



Liberty UtilitiesSM



Liberty Utilities Natural Gas Franchise Winchester

November 4, 2015

Speakers

Michael Licata

Director, Government and Community Relations

William Clark

Business Development Professional

Richard McDonald

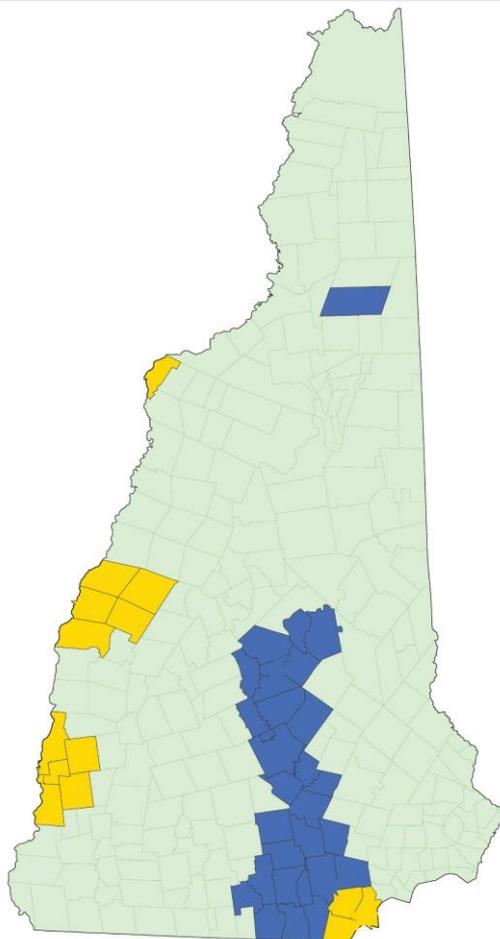
Director, Gas Operations

Agenda

- Overview of Liberty Utilities
- Natural Gas Comparison
- Costs
- System Buildout
- Outreach
- Safety
- Engineering & Operations
- Next Steps
- Questions

Liberty Utilities New Hampshire

- Electric distribution company serving 21 communities
- 43,000 customers in New Hampshire
- Corporate headquarters and customer service center located in Londonderry
- Operations and customer service facility located in Salem



- Largest gas utility in New Hampshire, serving 90,000 customers
- Serves 31 communities with natural gas
- Propane and Liquefied Natural Gas (LNG) facilities, located in Nashua, Manchester, Concord and Tilton
- 24/7 emergency, dispatch and control center located in Londonderry

Keene Division

- Liberty acquired NH Gas Corp. in Jan 2015. Keene Division of EnergyNorth
- Serves 1250 customers
- 30 miles of distribution pipe
- Customers served through underground distribution system from a single supply and storage plant located in Keene



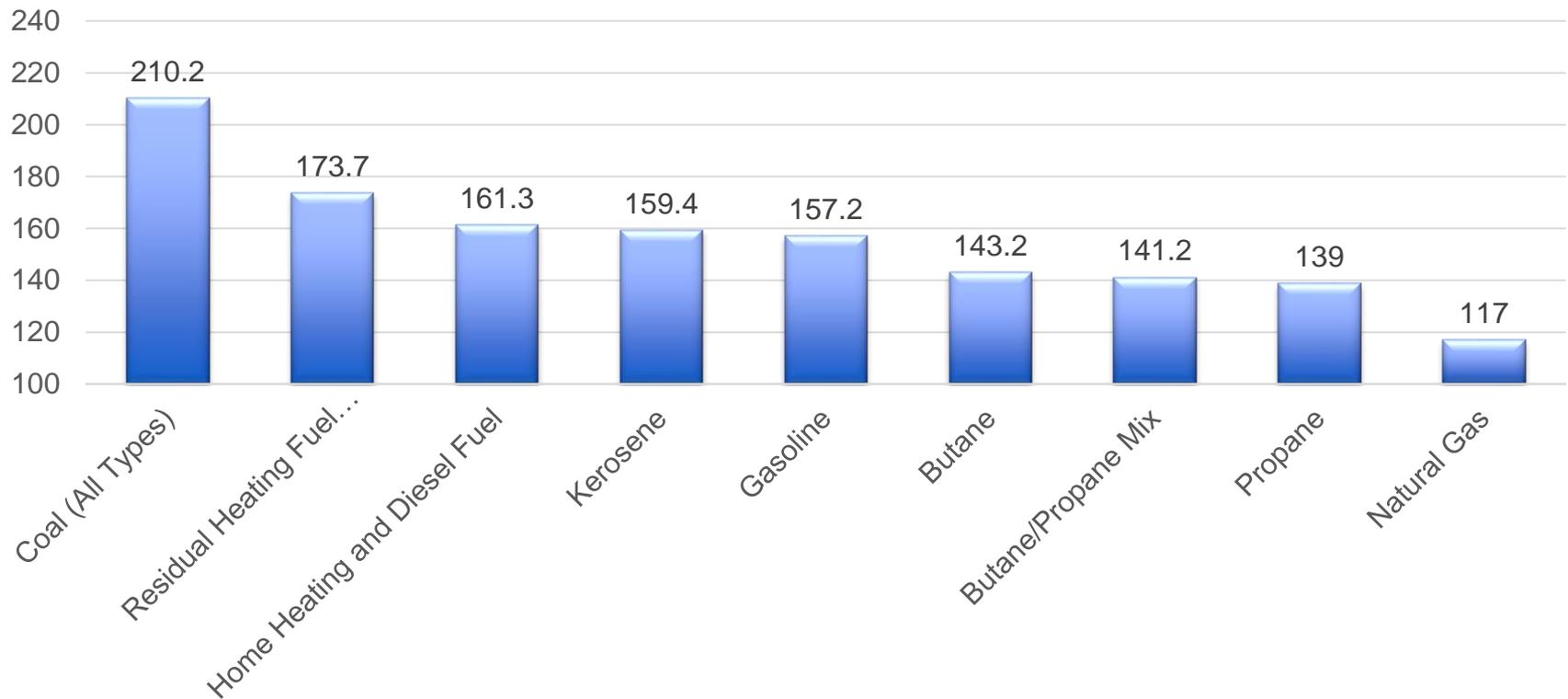
Natural Gas vs Other Fuels

- Using natural gas for heating and manufacturing processes releases less carbon dioxide than other fuels
- Displace usage of oil and propane for home and commercial heating



Natural Gas vs Other Fuels

Pounds of CO2 Per Million Btu



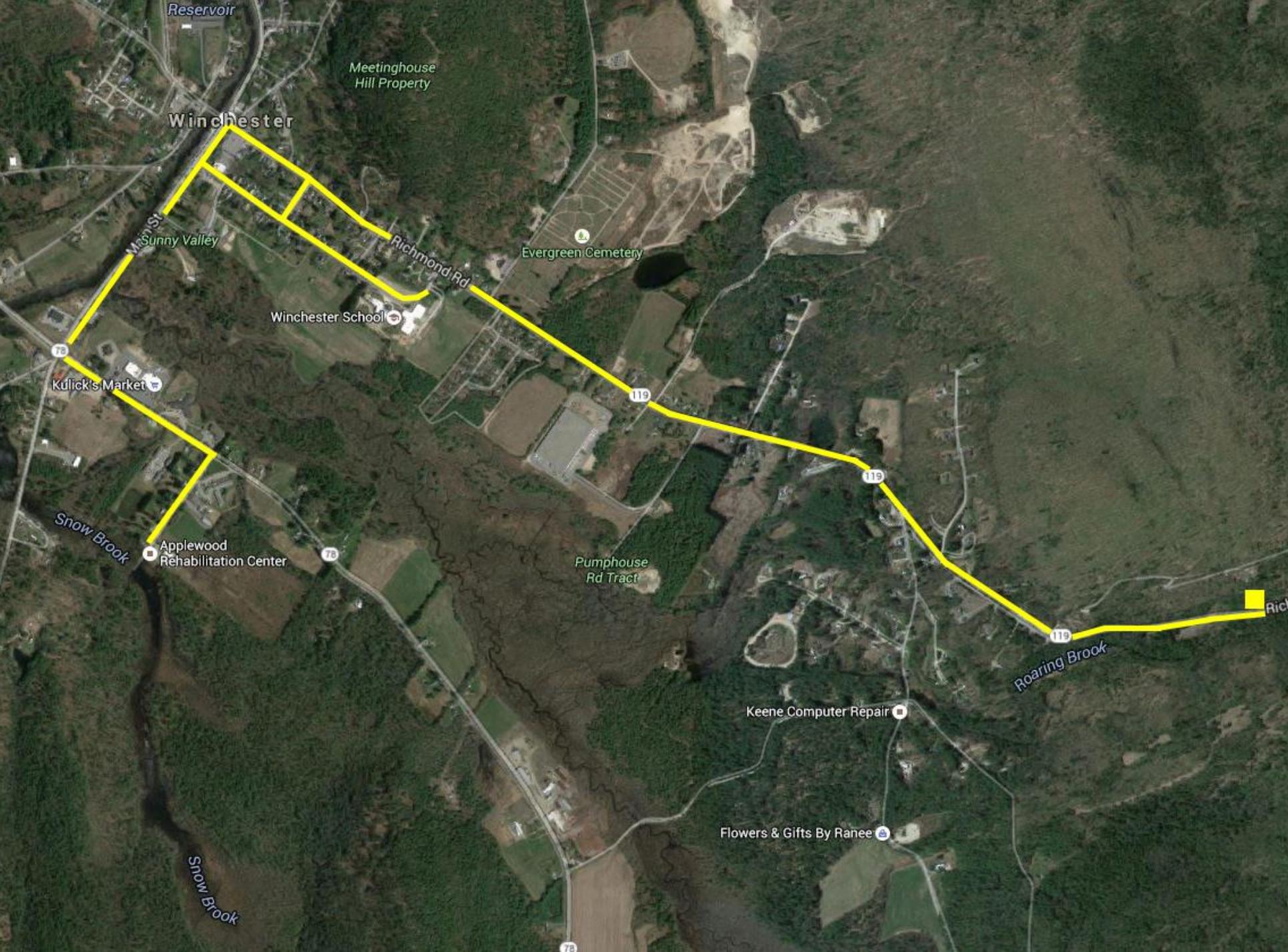
Natural Gas vs Other Fuels

- Safe
- Reliable
- Low cost
- Convenient

Current Heating Fuel Values - Updated November 3, 2015			
Fuel Type	Price/Unit	Heat Content Per Unit (BTU)	Price Per Million BTU
Fuel Oil (#2)	\$2.21/Gallon	138,690	\$15.95
Propane	\$2.61/Gallon	91,333	\$28.55
Kerosene	\$2.93/Gallon	135,000	\$21.73
Natural Gas 1st Tier (<20 Therms)	\$1.20/Therm	100,000	\$12.02
Natural Gas 2nd Tier (>20 Therms)	\$1.14/Therm	100,000	\$11.42
Wood (Bulk Delivered Pellets)	\$263.20/Ton	16,500,000	\$15.95
Wood (Cord)	\$325/Cord	20,000,000	\$16.25
Electricity	\$0.15/kwh	3,412	\$44.84

Costs / Customer Service

- New customers will be treated the same as all other EnergyNorth customers. Line extension policy, Cost of Gas rate and delivery rate
- Gas operations and customer service walk-in center located on Pearl Street in Keene



Reservoir

Meetinghouse Hill Property

Winchester

Sunny Valley

Richmond Rd

Evergreen Cemetery

Winchester School

Kulick's Market

Applewood Rehabilitation Center

Pumphouse Rd Tract

Keene Computer Repair

Flowers & Gifts By Rane

Roaring Brook

Snow Brook

Snow Brook

72

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Rich



Swanzy

Pisgah
State Park

Winchester

Barden State
Wildlife
Management
Area

Liberty Sales Team

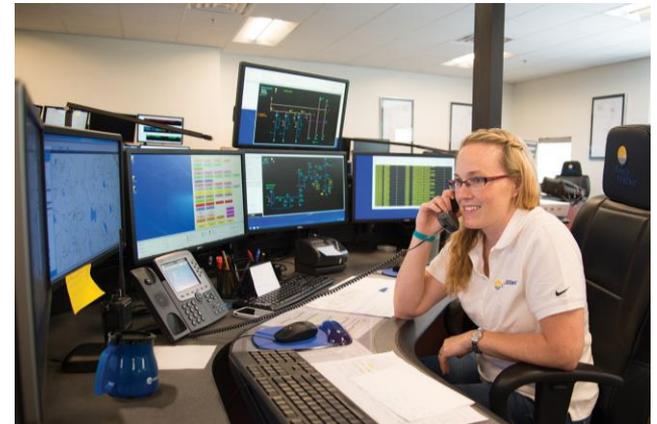
- Located in Manchester
- Dedicated staff of 10 representatives ready to speak with you about the benefits of converting your home or business to natural gas

We Make the Process Easy

- Energy efficiency rebates will be available
 - Incentives for installing qualified energy savings products
 - Turnkey solutions to identify savings opportunities
 - NHSAVES.COM to review current programs available for both electric and gas customers
- Financing programs will be available for new gas customers
- Contractor Referral Program

Safety

- Compliance with Federal & State Requirements
 - Liberty Utilities Operation and Maintenance Specifications
- Qualifications
 - Contractors & Liberty Employees
- Traffic Control & Public Safety
- Emergency Response
 - Monitoring and response 24/7



Engineering & Operations

- Engineering Objectives
 - Building good relationships with state & local municipalities
 - Gas Operations support
- Construction Practices
 - Gas line installation requirements
 - Permitting / restoration
- Operating Specifications
 - Line pressure
 - Pipe size & material



Next Steps

- Continued Outreach
 - Additional presentations to municipal officials, town boards
 - Outreach to potential customers
- Regulatory Approval
 - PUC Docket [DG 15-442](#)
- Work with Municipal Officials



Questions

