



Energy to do more

Converting Your Business To Natural Gas

Think About Energy Briefing

Bruce Davis, Regional Manager

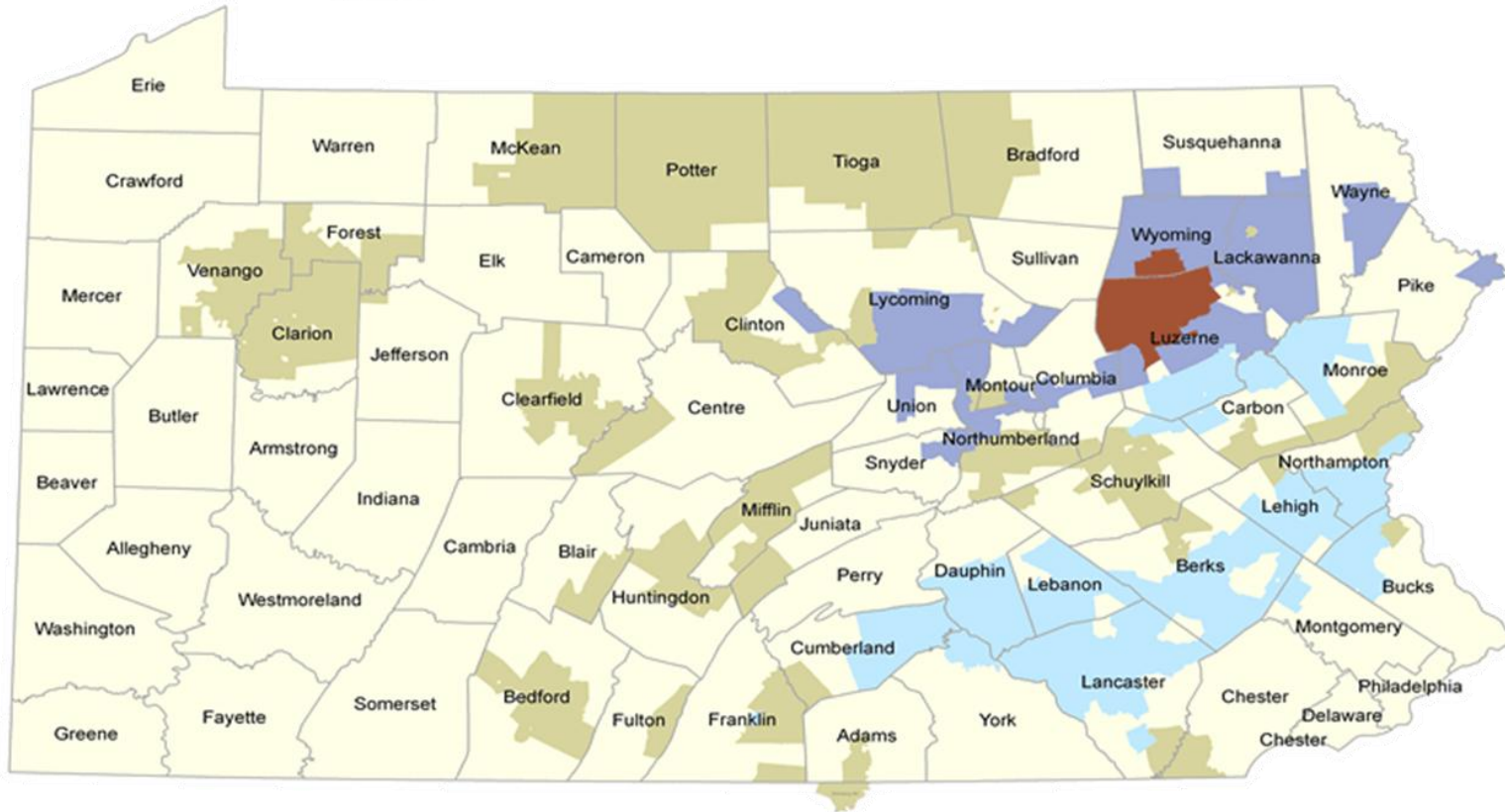
UGI PNG, Inc.

- An Introduction to UGI
- Why Switch to Natural Gas?
- UGI's Growth Initiatives
- Examples




Introduction To UGI

Our Service Territory



Legend

- | | |
|--|---|
|  UGI Central Penn Gas, Inc. |  UGI Gas Utilities, Inc. |
|  UGI Penn Natural Gas, Inc. |  UGI Electric |

UGI Is A Leading Gas Utility In PA



Total Gas Customers	613,000
UGI Penn Natural Gas	166,000
UGI Central Penn Gas	81,000
UGI Gas	366,000
Total UGI Electric Customers	62,000

- 89% Residential
- 11% Industrial/Commercial
- Total Annual Gas Sales: ~ 154 BCF (billion cubic feet)
- Total Annual Electric Sales: ~ 970 GWH (millions of kilowatt hours)
- UGI Utilities Gas Main Infrastructure: ~ 12,000 miles



Energy to do more

Why Switch To Natural Gas?

- Unique Situation
 - Oil prices remaining high
 - Gas prices at historic lows
 - Gas is an American/Pennsylvania fuel
- Economics
 - Oil prices this past winter
 - \$3 to \$4 per gallon (\$21 to \$29 per Mcf)
 - Natural gas prices (commodity & distribution)
 - \$8 to \$11 per mcf

Get A Personalized Estimate Using Our Fuel Cost Comparison Calculator



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UGI Utilities & UGI Penn Natural Gas: (800) 276-2722
UGI Central Penn Gas: (800) 652-0550

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[UGI](#) | [Gas For Business](#) | Fuel Cost Comparison Calculator



Fuel Cost Comparison Calculator: Business

Our calculator compares annual energy costs for oil or propane to natural gas. Enter your information and then click "Finish" to see your results.

What is your current fuel type?

#2 Oil Propane

(If electricity is your primary fuel a UGI Representative will need to visit your location to complete a detailed rate and energy use evaluation to request a visit from a UGI Representative.)

What is the age of your current equipment?

10 years or less 11 to 19 years 20 years or more

(If unknown, please select "11 to 19 years".)

What is your annual fuel consumption (in gallons)?

Gallons

What is your current or future average fuel cost?

Dollars per gallon

Calculate Now ▶

www.ugi.com/businesscalculator

[UGI](#) | [Gas For Business](#) | Fuel Cost Comparison Calculator



Fuel Cost Comparison Calculator: Business

Your Inputs

#2 Oil (Current Fuel Type)
11 to 19 years (Current Equipment Age)
5,000 gallons (Annual Fuel Consumption)
\$4.00 (Average Fuel Cost)

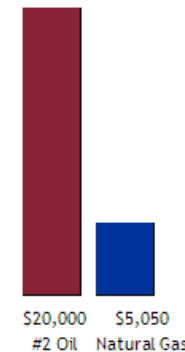
Your Results

Calculated Current Annual Fuel Cost: \$20,000
Calculated Annual Natural Gas Cost: \$5,050
Estimate of Annual Savings: \$14,950

◀ start over

◀ adjust choices

Cost Comparison



Is Gas Available?

Learn More About Natural Gas

- Utility Consultation Includes:
 - Infrastructure at the site
 - Is the infrastructure able to support the load and pressure/volume?
 - Do facilities need to be upgraded?
 - Applicable tariff rate
 - UGI to provide cost analysis based on historic oil, electric or propane consumption
 - Work with Consulting Engineers
 - Permitting required - Environmental/PADOT
 - Coordinate Utility Project Requirements with HVAC Contractor

Growth Initiatives

- Converted government facilities and schools to clean-burning gas within the last five years
 - ~ 15 government facilities
 - ~ 20 schools
- Nine UGI customers installed combined heat and power systems within the last five years
 - Carbon savings of nearly 72,000 tons of CO₂
- Since 2008 UGI converted over 31,500 households and 45 large C&I facilities, and invested over \$40 million annually to extend service to new customers
- In 2014, the 31,500 households that converted to natural gas will save approximately \$47,250,000!!!
- Overall carbon savings equivalent to removing 55,000 cars from the road

- The UGI Growth Extension Tariff (GET) is designed to provide natural gas service to unserved or underserved areas
- Available as a 5-year pilot to customers of UGI Utilities
- GET Gas customers will pay a monthly surcharge over a 10-year period to cover the cost of the main extension
- UGI designates an additional \$15 million each year for five years for this program



Visit www.ugi.com/getgas

Examples

Altadis USA produces tobacco sheets for several cigar brands and produces sheet materials for food and laundry applications.

- Project Type: Oil to Natural Gas Conversion
 - Consumed over 1.4 million gallons of #6 oil annually
- Project Highlights:
 - Over 4 miles of gas main installed to serve residential and commercial customers in the area
 - Private ROW's acquired
- Results:

Consumes over 250,000 Mcf in natural gas annually



- Project Type: Oil to Natural Gas Conversion
 - Asphalt Manufacturer
 - Consumed 175,000 gallons oil annually
- Project Highlights:
 - 2,200' 4" IP main extension
 - Customer provided trench and backfill on property
 - State permit
- Results:
 - 20,000 Mcf annual natural gas consumption



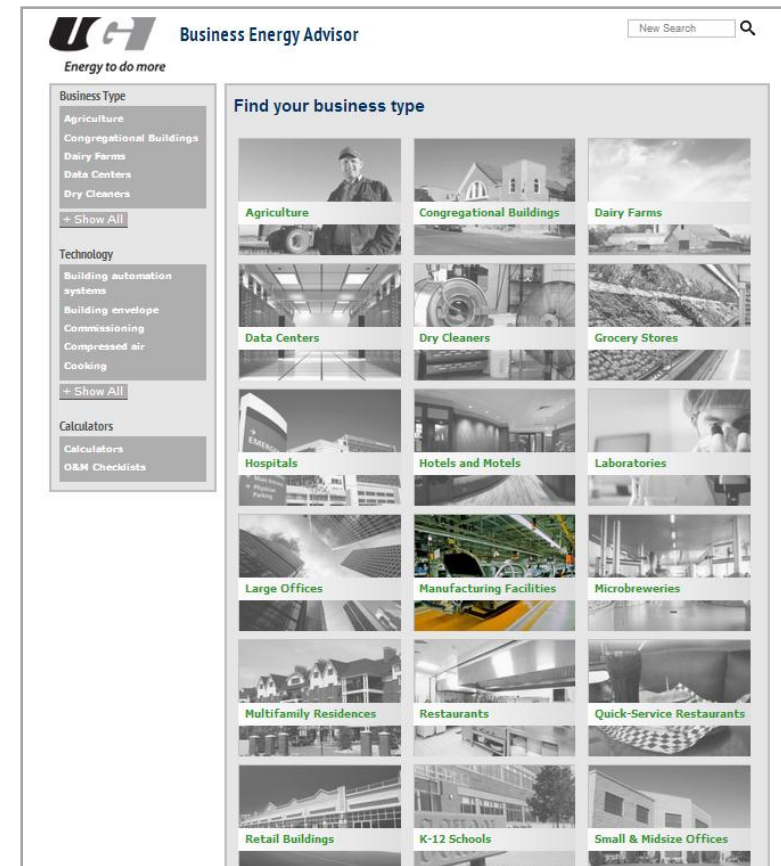
Mericle Commercial Real Estates Services has developed more than 16 million square feet of industrial, flex, and office space along Pennsylvania's I-81 Corridor and lists 30 Fortune 1000 firms among its many tenants.

- Attract new commercial/industrial operations to Northeast Pennsylvania.
 - In the last six years attracted 80 Companies that occupy 6.5 million square feet and created or retained 7,300 jobs.

Center Point Ind. Park



- Fuel Cost Comparison Calculator
 - Compare fuel costs for your business
www.ugi.com/businesscalculator
- Check for Natural Gas Availability
 - Find out if natural gas is available to your business
www.ugi.com/gasavailability
- Business Energy Advisor
 - Get energy savings advice specific to your industry and type of use
www.ugi.com/energyadvisor
- Our Blog, *UGI Connection*
 - Read real life examples from other businesses who have made the switch
<http://blog.ugi.com>



Thank You

Bruce Davis

Regional Manager

UGI Utilities

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