



Liberty UtilitiesSM



Liberty Utilities Natural Gas Franchise Windham

October 5, 2015

Speakers

Michael Licata

Director, Government and Community Relations

William Clark

Business Development Professional

Richard McDonald

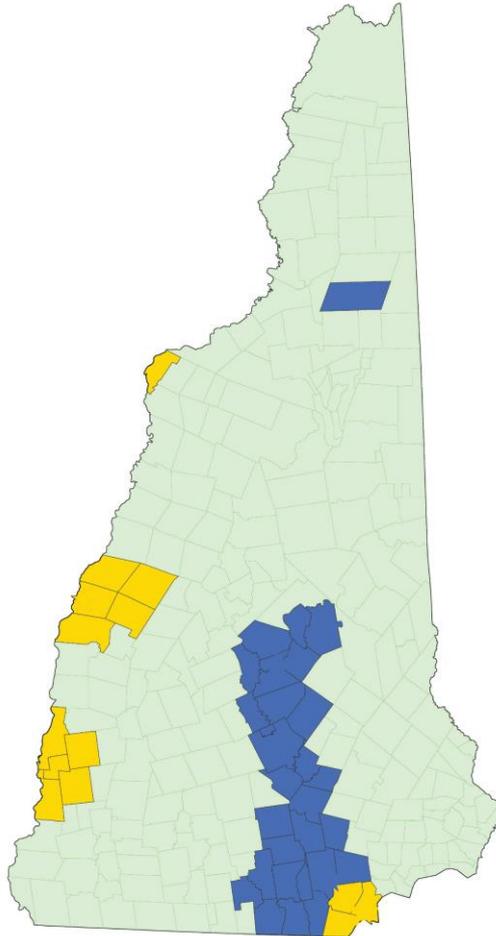
Director, Gas Operations

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, including Windham
- 43,000 customers in New Hampshire, 700 in Windham
- 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

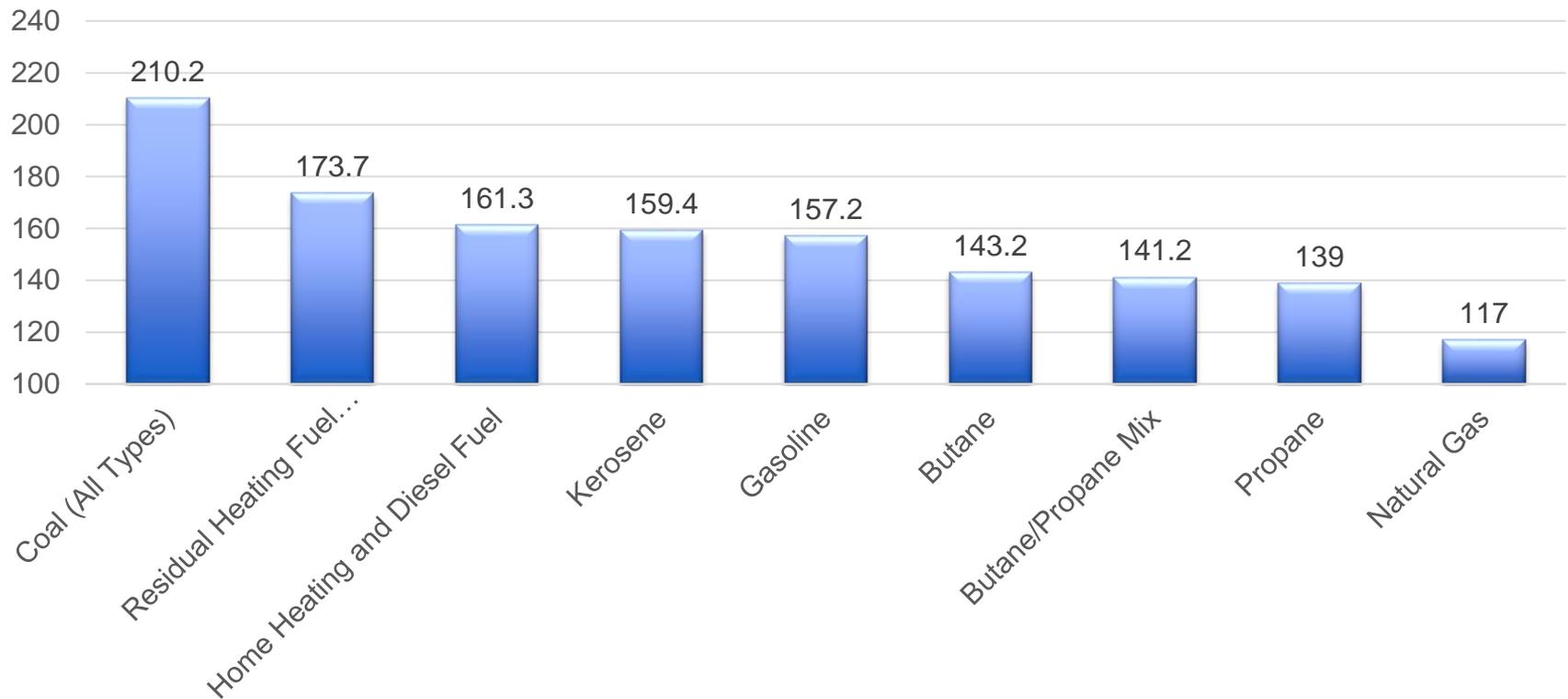
Natural Gas vs Other Fuels

- 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



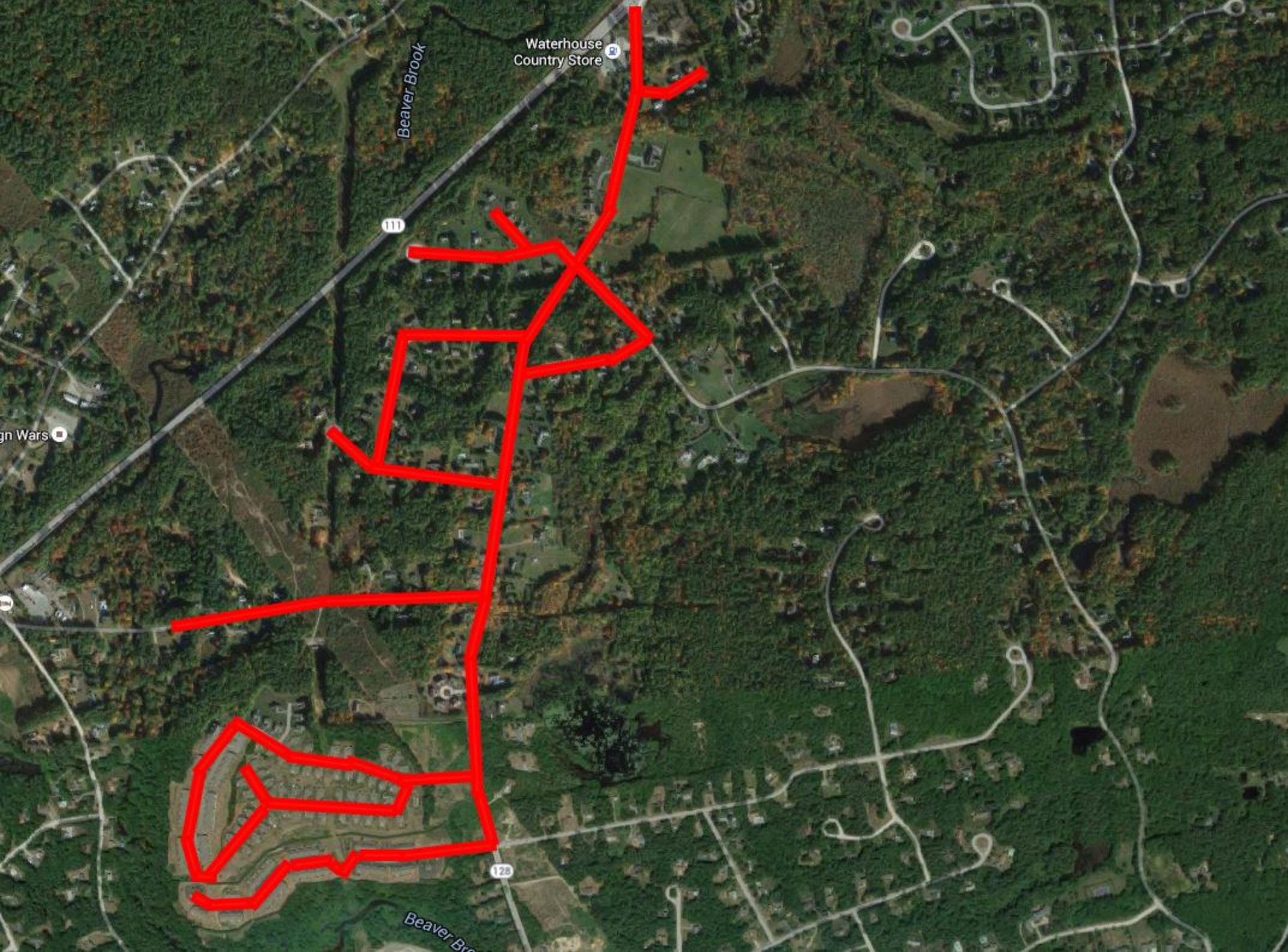
Costs

- New customers will be treated the same as all other EnergyNorth customers. Line extension policy, Cost of Gas rate and delivery rate
- Gas operations center located on Bridge Street in Nashua
- Customer walk-in centers on Buttrick Road in Londonderry and Lowell Road in Salem

Natural Gas vs Other Fuels

- Safe
- Reliable
- Low cost
- Convenient

Current Heating Fuel Values - Updated September 9, 2015			
Fuel Type	Price/Unit	Heat Content Per Unit (BTU)	Price Per Million BTU
Fuel Oil (#2)	\$2.23/Gallon	138,690	\$16.05
Propane	\$2.54/Gallon	91,333	\$27.79
Kerosene	\$3.07/Gallon	135,000	\$22.75
Natural Gas 1st Tier (<20 Therms)	\$0.78/Therm	100,000	\$7.84
Natural Gas 2nd Tier (>20 Therms)	\$0.72/Therm	100,000	\$7.24
Wood (Bulk Delivered Pellets)	\$251.38/Ton	16,500,000	\$15.24
Wood (Cord)	\$325/Cord	20,000,000	\$16.25
Electricity	\$0.14/kwh	3,412	\$41.55



Beaver Brook

Waterhouse
Country Store

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Beaver Bro

Liberty Sales Team

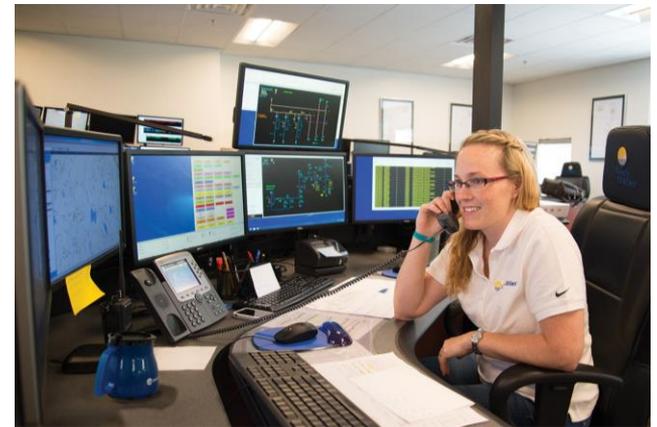
- Located in Manchester
- Dedicated staff of 10 representative ready to speak with you about the benefits of converting your home or business to natural gas

We Make the Process Easy

- Energy efficiency rebates will be available
 - Incentives for installing qualified energy savings products
 - Turnkey solutions to identify savings opportunities
 - Education and workforce training
 - 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
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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
- 2012 AGA Safety Achievement Award
 - Lowest reportable motor vehicle accidents



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
 - Meetings and outreach with potential customers
 - Additional presentations to municipal officials, town boards, chambers of commerce
 - Regulatory Approval
 - Public Utilities Commission Docket [DG 15-362](#)
 - Work with Municipal Officials
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Questions

