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# Natural Gas:

## *Coming to Your Neighborhood Soon?*

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## Natural Gas and The Connecticut Comprehensive Energy Strategy

*Governor Dannel Malloy: “Focusing on innovative approaches to energy efficiency – cost effective renewable power, smarter building management, and expanded use of low-cost natural gas, we are reducing consumer costs, making the state more competitive, and creating good jobs with good benefits.”*

*Press Release, State of Connecticut, Governor Dannel P. Malloy, February 19, 2013*





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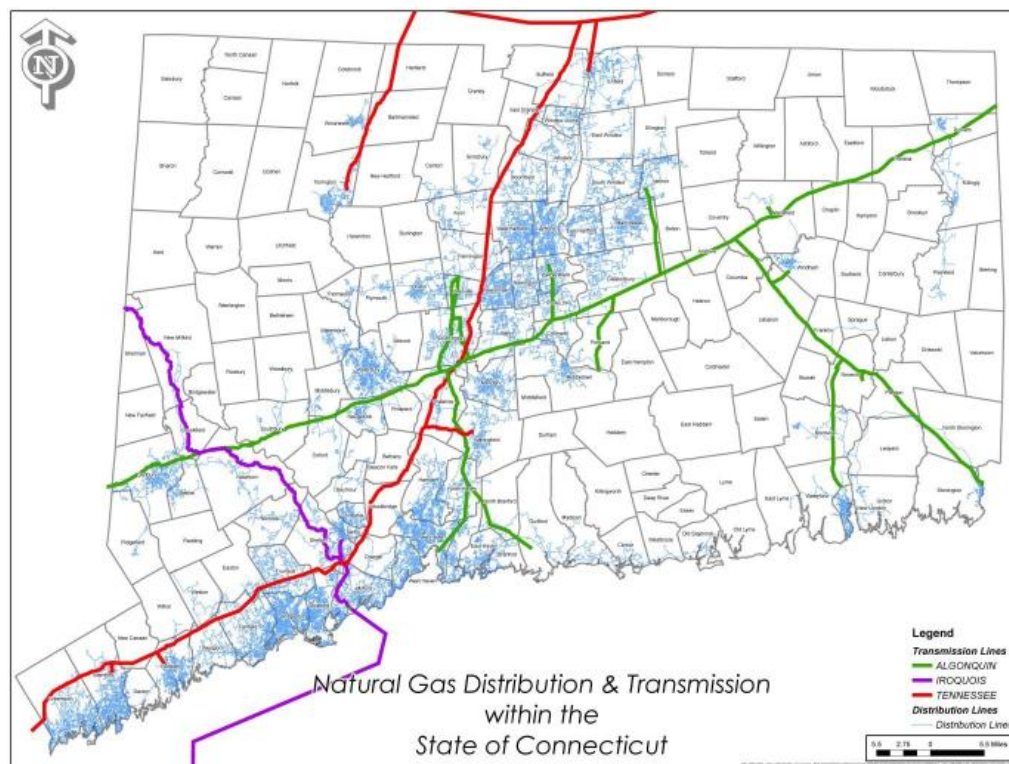
# Natural Gas Expansion Plan

## Timeline

- June 14<sup>th</sup> - CNG, SCG and YG filed Joint Plan with DEEP and PURA
- Recently completed PURA hearings
- Final Decision expected November 21<sup>st</sup>

## Highlights

- Increased supply from gas transmission system and LNG upgrades
- 900 miles of new gas mains (many to 'anchor loads')
- 280,000 new gas customers statewide over a ten year period





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# Natural Gas Opportunity by Customer Segment

## Segment A

- 180,000 On-Main and Low-Use customer prospects
- Very cost effective due to low conversion costs

## Segment B

- 90,000 viable off-main prospects
  - Anchor customers with high energy consumption
  - Residential clusters with proximity to gas main and other potential customers

## Segment C

- Almost half of CT residences are unlikely prospects for gas conversion
  - At this time, their distance from gas mains limits opportunity
  - Drive this segment to broader and deeper participation in Conservation & Load Management programs



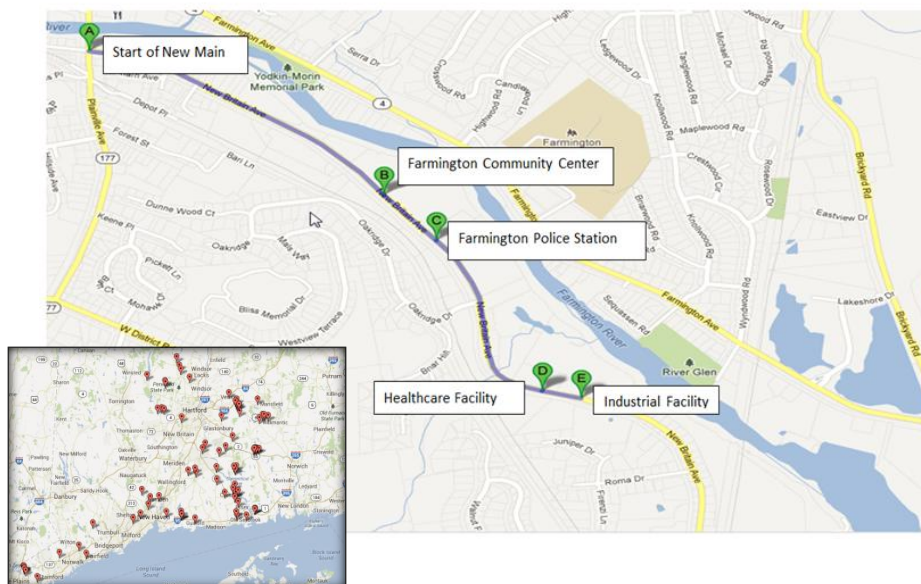


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# Segment B Prospects

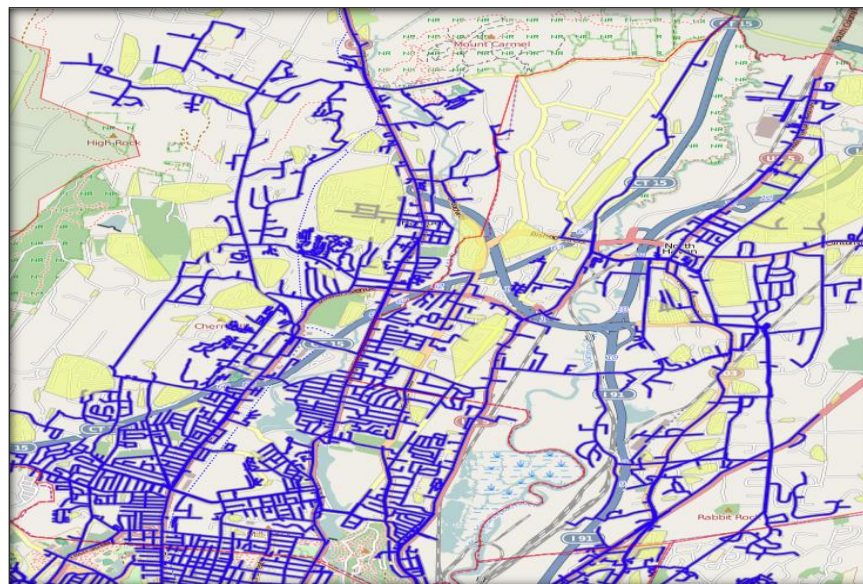
## Anchor Customers

New Britain Ave. Expansion, Farmington CT, 1.5 miles, 162 Residential Prospects



- ❓ Municipal buildings, schools, factories, health care facilities, etc.
- ❓ Cost-effective expansion of gas distribution system which, in turn, allows access for other prospects

## Residential Clusters



- > Create clusters and rank densities of homes for proactive expansion into neighborhoods
- > CES tools – Hurdle rate model, projection of future participation, financing, etc. will help to accelerate expansion







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# Is Gas Available in my Neighborhood?

External website for customers to determine if they are near gas main

- Based on CES Segments –Segment A- Yes, Segment B - Maybe, Segment C - No

Internal Customer Analysis & Mapping Tool

- Overlay of SCG and CNG gas distribution system and municipal premise data
- Allows expedited assessment of off-main expansion potential





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# Tools to Implement Gas Growth

- Maximize manufacturers' rebates
- Develop a contractor partnership program
- Provide residential conversion credits
- Launch new financing options
- Maximize rebates from energy efficiency
- Eliminate customer contribution
  - no charge 150 feet from main
  - include future load additions



# For More Information

- “Get Connected!” Initiative
  - [www.facebook.com/getconnectedct](http://www.facebook.com/getconnectedct)
  - [www.twitter.com/getconnectedct](http://www.twitter.com/getconnectedct)
- Energize Connecticut
  - [www.energizect.com/businesses](http://www.energizect.com/businesses)
- LDC Websites
  - [www.cngcorp.com](http://www.cngcorp.com)
  - [www.soconngas.com](http://www.soconngas.com)
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- Call your Account Manager or Sales Representative







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# Contact Information



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