What does Columbia do?

Delivering Gas to More than 415,000 Customers

- **Delivers natural gas from city gate to house or business**
  - Install, repair, replace gas pipelines and service accounts
  - Columbia provides pipeline
  - Others provide gas

- **Not in the business of selling natural gas**
  - No profit on sale of natural gas

- **Gas distribution costs are fixed**
  - It costs Columbia the same to deliver gas in the summer as in the winter

Count on us to deliver
Columbia’s Network of Pipelines

Service Territory
Columbia Supports NGVs

We also support environmentally responsible development of domestic natural gas supplies as a critical element in a clean and sustainable U.S. energy strategy. As a result, supporting the development of the natural gas vehicle market is a good fit for our business.

What are we doing to support NGVs?

• Monitoring the growth of the natural gas vehicle market.
• Facilitating expansion and growth in the market by providing the necessary line extensions and investing in infrastructure improvements to support the development of fueling stations on a wide scale basis.
• Sharing information with our customers on NGV market developments, such as the availability and cost of dedicated NGVs and the availability of public fueling stations.
• Supporting efforts by regulators and legislators to expand the market for NGVs.
• Proposing modifications to existing tariffs and/or policies to support expanded use of NGVs.
Columbia’s Tariff

Rate NGV – Natural Gas Vehicle Service

- Rate schedule available to Natural Gas Fueling stations
  - Allows customer to resale gas for use as a vehicle fuel

- Fully negotiated to fit each station’s needs
  - Can select Firm Sales, Interruptible Sales or Distribution service
  - Negotiated customer and commodity charges

- Customer would collect and pay any taxes associated with public fueling of vehicles
Columbia’s Customers

**NGV Fueling Stations**

- Columbia does not own or operate any NGV fueling stations
- Currently supply six NGV fueling stations in our territory
  - Some public and some private
- Currently working with other potential stations
- Work with customers who want to build stations
  - Assist with location selection where pressure and capacity are available
Columbia’s Customers

Customer Interest and Education

• Columbia receives several questions or inquires per week
  – Individuals or businesses that want to build fueling stations
  – Q&A about NGVs
  – Questions if we offer fueling for NGVs

• We believe the gas utilities should help in educating the public about NGVs
Columbia’s Support of NGVs

Active Support of the NGV Market

• Columbia is an active member in the AGA/ ANGA Drive Natural Gas Initiative
  – An employee is on the steering committee
  – Other employees participate on other committees

• Columbia is an active member of the Pittsburgh Region Clean Cities Coalition
  – An employee is one of the current board members

• Starting a pilot this year to look at the using NGVs in Columbia’s fleet