\$69,967	\$15	\$20	\$577,208	\$0.0076
Feb-11	41,387,567	24,436,872	8,177,738	1,402	0	74,003,599	\$201,272	\$96,887	\$3,722	\$5	\$0	\$301,886	\$0.0041
Mar-11	32,238,144	18,486,295	8,443,824	1,402	0	59,169,665	\$2,912	\$1,544	\$431	\$0	\$0	\$4,887	\$0.0000
Apr-11	23,750,289	13,451,282	7,621,878	1,402	0	44,824,851	\$521	\$495	\$3,588	\$0	\$0	\$4,604	\$0.0000
May-11	11,096,795	6,656,770	6,605,081	1,402	0	24,560,048	\$109	(\$86)	(\$531)	\$0	\$0	(\$508)	\$0.0000
Jun-11	6,030,360	4,260,863	6,315,568	1,402	0	16,608,193	\$182	\$224	\$7	\$0	\$0	\$413	\$0.0000
<b>12 Mos</b>	<b>222,119,693</b>	<b>135,002,697</b>	<b>90,445,144</b>	<b>21,010</b>	<b>2,637,430</b>	<b>450,225,974</b>	<b>\$1,019,525</b>	<b>\$608,929</b>	<b>\$410,115</b>	<b>\$110</b>	<b>\$23,062</b>	<b>\$2,061,741</b>	
Jul-11	4,881,839	3,933,695	5,908,574	1,402	0	14,725,510	\$147	\$740	\$0	\$0	\$0	\$887	\$0.0000
Aug-11	4,339,674	3,764,246	6,696,933	1,402	0	14,802,255	\$149	\$149	\$0	\$0	\$0	\$298	\$0.0000
Sep-11	4,739,834	3,925,155	6,401,359	1,402	0	15,067,750	\$134	\$289	\$0	\$0	\$0	\$423	\$0.0000
Oct-11	5,987,106	4,935,310	6,924,902	1,402	0	17,848,720	\$220	\$128	\$0	\$0	\$0	\$348	\$0.0000
Nov-11	15,084,089	10,352,414	6,863,710	1,402	0	32,301,615	\$288	\$335	\$0	\$0	\$0	\$623	\$0.0000
Dec-11	21,677,512	13,832,098	7,319,904	1,402	0	42,830,916	\$115	(\$82)	\$0	\$0	\$0	\$33	\$0.0000
Jan-12	33,868,721	19,653,841	8,457,300	1,402	0	61,981,264	\$128	\$251	\$0	\$0	\$0	\$379	\$0.0000
Feb-12	32,216,720	18,920,160	7,407,180	1,402	0	58,545,462	\$130	\$71	\$0	\$0	\$0	\$201	\$0.0000
Mar-12	26,916,760	15,620,151	6,990,903	1,402	0	49,529,216	\$186	\$118	\$0	\$0	\$0	\$304	\$0.0000
Apr-12	15,205,198	9,638,247	6,705,453	1,402	0	31,550,300	\$107	\$581	\$0	\$0	\$0	\$688	\$0.0000
May-12	10,405,551	6,625,644	6,669,614	1,412	0	23,702,221	\$38	\$22	\$0	\$0	\$0	\$60	\$0.0000
Jun-12	5,849,802	4,193,517	5,830,076	1,416	0	15,874,811	\$138	\$34	\$0	\$0	\$0	\$172	\$0.0000
<b>12 Mos</b>	<b>181,172,806</b>	<b>115,394,478</b>	<b>82,175,908</b>	<b>16,848</b>	<b>0</b>	<b>378,760,040</b>	<b>\$1,780</b>	<b>\$2,636</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$4,416</b>	

PIVOTAL UTILITY HOLDINGS, INC. db/a ELIZABETHTOWN GAS  
ENERGY EFFICIENCY PROGRAM ("EEP")

Recoveries

	Therm Sales and Services				Recoveries				Total	Rate w/o tax**			
	Residential	Commercial	Industrial	Lighting	Co-gen.	Therms	Residential	Commercial			Industrial	Lighting	Co-gen.
Jul-12	4,743,331	3,982,856	5,951,702	1,416	0	14,679,305	\$21	\$58	\$0	\$0	\$0	\$79	\$0.0000
Aug-12	4,413,093	3,556,085	6,156,330	1,416	0	14,126,924	\$79	\$8	\$0	\$0	\$0	\$87	\$0.0000
Sep-12	4,520,647	3,710,193	5,990,837	1,416	0	13,823,093	\$34	\$34	\$0	\$0	\$0	\$68	\$0.0000
Oct-12	6,192,138	4,411,414	6,409,067	1,402	0	17,014,021	\$51	\$2	\$0	\$0	\$0	\$53	\$0.0000
Nov-12	14,024,994	9,769,066	6,349,712	1,402	0	30,145,174	(\$18)	\$0	\$0	\$0	\$0	(\$18)	\$0.0000
Dec-12	27,327,700	16,745,133	6,717,806	1,402	0	50,792,041	(\$2)	\$7	\$0	\$0	\$0	\$5	\$0.0000
Jan-13	34,145,945	17,423,400	8,032,481	1,402	0	59,603,228	\$87	\$49	\$0	\$0	\$0	\$136	\$0.0000
Feb-13	40,418,740	27,252,003	7,889,067	1,402	0	75,561,212	\$35	\$362	\$0	\$0	\$0	\$397	\$0.0000
Mar-13	37,047,757	21,608,948	8,010,357	1,402	0	66,668,464	(\$30)	\$2	\$0	\$0	\$0	(\$28)	\$0.0000
Apr-13	26,252,079	14,314,629	7,237,275	1,402	0	47,805,385	\$8	\$77	\$0	\$0	\$0	\$85	\$0.0000
May-13	11,354,644	7,193,009	6,641,342	1,402	0	25,190,397	(\$4)	(\$41)	\$0	\$0	\$0	(\$45)	\$0.0000
Jun-13	6,997,978	5,146,703	5,862,863	1,402	0	18,008,946	\$9	(\$11)	\$0	\$0	\$0	(\$2)	\$0.0000
* Projected	217,439,046	135,113,439	80,848,939	16,866	0	433,418,190	\$270	\$547	\$0	\$0	\$0	\$817	

\* Projected

\*\* Billing at the tariff rate yields the dollars recovered, inclusive of rate proration, if any. The rate presented is derived from dividing that amount by the therms, as such rounding differences to the tariff / billing rate may result.

(1) April 2010 back billed FTS customers August 09 - March 10, for \$170,127.

Jul-13	4,220,900	3,695,112	5,454,989	2,400	0	13,373,401	\$0	\$0	\$0	\$0	\$0	\$0	\$0.0000
Aug-13	4,200,400	3,703,912	5,858,037	2,400	0	13,764,749	\$0	\$0	\$0	\$0	\$0	\$0	\$0.0000
Sep-13	4,191,900	3,752,912	5,811,511	2,400	0	13,758,723	\$0	\$0	\$0	\$0	\$0	\$0	\$0.0000
Oct-13	6,660,000	5,494,415	6,933,589	2,400	0	19,090,404	\$27,306	\$22,527	\$28,428	\$10	\$0	\$78,271	\$0.0041
Nov-13	15,705,400	10,060,590	7,126,704	2,400	0	32,895,094	\$128,784	\$82,497	\$58,439	\$20	\$0	\$269,740	\$0.0082
Dec-13	28,002,200	16,456,582	7,759,019	2,400	0	52,220,201	\$229,618	\$134,944	\$63,624	\$20	\$0	\$428,206	\$0.0082
Jan-14	38,718,100	22,094,658	8,544,555	2,400	0	69,359,813	\$317,488	\$181,176	\$70,066	\$20	\$0	\$568,750	\$0.0082
Feb-14	42,987,800	24,830,920	7,963,480	2,400	0	75,784,600	\$352,500	\$203,614	\$85,301	\$20	\$0	\$621,435	\$0.0082
Mar-14	36,002,100	20,411,061	7,529,774	2,400	0	63,945,335	\$295,217	\$167,371	\$61,744	\$20	\$0	\$524,352	\$0.0082
Apr-14	22,857,900	12,876,309	7,157,083	2,400	0	42,893,692	\$187,435	\$105,586	\$58,688	\$20	\$0	\$351,729	\$0.0082
May-14	11,187,300	7,122,985	6,834,484	2,400	0	25,147,149	\$91,736	\$58,408	\$56,043	\$20	\$0	\$206,207	\$0.0082
Jun-14	5,604,100	4,458,193	5,821,233	2,400	0	15,685,926	\$45,954	\$36,557	\$47,734	\$20	\$0	\$130,265	\$0.0082
12 Mos	220,338,100	134,957,629	82,794,558	28,800	0	438,119,087	\$1,676,038	\$992,680	\$510,067	\$170	\$0	\$3,178,955	
Jul-14	4,220,900	3,695,112	5,454,989	2,400	0	13,373,401	\$34,611	\$30,300	\$44,731	\$20	\$0	\$109,662	\$0.0082
Aug-14	4,200,400	3,703,912	5,858,037	2,400	0	13,764,749	\$34,443	\$30,372	\$48,036	\$20	\$0	\$112,871	\$0.0082
Sep-14	4,191,900	3,752,912	5,811,511	2,400	0	13,758,723	\$34,374	\$30,774	\$47,654	\$20	\$0	\$112,822	\$0.0082
Oct-14	6,660,000	5,494,415	6,933,589	2,400	0	19,090,404	\$44,622	\$36,813	\$46,455	\$16	\$0	\$127,906	\$0.0067
Nov-14	15,705,400	10,060,590	7,126,704	2,400	0	32,895,094	\$80,098	\$51,309	\$36,346	\$12	\$0	\$167,765	\$0.0051
Dec-14	28,002,200	16,456,582	7,759,019	2,400	0	52,220,201	\$142,811	\$83,929	\$39,571	\$12	\$0	\$266,323	\$0.0051
Jan-15	38,718,100	22,094,658	8,544,655	2,400	0	69,359,813	\$197,462	\$112,683	\$43,578	\$12	\$0	\$353,735	\$0.0051
Feb-15	42,987,800	24,830,920	7,963,480	2,400	0	75,784,600	\$219,238	\$126,638	\$40,614	\$12	\$0	\$386,502	\$0.0051
Mar-15	36,002,100	20,411,061	7,529,774	2,400	0	63,945,335	\$183,611	\$104,096	\$38,402	\$12	\$0	\$326,121	\$0.0051
Apr-15	22,857,900	12,876,309	7,157,083	2,400	0	42,893,692	\$116,575	\$65,669	\$36,501	\$12	\$0	\$216,767	\$0.0051

PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS  
ENERGY EFFICIENCY PROGRAM ("EEP")

Recoveries

	Therm Sales and Services				Total Therms	Recoveries				Total Recoveries	Rate w/o tax **		
	Residential	Commercial	Industrial	Lighting		Cogen.	Residential	Commercial	Industrial			Lighting	Cogen.
May-15	11,187,300	7,122,965	6,834,484	2,400	0	25,147,149	\$57,055	\$36,327	\$34,856	\$0	\$128,250	\$0.0051	
Jun-15	5,604,100	4,458,193	5,821,233	2,400	0	15,885,926	\$28,581	\$22,737	\$29,688	\$0	\$81,018	\$0.0051	
	<b>220,338,100</b>	<b>134,957,629</b>	<b>82,794,558</b>	<b>28,800</b>	<b>0</b>	<b>438,119,087</b>	<b>\$1,173,481</b>	<b>\$731,647</b>	<b>\$486,432</b>	<b>\$172</b>	<b>\$0</b>	<b>\$2,391,732</b>	
Jul-15	4,220,900	3,695,112	5,454,989	2,400	0	13,373,401	\$21,527	\$18,845	\$27,820	\$0	\$68,204	\$0.0051	
Aug-15	4,200,400	3,703,912	5,858,037	2,400	0	13,764,749	\$21,422	\$18,890	\$29,876	\$0	\$70,200	\$0.0051	
Sep-15	4,191,900	3,752,912	5,811,511	2,400	0	13,758,723	\$21,379	\$19,140	\$29,639	\$0	\$70,170	\$0.0051	
Oct-15	6,660,000	5,494,415	6,933,589	2,400	0	19,090,404	\$22,644	\$18,681	\$23,574	\$0	\$64,907	\$0.0034	
Nov-15	15,705,400	10,060,590	7,126,704	2,400	0	32,895,094	\$26,699	\$17,103	\$12,115	\$0	\$65,921	\$0.0017	
Dec-15	28,002,200	16,456,582	7,759,019	2,400	0	52,220,201	\$47,604	\$27,976	\$13,190	\$0	\$88,774	\$0.0017	
Jan-16	38,718,100	22,094,658	8,544,655	2,400	0	69,359,813	\$65,821	\$37,561	\$14,526	\$0	\$117,912	\$0.0017	
Feb-16	42,987,800	24,830,920	7,963,480	2,400	0	75,784,600	\$73,079	\$42,213	\$13,538	\$0	\$128,834	\$0.0017	
Mar-16	36,002,100	20,411,061	7,529,774	2,400	0	63,945,335	\$61,204	\$34,699	\$12,801	\$0	\$108,708	\$0.0017	
Apr-16	22,857,900	12,876,309	7,157,083	2,400	0	42,893,692	\$38,858	\$21,890	\$12,167	\$0	\$72,919	\$0.0017	
May-16	11,187,300	7,122,965	6,834,484	2,400	0	25,147,149	\$19,018	\$12,109	\$11,619	\$0	\$42,750	\$0.0017	
Jun-16	5,604,100	4,458,193	5,821,233	2,400	0	15,885,926	\$9,527	\$7,579	\$9,896	\$0	\$27,006	\$0.0017	
	<b>220,338,100</b>	<b>134,957,629</b>	<b>82,794,558</b>	<b>28,800</b>	<b>0</b>	<b>438,119,087</b>	<b>\$428,782</b>	<b>\$276,686</b>	<b>\$210,761</b>	<b>\$76</b>	<b>\$0</b>	<b>\$916,305</b>	
12 Mos * Projected													
Jul-16	4,220,900	3,695,112	5,454,989	2,400	0	13,373,401	\$7,176	\$6,282	\$9,273	\$0	\$22,735	\$0.0017	
Aug-16	4,200,400	3,703,912	5,858,037	2,400	0	13,764,749	\$7,141	\$6,297	\$9,959	\$0	\$23,401	\$0.0017	
Sep-16	4,191,900	3,752,912	5,811,511	2,400	0	13,758,723	\$7,126	\$6,380	\$9,880	\$0	\$23,390	\$0.0017	
Oct-16	6,660,000	5,494,415	6,933,589	2,400	0	19,090,404	\$7,992	\$6,593	\$8,320	\$0	\$22,908	\$0.0012	
Nov-16	15,705,400	10,060,590	7,126,704	2,400	0	32,895,094	\$10,994	\$7,042	\$4,989	\$0	\$23,027	\$0.0007	
Dec-16	28,002,200	16,456,582	7,759,019	2,400	0	52,220,201	\$19,602	\$11,520	\$5,431	\$0	\$36,555	\$0.0007	
Jan-17	38,718,100	22,094,658	8,544,655	2,400	0	69,359,813	\$27,103	\$15,466	\$5,981	\$0	\$48,552	\$0.0007	
Feb-17	42,987,800	24,830,920	7,963,480	2,400	0	75,784,600	\$30,091	\$17,382	\$5,574	\$0	\$53,049	\$0.0007	
Mar-17	36,002,100	20,411,061	7,529,774	2,400	0	63,945,335	\$25,201	\$14,288	\$5,271	\$0	\$44,762	\$0.0007	
Apr-17	22,857,900	12,876,309	7,157,083	2,400	0	42,893,692	\$16,001	\$9,013	\$5,010	\$0	\$30,026	\$0.0007	
May-17	11,187,300	7,122,965	6,834,484	2,400	0	25,147,149	\$7,831	\$4,986	\$4,784	\$0	\$17,603	\$0.0007	
Jun-17	5,604,100	4,458,193	5,821,233	2,400	0	15,885,926	\$3,923	\$3,121	\$4,075	\$0	\$11,121	\$0.0007	
	<b>220,338,100</b>	<b>134,957,629</b>	<b>82,794,558</b>	<b>28,800</b>	<b>0</b>	<b>438,119,087</b>	<b>\$170,181</b>	<b>\$108,370</b>	<b>\$78,547</b>	<b>\$31</b>	<b>\$0</b>	<b>\$357,129</b>	
Jul-17	4,220,900	3,695,112	5,454,989	2,400	0	13,373,401	\$2,955	\$2,587	\$3,818	\$0	\$9,362	\$0.0007	
Aug-17	4,200,400	3,703,912	5,858,037	2,400	0	13,764,749	\$2,940	\$2,593	\$4,101	\$0	\$9,636	\$0.0007	
Sep-17	4,191,900	3,752,912	5,811,511	2,400	0	13,758,723	\$2,934	\$2,627	\$4,068	\$0	\$9,631	\$0.0007	
Oct-17	6,660,000	5,494,415	6,933,589	2,400	0	19,090,404	\$4,662	\$3,846	\$4,854	\$0	\$13,364	\$0.0007	
Nov-17	15,705,400	10,060,590	7,126,704	2,400	0	32,895,094	\$9,423	\$6,036	\$4,276	\$0	\$19,736	\$0.0006	
Dec-17	28,002,200	16,456,582	7,759,019	2,400	0	52,220,201	\$16,601	\$9,874	\$4,655	\$0	\$31,331	\$0.0006	
Jan-18	38,718,100	22,094,658	8,544,655	2,400	0	69,359,813	\$23,231	\$13,257	\$5,127	\$0	\$41,616	\$0.0006	
Feb-18	42,987,800	24,830,920	7,963,480	2,400	0	75,784,600	\$25,793	\$14,899	\$4,778	\$0	\$45,471	\$0.0006	
Mar-18	36,002,100	20,411,061	7,529,774	2,400	0	63,945,335	\$21,601	\$12,247	\$4,518	\$0	\$38,367	\$0.0006	

PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS  
ENERGY EFFICIENCY PROGRAM ("EEP")

	Recoveries										Total Recoveries	Rate w/o tax **		
	Therm Sales and Services					Total								
	Residential	Commercial	Industrial	Lighting	Cogen.	Residential	Commercial	Industrial	Lighting	Cogen.				
Apr-18	*	22,857,900	12,876,309	7,157,083	2,400	0	42,893,692	\$13,715	\$7,726	\$4,284	\$1	\$0	\$25,736	\$0.0006
May-18	*	11,187,300	7,122,965	6,834,484	2,400	0	25,147,149	\$6,712	\$4,274	\$4,101	\$1	\$0	\$15,088	\$0.0006
Jun-18	*	5,604,100	4,458,193	5,821,233	2,400	0	15,885,926	\$3,362	\$2,675	\$3,493	\$1	\$0	\$9,531	\$0.0006
12 Mos		220,338,100	134,957,629	82,794,558	28,800	0	438,119,087	\$134,129	\$82,641	\$52,083	\$16	\$0	\$268,869	
Jul-18	*	4,220,900	3,695,112	5,454,989	2,400	0	13,373,401	\$2,533	\$2,217	\$3,273	\$1	\$0	\$8,024	\$0.0006
Aug-18	*	4,200,400	3,703,912	5,858,037	2,400	0	13,764,749	\$2,520	\$2,222	\$3,515	\$1	\$0	\$8,258	\$0.0006
Sep-18	*	4,191,900	3,752,912	5,811,511	2,400	0	13,758,723	\$2,515	\$2,252	\$3,487	\$1	\$0	\$8,255	\$0.0006
Oct-18	*	6,660,000	5,494,415	6,933,589	2,400	0	19,090,404	\$2,664	\$2,198	\$2,773	\$1	\$0	\$7,636	\$0.0004
Nov-18	*	15,705,400	10,060,590	7,126,704	2,400	0	32,895,094	\$1,571	\$1,006	\$713	\$0	\$0	\$3,290	\$0.0001
Dec-18	*	28,002,200	16,456,582	7,759,019	2,400	0	52,220,201	\$2,800	\$1,646	\$776	\$0	\$0	\$5,222	\$0.0001
Jan-19	*	38,718,100	22,094,658	8,544,655	2,400	0	69,359,813	\$3,872	\$2,209	\$854	\$0	\$0	\$6,935	\$0.0001
Feb-19	*	42,987,800	24,830,920	7,963,480	2,400	0	75,784,600	\$4,289	\$2,483	\$796	\$0	\$0	\$7,578	\$0.0001
Mar-19	*	36,002,100	20,411,061	7,529,774	2,400	0	63,945,335	\$3,600	\$2,041	\$753	\$0	\$0	\$6,394	\$0.0001
Apr-19	*	22,857,900	12,876,309	7,157,083	2,400	0	42,893,692	\$2,286	\$1,288	\$716	\$0	\$0	\$4,290	\$0.0001
May-19	*	11,187,300	7,122,965	6,834,484	2,400	0	25,147,149	\$1,119	\$712	\$683	\$0	\$0	\$2,514	\$0.0001
Jun-19	*	5,604,100	4,458,193	5,821,233	2,400	0	15,885,926	\$560	\$446	\$582	\$0	\$0	\$1,588	\$0.0001
12 Mos		220,338,100	134,957,629	82,794,558	28,800	0	438,119,087	\$30,339	\$20,720	\$18,921	\$4	\$0	\$69,984	
Jul-19	*	4,220,900	3,695,112	5,454,989	2,400	0	13,373,401	\$422	\$370	\$545	\$0	\$0	\$1,337	\$0.0001
Aug-19	*	4,200,400	3,703,912	5,858,037	2,400	0	13,764,749	\$420	\$370	\$586	\$0	\$0	\$1,376	\$0.0001
Sep-19	*	4,191,900	3,752,912	5,811,511	2,400	0	13,758,723	\$419	\$375	\$581	\$0	\$0	\$1,375	\$0.0001
Oct-19	*	6,660,000	5,494,415	6,933,589	2,400	0	19,090,404	\$666	\$549	\$693	\$0	\$0	\$1,908	\$0.0001
Nov-19	*	15,705,400	10,060,590	7,126,704	2,400	0	32,895,094	\$0	\$0	\$0	\$0	\$0	\$0	\$0.0000
Dec-19	*	28,002,200	16,456,582	7,759,019	2,400	0	52,220,201	\$0	\$0	\$0	\$0	\$0	\$0	\$0.0000
Jan-20	*	38,718,100	22,094,658	8,544,655	2,400	0	69,359,813	\$0	\$0	\$0	\$0	\$0	\$0	\$0.0000
Feb-20	*	42,987,800	24,830,920	7,963,480	2,400	0	75,784,600	\$0	\$0	\$0	\$0	\$0	\$0	\$0.0000
Mar-20	*	36,002,100	20,411,061	7,529,774	2,400	0	63,945,335	\$0	\$0	\$0	\$0	\$0	\$0	\$0.0000
Apr-20	*	22,857,900	12,876,309	7,157,083	2,400	0	42,893,692	\$0	\$0	\$0	\$0	\$0	\$0	\$0.0000
May-20	*	11,187,300	7,122,965	6,834,484	2,400	0	25,147,149	\$0	\$0	\$0	\$0	\$0	\$0	\$0.0000
Jun-20	*	5,604,100	4,458,193	5,821,233	2,400	0	15,885,926	\$0	\$0	\$0	\$0	\$0	\$0	\$0.0000
12 Mos		220,338,100	134,957,629	82,794,558	28,800	0	438,119,087	\$1,927	\$1,664	\$2,405	\$0	\$0	\$5,996	

\* Projected

PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS  
ENERGY EFFICIENCY PROGRAM ("EEP")

**Over / Under Recovered Carrying Cost Rate  
Weighted Average Cost of Borrowing  
12 Months Ended**

a	Rates:		Ratio:		After Tax Wtd. Avg. Cost of Borrowing (1) f=(b*d+c*e)*(1-.4085)
	Commercial Paper b	Bank Credit Lines c	Commercial Paper d	Bank Credit Lines e	
Aug-09	0.82%	0.00%	100.00%	0.00%	0.49%
Sep-09	0.79%	0.00%	100.00%	0.00%	0.47%
Oct-09	0.70%	0.00%	100.00%	0.00%	0.41%
Nov-09	0.56%	0.00%	100.00%	0.00%	0.33%
Dec-09	0.53%	0.00%	100.00%	0.00%	0.31%
Jan-10	0.52%	0.00%	100.00%	0.00%	0.31%
Feb-10	0.57%	0.00%	100.00%	0.00%	0.34%
Mar-10	0.65%	0.00%	100.00%	0.00%	0.38%
Apr-10	1.13%	0.00%	100.00%	0.00%	0.67%
May-10	1.11%	0.00%	100.00%	0.00%	0.66%
Jun-10	0.60%	0.00%	100.00%	0.00%	0.35%
Jul-10	0.59%	0.00%	100.00%	0.00%	0.35%
Aug-10	0.54%	0.00%	100.00%	0.00%	0.32%
Sep-10	0.51%	0.00%	100.00%	0.00%	0.30%
Oct-10	0.51%	0.00%	100.00%	0.00%	0.30%
Nov-10	0.51%	0.00%	100.00%	0.00%	0.30%
Dec-10	0.50%	0.00%	100.00%	0.00%	0.30%
Jan-11	0.49%	0.00%	100.00%	0.00%	0.29%
Feb-11	0.49%	0.00%	100.00%	0.00%	0.29%
Mar-11	0.92%	0.00%	100.00%	0.00%	0.54%
Apr-11	0.00%	0.00%	100.00%	0.00%	0.00%
May-11	0.32%	0.00%	100.00%	0.00%	0.19%
Jun-11	0.31%	0.00%	100.00%	0.00%	0.18%
Jul-11	0.33%	0.00%	100.00%	0.00%	0.20%
Aug-11	0.34%	0.00%	100.00%	0.00%	0.20%
Sep-11	0.00%	0.00%	100.00%	0.00%	0.00%
Oct-11	0.00%	0.00%	100.00%	0.00%	0.00%
Nov-11	0.47%	0.00%	100.00%	0.00%	0.28%
Dec-11	0.57%	0.00%	100.00%	0.00%	0.34%
Jan-12	0.55%	0.00%	100.00%	0.00%	0.33%
Feb-12	0.50%	0.00%	100.00%	0.00%	0.30%
Mar-12	0.48%	0.00%	100.00%	0.00%	0.28%
Apr-12	0.48%	0.00%	100.00%	0.00%	0.28%
May-12	0.48%	0.00%	100.00%	0.00%	0.28%
Jun-12	0.48%	0.00%	100.00%	0.00%	0.28%
Jul-12	0.49%	0.00%	100.00%	0.00%	0.29%
Aug-12	0.49%	0.00%	100.00%	0.00%	0.29%
Sep-12	0.50%	0.00%	100.00%	0.00%	0.30%
Oct-12	0.50%	0.00%	100.00%	0.00%	0.30%
Nov-12	0.51%	0.00%	100.00%	0.00%	0.30%
Dec-12	0.50%	0.00%	100.00%	0.00%	0.30%

EEP Schedule  
TK-6

PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS  
ENERGY EFFICIENCY PROGRAM ("EEP")

Over / Under Recovered Carrying Cost Rate  
Weighted Average Cost of Borrowing  
12 Months Ended

a	Rates:		Ratio:		After Tax Wtd. Avg. Cost of Borrowing (1) f=(b*d+c*e)*(1-.4085)	
	Commercial Paper b	Bank Credit Lines c	Commercial Paper d	Bank Credit Lines e		
Jan-13	0.51%	0.00%	100.00%	0.00%	0.30%	
Feb-13	0.50%	0.00%	100.00%	0.00%	0.30%	
Mar-13	0.47%	0.00%	100.00%	0.00%	0.28%	
Apr-13	0.43%	0.00%	100.00%	0.00%	0.25%	
May-13	0.40%	0.00%	100.00%	0.00%	0.24%	
Jun-13	0.36%	0.00%	100.00%	0.00%	0.21%	
Jul-13	*	0.36%	0.00%	100.00%	0.00%	0.21%
Aug-13	*	0.36%	0.00%	100.00%	0.00%	0.21%
Sep-13	*	0.36%	0.00%	100.00%	0.00%	0.21%
Oct-13	*	0.36%	0.00%	100.00%	0.00%	0.21%
Nov-13	*	0.36%	0.00%	100.00%	0.00%	0.21%
Dec-13	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jan-14	*	0.36%	0.00%	100.00%	0.00%	0.21%
Feb-14	*	0.36%	0.00%	100.00%	0.00%	0.21%
Mar-14	*	0.36%	0.00%	100.00%	0.00%	0.21%
Apr-14	*	0.36%	0.00%	100.00%	0.00%	0.21%
May-14	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jun-14	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jul-14	*	0.36%	0.00%	100.00%	0.00%	0.21%
Aug-14	*	0.36%	0.00%	100.00%	0.00%	0.21%
Sep-14	*	0.36%	0.00%	100.00%	0.00%	0.21%
Oct-14	*	0.36%	0.00%	100.00%	0.00%	0.21%
Nov-14	*	0.36%	0.00%	100.00%	0.00%	0.21%
Dec-14	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jan-15	*	0.36%	0.00%	100.00%	0.00%	0.21%
Feb-15	*	0.36%	0.00%	100.00%	0.00%	0.21%
Mar-15	*	0.36%	0.00%	100.00%	0.00%	0.21%
Apr-15	*	0.36%	0.00%	100.00%	0.00%	0.21%
May-15	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jun-15	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jul-15	*	0.36%	0.00%	100.00%	0.00%	0.21%
Aug-15	*	0.36%	0.00%	100.00%	0.00%	0.21%
Sep-15	*	0.36%	0.00%	100.00%	0.00%	0.21%
Oct-15	*	0.36%	0.00%	100.00%	0.00%	0.21%
Nov-15	*	0.36%	0.00%	100.00%	0.00%	0.21%
Dec-15	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jan-16	*	0.36%	0.00%	100.00%	0.00%	0.21%
Feb-16	*	0.36%	0.00%	100.00%	0.00%	0.21%
Mar-16	*	0.36%	0.00%	100.00%	0.00%	0.21%
Apr-16	*	0.36%	0.00%	100.00%	0.00%	0.21%
May-16	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jun-16	*	0.36%	0.00%	100.00%	0.00%	0.21%

PIVOTAL UTILITY HOLDINGS, INC. d/b/a ELIZABETHTOWN GAS  
ENERGY EFFICIENCY PROGRAM ("EEP")

Over / Under Recovered Carrying Cost Rate  
Weighted Average Cost of Borrowing  
12 Months Ended

a	Rates:		Ratio:		After Tax Wtd. Avg. Cost of Borrowing (1) f=(b*d+c*e)*(1-.4085)	
	Commercial Paper b	Bank Credit Lines c	Commercial Paper d	Bank Credit Lines e		
Jul-16	*	0.36%	0.00%	100.00%	0.00%	0.21%
Aug-16	*	0.36%	0.00%	100.00%	0.00%	0.21%
Sep-16	*	0.36%	0.00%	100.00%	0.00%	0.21%
Oct-16	*	0.36%	0.00%	100.00%	0.00%	0.21%
Nov-16	*	0.36%	0.00%	100.00%	0.00%	0.21%
Dec-16	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jan-17	*	0.36%	0.00%	100.00%	0.00%	0.21%
Feb-17	*	0.36%	0.00%	100.00%	0.00%	0.21%
Mar-17	*	0.36%	0.00%	100.00%	0.00%	0.21%
Apr-17	*	0.36%	0.00%	100.00%	0.00%	0.21%
May-17	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jun-17	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jul-17	*	0.36%	0.00%	100.00%	0.00%	0.21%
Aug-17	*	0.36%	0.00%	100.00%	0.00%	0.21%
Sep-17	*	0.36%	0.00%	100.00%	0.00%	0.21%
Oct-17	*	0.36%	0.00%	100.00%	0.00%	0.21%
Nov-17	*	0.36%	0.00%	100.00%	0.00%	0.21%
Dec-17	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jan-18	*	0.36%	0.00%	100.00%	0.00%	0.21%
Feb-18	*	0.36%	0.00%	100.00%	0.00%	0.21%
Mar-18	*	0.36%	0.00%	100.00%	0.00%	0.21%
Apr-18	*	0.36%	0.00%	100.00%	0.00%	0.21%
May-18	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jun-18	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jul-18	*	0.36%	0.00%	100.00%	0.00%	0.21%
Aug-18	*	0.36%	0.00%	100.00%	0.00%	0.21%
Sep-18	*	0.36%	0.00%	100.00%	0.00%	0.21%
Oct-18	*	0.36%	0.00%	100.00%	0.00%	0.21%
Nov-18	*	0.36%	0.00%	100.00%	0.00%	0.21%
Dec-18	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jan-19	*	0.36%	0.00%	100.00%	0.00%	0.21%
Feb-19	*	0.36%	0.00%	100.00%	0.00%	0.21%
Mar-19	*	0.36%	0.00%	100.00%	0.00%	0.21%
Apr-19	*	0.36%	0.00%	100.00%	0.00%	0.21%
May-19	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jun-19	*	0.36%	0.00%	100.00%	0.00%	0.21%
Jul-19	*	0.36%	0.00%	100.00%	0.00%	0.21%
Aug-19	*	0.36%	0.00%	100.00%	0.00%	0.21%
Sep-19	*		0.00%	100.00%	0.00%	0.00%

\* Projected



RIDER "G"

ENERGY EFFICIENCY PROGRAM ("EEP")

Applicable to all customers except those customers under special contracts as filed and approved by the NJBPU and those customers exempted pursuant to the Long-Term Capacity Agreement Pilot Program ("LCAPP"), P.L. 2011 c.9, codified as N.J.S.A. 48:3-60.1. See the LCAPP Exemption Procedures at the end of the Societal Benefits Charge ("SBC") Rider "D."

The EEP shall be collected on a per therm basis and shall remain in effect until changed by order of the NJBPU. The applicable EEP unit charges are as follows:

\$0.0000 per therm

In accordance with P.L. 1997, c. 162, the charges applicable under this Rider include provision for the New Jersey Sales and Use Tax, and when billed to customers exempt from this tax shall be reduced by the amount of such tax included therein.

In the "Global Warming Act," *N.J.S.A.26-2C-45*. or "RGGI Legislation" the State Legislature determined that global warming is a pervasive and dangerous threat that should be addressed through the establishment of a statewide greenhouse gas emissions reduction program. On May 8, 2008, the Board issued an Order (the "RGGI Order") pursuant to *N.J.S.A. 48:3-98.1(c)*. The RGGI Order allowed electric and gas public utilities to offer energy efficiency and conservation programs on a regulated basis. By Order dated April 11, 2012 in Docket No. GO11070399, the Board approved a Stipulation that extended the program for one year, changed the name to EEP, and streamlined the program offerings. By Order dated April 29, 2013 in Docket No. GO12100946, the Board approved a Stipulation that extended the program to September 1, 2013. By Order dated XXXX in Docket No. GO12100946, the Board approved a Stipulation that extended the program through August, 2015.

The EEP will enhance or supplement existing Clean Energy Program ("CEP") incentives with programs such as:

1. Expanded gas HVAC and hot water heater incentive programs for residential customers;
2. ~~Large and small~~ eCommercial customer energy efficiency programs which enhance CEP SmartStart and Pay for Performance incentives; and
3. Enhanced customer education and outreach initiatives designed to encourage customers to conserve energy and lower their gas bills.

Date of Issue: ~~May 14, 2013~~

Effective: Service Rendered  
on and after ~~May 10, 2013~~

Issued by: Jodi Gidley  
Sr. Vice President, Mid-Atlantic Operations  
300 Connell Drive, Suite 3000  
Berkeley Heights, New Jersey 07922

Filed Pursuant to Order of the Board of Public Utilities  
Dated ~~April 29, 2013~~ in Docket No. GO12100946

RIDER "G"

ENERGY EFFICIENCY PROGRAM ("EEP")  
(continued)

The EEP will recover all costs associated with the program, including, but not limited to customer outreach and system implementations to implement and manage the programs.

Determination of the EEP

In June of each year, the Company shall file with the Board an EEP rate filing based on the costs and recoveries incurred during the previous EEP year ending June 30th. The filing will reflect as much actual information as is available through June 30<sup>th</sup> as well as estimates through the upcoming calendar year to develop the EEP rate to be effective October 1<sup>st</sup> as follows:

The EEP monthly recoverable expenditure amounts shall be derived from taking the average of the cumulative beginning and end of month expenditures associated with the EEP investments less accumulated amortization and accumulated deferred income tax credits times the after tax weighted average cost of capital grossed up for the Company's revenue factor, as directed in the Board's ~~April 11, 2012~~XXXXXX 2013 Order in Docket No. ~~GO14070399~~GO12100946, plus monthly amortization using a four year amortization period.

The EEP rate shall be calculated by summing the (i) prior year's EEP over or under recovery balance, plus (ii) current year monthly recoverable expenditure amounts, less (iii) current year recoveries, plus (iv) current year carrying costs based on the monthly average over or under recovered balances, at a rate equal to the rate obtained on the Company's weighted average of its commercial paper and bank credit lines, if both sources have been utilized, not to exceed the weighted average cost of capital after tax as described above, plus (v) an estimated amount to recover the upcoming year's recoverable expenditures amount and dividing the resulting sum by the annual forecasted per therm quantities for the applicable customers set forth above. The resulting rate shall be adjusted for all applicable taxes. The EEP rate shall be self implementing on a refundable basis as directed by the NJBPU.

Date of Issue: ~~April 24, 2012~~

Effective: Service Rendered  
on and after ~~April 20, 2012~~

Issued by: Jodi Gidley  
Sr. Vice President, Mid-Atlantic Operations  
300 Connell Drive, Suite 3000  
Berkeley Heights, New Jersey 07922

Filed Pursuant to Order of the Board of Public Utilities  
Dated ~~April 11, 2012~~ in Docket No. ~~GO12100946~~GO14070399