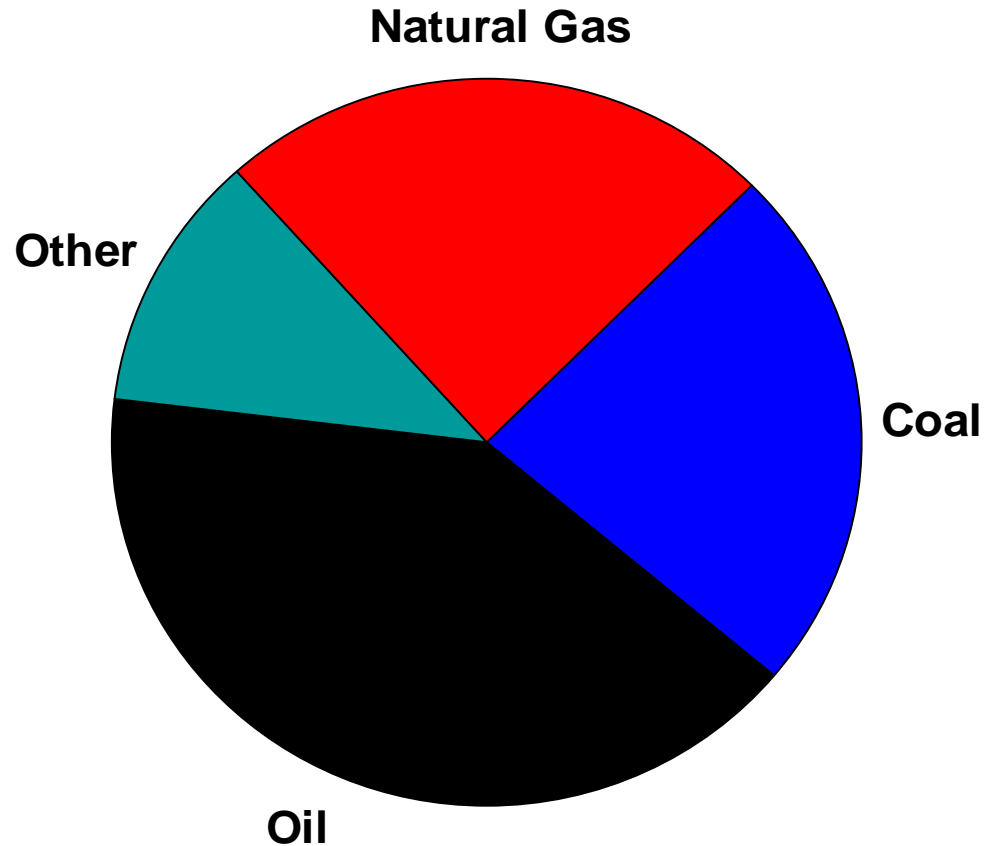


Excess is Out Programs

Colorado

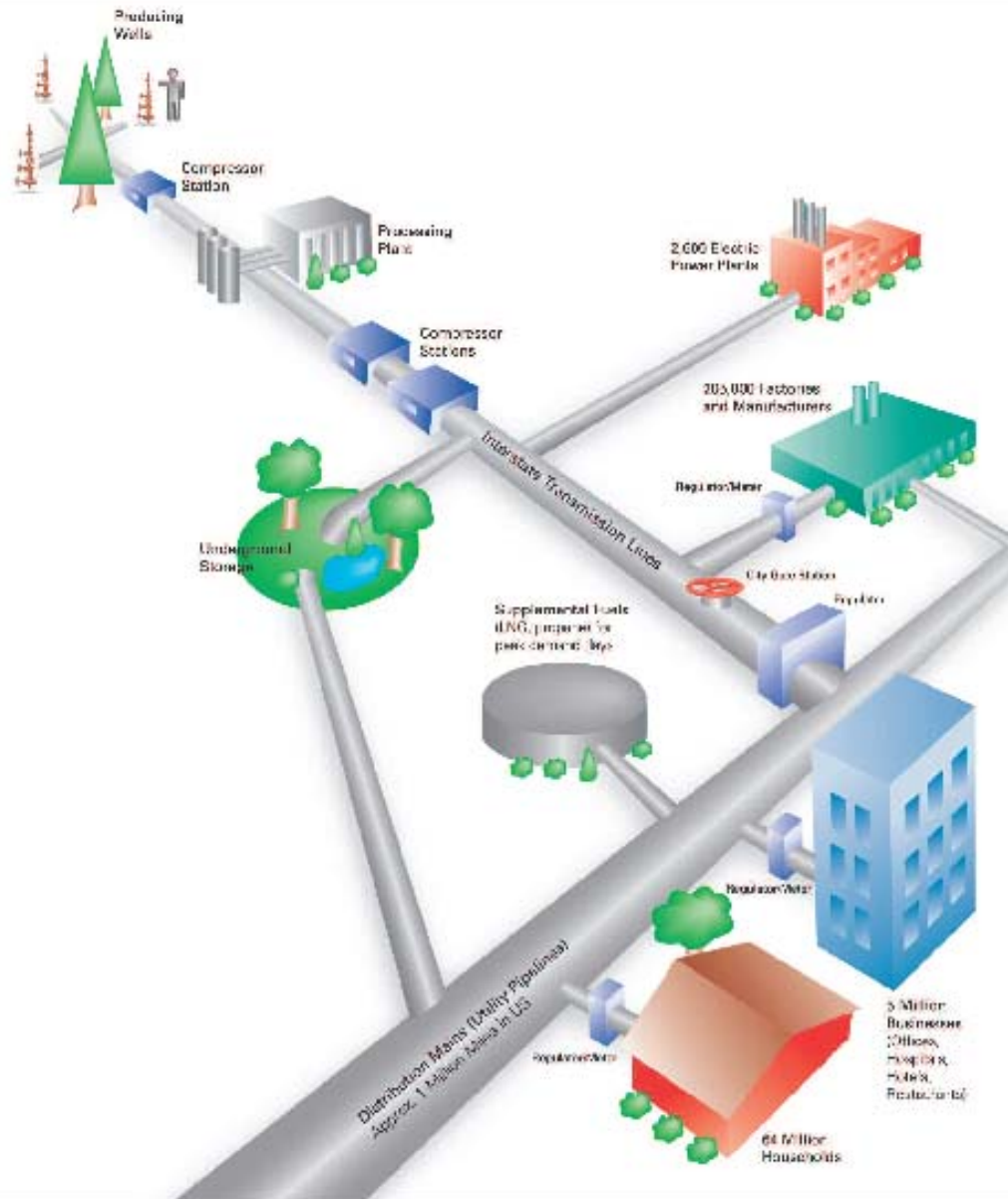
Paul Smith
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Natural Gas Accounts for Roughly One-Fourth of U.S. Primary Energy Consumption

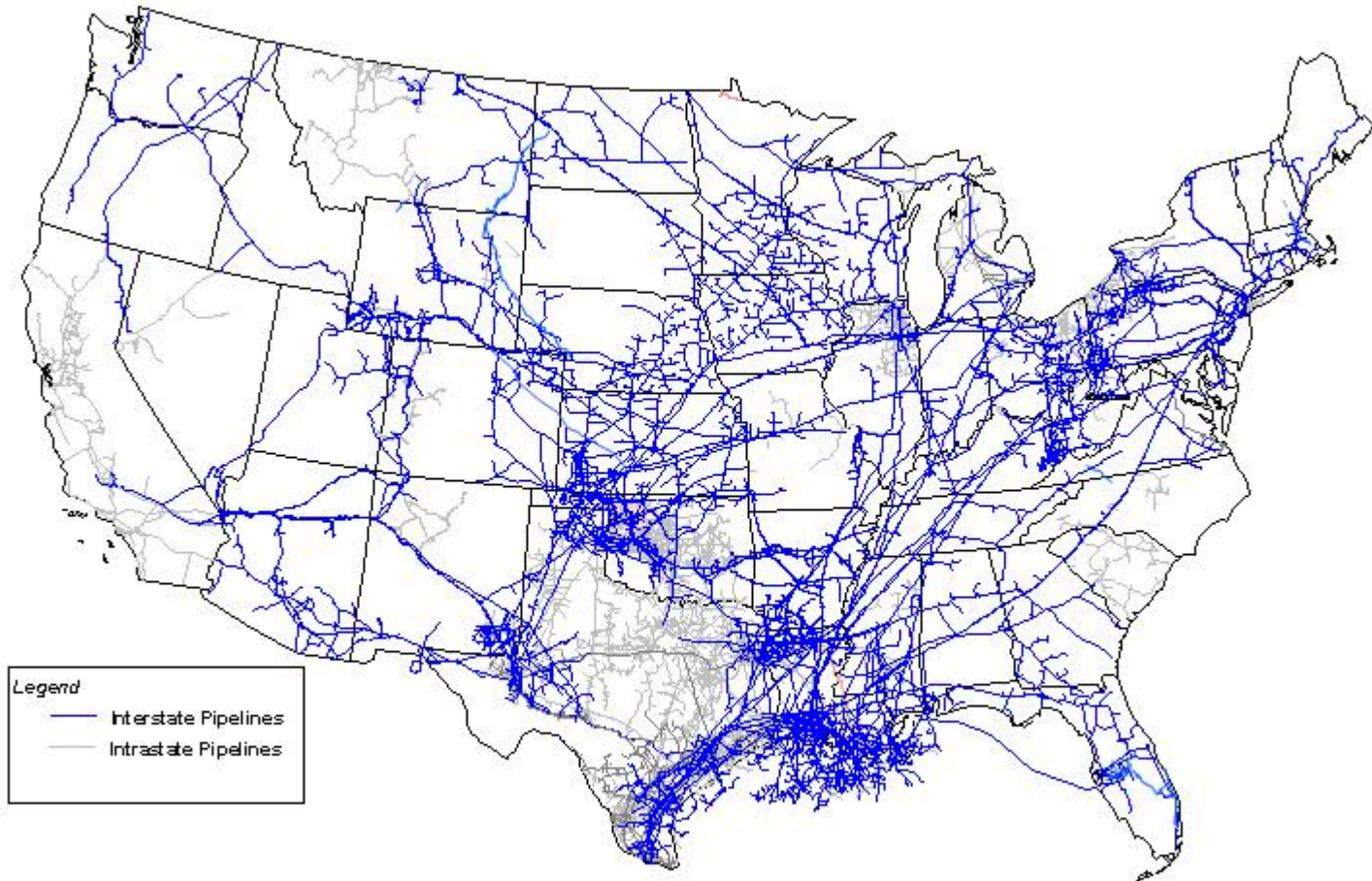


Source: Dept. of Energy, Energy Information Administration

Natural Gas Transportation System

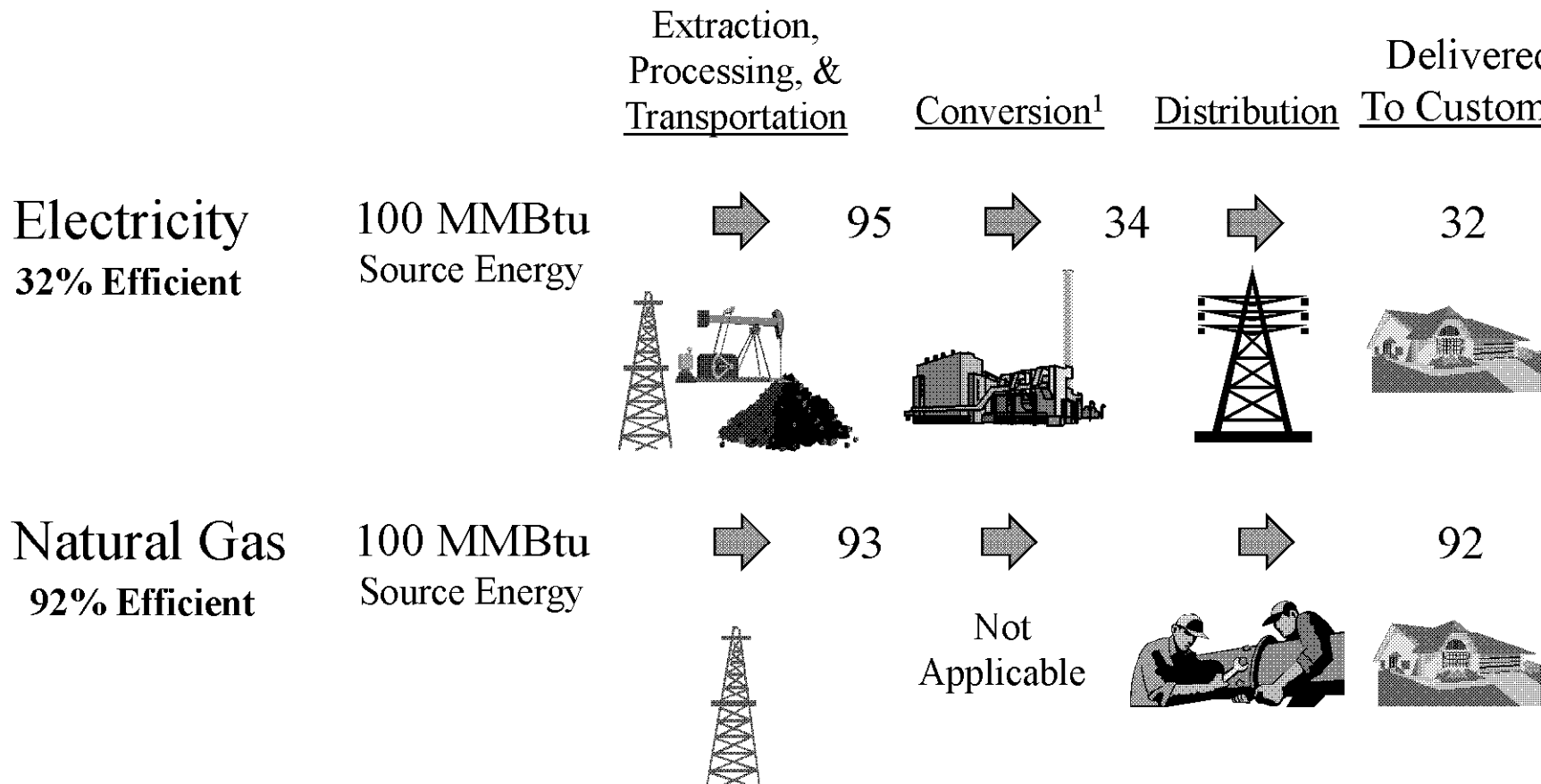


U.S. Natural Gas Pipeline



Source: Energy Information Administration, Office of Oil & Gas, Natural Gas Division, Gas Transportation Information System

National Average Source Efficiencies Delivered to Customers (%)



1. Based on 2005 actual generation mix of all energy sources

Gas Versus Electricity Usage

	Therms of Gas		Kwh of Electricity	
Clothes Drying	34		996	
Cooking	22		645	
Water Heating	170		3,985	
Furnace	604		14,158	
Total	830		19,783	
Lbs of Carbon per billion btu of Natural Gas			117,000	
Lbs of Carbon per KWH for Colorado			1.7671354	lbs/kwh

Gas Versus Electricity Cost

	Gas Cost	Electricity Cost	Savings From using Natural Gas
Clothes Drying	\$ 30.99	\$ 90.26	\$ 59.27
Cooking	\$ 20.05	\$ 58.40	\$ 38.35
Water Heating	\$ 154.94	\$ 361.02	\$ 206.08
Furnace	\$ 550.49	\$ 1,282.69	\$ 732.20
Total	\$ 756.47	\$ 1,792.37	\$ 1,035.90
Natural Gas	\$0.9114 per therm		
Electricity	\$0.0906 per kwh		

Gas Versus Electricity Carbon

	lbs of Carbon Natural Gas		Lbs of Carbon Electricity		Carbon Savings From using Natural Gas
Clothes Drying	398		1,761		1,363
Cooking	257		1,139		882
Water Heating	1,989		7,042		5,053
Furnace	7,067		25,019		17,952
Total	9,711		34,960		25,249

Colorado Programs - February 2009

- Efficient Equipment Rebate Program
 - Goal is 1400 Rebates per year on Average
- Energy Audit Program
 - Goal is 250 per year
- Custom Energy Efficiency Program
 - Goal is 6 Custom Projects per Year
- Income Qualified Program
 - Goal is 385 Customers per year

Efficient Natural Gas Rebate Program

- Customers check to see if item qualifies
- Purchase and Install Measure
- Submit Receipts and Rebate Form
- Vendor confirms eligibility, processes rebate, sends check, bills SourceGas monthly



Colorado Efficient Equipment Rebate Program

Measure	Efficiency Level	Incentive
Furnace	92%-93.9% AFUE	\$200
	94%+ AFUE	\$300
Boiler	84%+ AFUE	\$150
Proper sizing of furnaces/boilers	Proper sizing criteria	\$50
Hot water heater	Tank EF 0.62+	\$50
	Tankless	\$300
Programmable thermostat	All	\$25
Insulation	All (assuming starting attic <R-20 and wall of R-0)	50% of cost, up to \$1,000
Miscellaneous hot water insulation and infiltration measures	Tank wrap, pipe wrap, caulk, etc.	\$25, based on minimum purchase of \$40
Infrared heating	All	\$500

Energy Audit Program

- Customer Calls to Request an audit
- Audit Scheduled within 30 days
- Auditor Completes Evaluation and delivers audit results recommendations
- Auditor installs low cost measures
- SourceGas is billed for Audits and Measures

Energy Audit Program

Component	Measure	Eligibility Rating	Proposed Incentive
Energy Audit	Energy Audit	NA	\$200 Cost, SourceGas will pay \$124 Geo pays \$25, Customer Cost is \$51
Direct Installation Measures	Low-flow showerhead	2.0 Gallons Per Minute (GPM)	Full cost
	Low-flow aerators	1.5 GPM	Full cost
	Hot water blanket	NA	Full cost
	Water pipe insulation	R-4 Insulation	Full cost
	Programmable thermostat	ENERGY STAR	Full cost, less customer co-pay
Weatherization measures	Infiltration measures	NA	\$25 rebate on minimum \$40 customer investment
	Insulation	All (assuming starting ceiling <R-20; wall R-0)	50% of cost, up to \$1,000

Income Qualified Program

- Customer Calls 1-866-Heat-Help
- Eligibility is confirmed
- Referred to proper income qualified program or back to rebate or audit program
- Contractors deliver services and bill Sourcegas monthly

Income Qualified Program

- Single Family Homes – GEO
 - 3 Tiers of Service-Kits or WAP agencies
- Multifamily Homes- EOC
- Energy Efficiency Kits-SourceGas

Custom Energy Efficiency Program

FREE WALKTROUGH AUDITS

CO-PAY FOR COMMERCIAL AUDITS/ENGINEERING STUDIES

ANY MEASURE THAT IS COST EFFECTIVE

- High-efficiency gas heating system
- Boiler/burner improvements
- Heating system improvements
- Water heating system improvements
- Gas-fired process equipment improvements
- Control improvements
- Heat recovery
- Ceiling/wall insulation

New Programs/Changes-January 2011

- Efficient Equipment Rebate Program
 - Integrated Space and Water Heat, Duct Insulation and Maintenance Package, Furnace Maintenance, Commercial Boiler, Commercial Cooking
- Low Cost Residential Water Savings Kits
- Energy Audit Program-Decreased Goal
- Income Qualified Propane Conversions
- Custom Efficiency Program-Expanded
- Reviewing Other Offerings (Opower, Apogee, Resource Action Programs)

Colorado Programs - Goals

- Easy for Customers to Understand
- Easy for Customers to Participate
- Easy for Contractors to Understand
- Easy for Contractors to Participate
- Low Administrative Costs
- Be able to react to market and change incentive levels and requirements

Questions?

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