

In the Matter of the Verified Petition of Rockland Electric Company for Approval of an Energy Efficiency Stimulus Program and Associated Rate Recovery

BPU Docket No. ER17080869

Division of Rate Counsel Discovery Requests

RCR-EE-1. Please provide the Company's estimates of:

a. How many customers in Rockland Electric's service territory are eligible for the Low-Income Audit and Direct Install Energy Efficiency Program?

Response: All Universal Service Fund customers, approximately 700 are eligible for the Program. However, as stated in the Petition, a majority of those customers have already participated in the Program. To further broaden participation beyond USF customers, the Company will strengthen outreach using Community Based Organizations, collaborate with Weatherization Assistance Program agencies, and coordinate communications with the New Jersey Office of Information Technology.

b. How many (or what percent) of these customers own their own home vs. rent from a third party?

<u>Response</u>: RECO does not have this information about eligible customers, but has this information about participants. See 2(b) below.

c. How many (or what percent) of these customers live in multi-family dwellings?

Response: RECO does not have this information about eligible customers, but has this information about participants. See 2(c) below.

RCR-EE-2. For each year since 2009:

a. How many customers have been served by Rockland Electric's energy efficiency programs?

Response: See below

2010: 63 2011: 120 2012: 105 2013: 111 2015: 17 2016: 103

- b. How many (or what percent) of these customers own their own home vs. rent from a third party?
 Response: Eighty-four (84) percent of these customers own their home and sixteen (16) percent of these customers rent.
- c. How many (or what percent) of these customers live in multi-family dwellings?
 - <u>Response</u>: Fourteen percent of these customers live in multi-family dwellings.
- d. How many customers have been referred to PSE&G and/or the CEP for additional gas-saving measures? Does RECO perform any follow-up to determine how many of these customers ultimately have gas-saving measures installed?

RCR-EE-3.

RCR-EE-4.

RCR-EE-5.

RCR-EE-7. Please provide a detailed marketing budget for Rockland Electric's EE programs.

Response: RECO only implements the Low-Income Audit and Direct Install Program. The marketing budget of \$10,000 annually consists of the creation of program literature and brochures, sponsorships in outreach events, direct mailings to customers to make them aware of their eligibility of the program, outreach to agencies, and mailing and production costs associated with the distribution of the quarterly newsletter. See also Exhibit B and Schedule JD-1 (pages 1 through 4) of the Petition.

RCR-EE-8.

RCR-EE-9.

RCR-EE-10.

RCR-EE-11. Please provide an electronic copy of the Cost-Benefit Analysis provided as Exhibit H to the Company's Petition, along with underlying workpapers and analysis in their native, machine readable format with formulae intact.

Response: The Company provided an electronic copy to all parties. The Company does not have workpapers or such analysis because the Cost-Benefit Analysis was performed by Rutgers' Center for Energy, Environment and Economic Policy (CEEEP) and not the Company.

RCR-EE-12.

In the Matter of the Verified Petition of Rockland Electric Company for Approval of an Energy Efficiency Stimulus Program and Associated Rate Recovery

BPU Docket No.: ER17080869

S-RECO-EE-14

In reference to Page 12 (Paragraph 29) of the Petition, RECO indicates that the Low Income Audit III Program expenditures will be recovered over a ten (10) year period beginning in the billing period commencing after the expenditure is made. In this regard, please provide the following:

a) As shown on Exhibit C, Schedule JD-1, the projected annual revenue requirements and the total program revenue requirement amount using a seven (7) year amortization.

Response: Please see Exhibit A.

b) Please provide the information requested in (a) above in excel format with all formulas intact.

Response: Please see Exhibit B.

c) As shown on Exhibit C, Schedule JD-1, the projected annual revenue requirements and the total program revenue requirement amount using a five (5) year amortization.

Response: Please see Exhibit C.

d) Please provide the information requested in (c) above in excel format with all formulas intact.

Response: Please see Exhibit D.

ROCKLAND ELECTRIC COMPANY LOW INCOME AUDIT III PROGRAM FINANCIAL SUMMARY

Net Income	Federal and State Taxes	Taxable Income	Interest Expense	inspections	Evaillation	Tirefreeing & Outco	Marketing & Sales	Administrative	Expenses: Amortization	Revenue Requirement		Pre-Tax Equity Portion	Return Requirement	Under/JOver/ Recovery Balance	Accumulated Deferred Tax	Nel Expenditures	Gross Expenditures Arrangeland Americalian	Cumulative Amortization	Amortization - 2018 Expenditures	Cumulalive Expenditures	Energy Efficiency Programs	Expenditures		Interest Expense	Before - Jax WACC	Equity Return	Amortization Period
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FINANCIAL SUMMARY	LOW INCOME AUDIT III PROGRAM	ROCKLAND ELECTRIC COMPANY

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Exhibit C 7-year

In the Matter of the Verified Petition of Rockland Electric Company for Approval of an Energy Efficiency Stimulus Program and Associated Rate Recovery

BPU Docket No.: ER17080869

Board Staff's Discov	ery Requests S-RECO-EE-1 to S-RECO-EE-13 Directed to Petitioner
S-RECO-EE-1	
Response:	
S-RECO-EE-2	
Response:	
S-RECO-EE-3	
Response:	ñ
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S-RECO-EE-4	Please provide a breakdown of the O&M expenditures for the previously approved programs (budgeted and actual).
Response:	The table below provides the breakdown of O&M budgets and expenditures.

Category	Budget	Actual
Administration	\$112,780	\$106,907
Rebates	\$506,250	\$186,478
Evaluation	\$30,600	\$0
Total	\$649,630	\$293,385

S-RECO-EE-5			
Response:			
S-RECO-EE-6			
Response:			
S-RECO-EE 7		la.	
Response:			

S-RECO-EE-8

In the Matter of the Verified Petition of Rockland Electric Company for Approval of an Energy Efficiency Stimulus Program and Associated Rate Recovery

BPU Docket No.: ER17080869

S-RECO-EE-14

In reference to Page 12 (Paragraph 29) of the Petition, RECO indicates that the Low Income Audit III Program expenditures will be recovered over a ten (10) year period beginning in the billing period commencing after the expenditure is made. In this regard, please provide the following:

a) As shown on Exhibit C, Schedule JD-1, the projected annual revenue requirements and the total program revenue requirement amount using a seven (7) year amortization.

Response: Please see Exhibit A.

b) Please provide the information requested in (a) above in excel format with all formulas intact.

Response: Please see Exhibit B.

c) As shown on Exhibit C, Schedule JD-1, the projected annual revenue requirements and the total program revenue requirement amount using a five (5) year amortization.

Response: Please see Exhibit C.

d) Please provide the information requested in (c) above in excel format with all formulas intact.

Response: Please see Exhibit D.

ROCKLAND ELECTRIC COMPANY LOW INCOME AUDIT III PROGRAM FINANCIAL SUMMARY

Net Income	Federal and State Taxes	Taxable Income	Interest Expense	Inspections	Campaion	Evaluation	Marketing & Sales	Administrative	Amortization	Expenses:	Revenue Requirement		Pre-Tax Equity Portion	Refurn Requirement	Under/(Over) Recovery Balance	Accumulated Deletred Lax	Net Experiormes	Accumulated Amonization	Gross Expenditures	Cumulative Amortization	Amortization - 2018 Expenditures	Cumulative Expenditures Amortization - 2017 Expenditures	t	Energy Efficiency Programs			interest Expense	Effective Tax Rale	Before -Tax WACC	Equity Component	Amortization Period
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ROCKLAND ELECTRIC COMPANY LOW INCOME AUDIT III PROGRAM FINANCIAL SUMMARY

Net Income	Federal and State Taxes	Taxable Income	Interest Expense	Inspections	Evaluation	Marketing & Sales	Administrative	Amortization	Revenue Requirement		Pre-Tax Equity Portion	Retum Requirement	Under/(Over) Recovery Balance	Accumulated Deferred Tax	Net Expenditures	Gross Expenditures Accumulated Amortization	Cumulalive Amortization	Amortization - 2018 Expenditures	Cumulative Expenditures Amortization - 2017 Expenditures	Expenditures Energy Efficiency Programs		Amortization Period Equity Component Equity Return Before -Tax WACC Effective Tax Rate Interest Expense
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Exhibit C 7-year

In the Matter of the Verified Petition of Rockland Electric Company for Approval of an Energy Efficiency Stimulus Program and Associated Rate Recovery

BPU Docket No.: ER17080869

S-RECO-EE-15

Please refer to Exhibit C at page 3, line 5 to page 4, line 2 and JD-1 at page 1. The witness identifies the "internal administrative expense" as \$40,600 over the two years of the proposed program. Over the same two-year period, the witness also identifies marketing and sales expenses of \$20,000; evaluation expenses of \$22,800; and inspection expenses of \$7,600. Please confirm that the total administrative expenses for the proposed Low Income Audit III Program are \$91,000.

Response: The total administrative expenses for the two year program are \$132,000 including evaluation. Exhibit C, Schedule JD-1, page 4 of 6 provides the detailed cost categories above.

S-RECO-EE-16

In the Matter of the Verified Petition of Rockland Electric Company for Approval of an Energy Efficiency Stimulus Program and Associated Rate Recovery

BPU Docket No.: ER17080869

Board Staff's Discovery Requests S-RECO-EE-17 to S-RECO-EE-23 Directed to Petitioner

S-RECO-EE-17

S-RECO-EE-18

S-RECO-EE-19

S-RECO-EE-20

The response to S-RECO-EE-4 shows that actual expenses fell far below the budgeted amounts in every category but administrative. Please account for this discrepancy.

Response: Administration expenses are associated to the monthly administration of the program and do not vary based on the level of participation. Therefore, the administration expenses were in line with the budget.

S-RECO-EE-21

In the Matter of the Verified Petition of Rockland Electric Company for Approval of an Energy Efficiency Stimulus Program and Associated Rate Recovery

BPU Docket No.: ER17080869

INF-4

Please provide the survey form that is used to measure customer satisfaction.

Response: Please see the attachment "INF-4 Attachment 1."



Telephone: ()

Thank you for your participation in Rockland Electric's Audit and Direct Installation Program! We would like to know how we did.....

As a contractor for the Audit and Direct Installation Program your input is vital in our efforts to improve the quality of service we provide. We would greatly appreciate your comments. Please take a moment to complete this brief survey and return it using the postage paid envelope. *Thank you for your comments!*

ease rate your satisfaction with the following:	Stro Agre				ngly gree
I had a clear understanding of the program when the Energy Technicians arrived for my initial visit.	5	4	3	2	1
I was aware of the length of time that each of	5	4	3	2	1
my visits would require to complete. I received sufficient confirmation for my appointments to ensure my availability.	5	4	3	2	1
The Energy Technicians arrived at the	5	4	3	2	1
scheduled time. The Energy Technicians gave me a good understanding of the program and of what would be expected of me through the	5	4	3	2	1
discussions during his/her visit. The Energy Technicians understood my circumstances, valued my input and	5	4	3	2	1
respected me and my home. The Energy Technicians performed their job s in a courteous and professional manner.	5	4	3	2	1
I feel that I have received energy improvements to my home that increased my comfort.	5	4	3	2	1
The Energy Technicians clearly explained how I can operate and get the most benefit from the Energy improvements provided.	5	4	3	2	1
This service has met my expectations so far. I would be likely to recommend this service to others.	5 5	4	3	2 2	1
Please add any comments or suggestions relative to Installation Program visits	your experience with	Rocklar	nd Electr	ric's Aud	lit and Dire