

ZOOM Logistics:

- All attendees are <u>muted</u>.
- At the bottom of your screen, choose "speaker view" as your viewing option.
- There will be a Q&A session following the presentation.

HOW to ask questions?

- Click "Q&A" button at the bottom of your screen.
- Type in your question.
- The moderator will read your question aloud.







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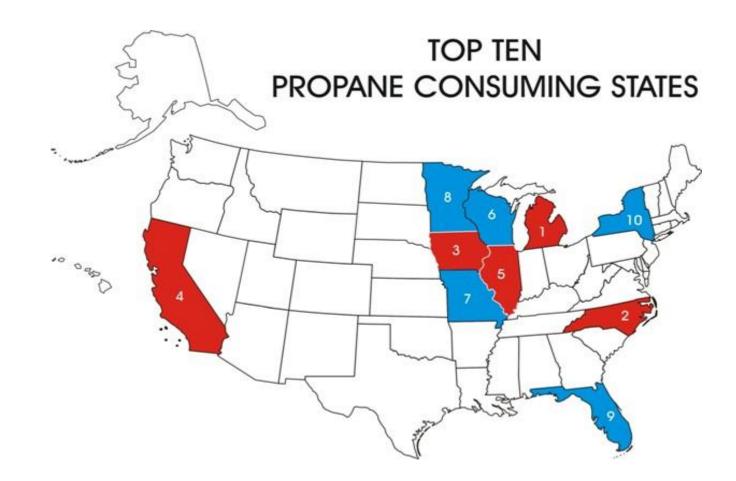
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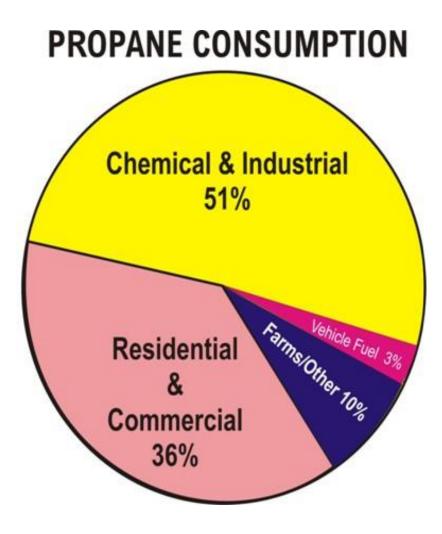
Manager of Large Account Management Piedmont Natural Gas Company



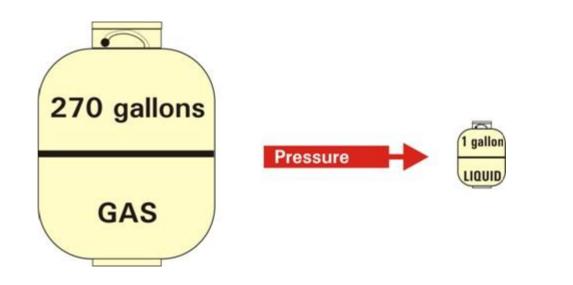




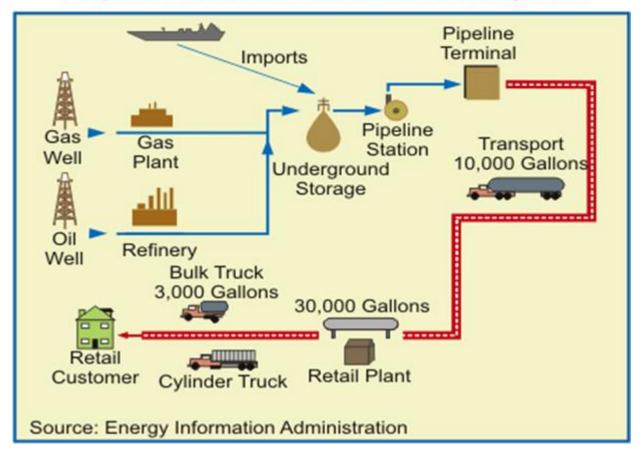




Propane naturally occurs as a gas



However, at higher pressure or lower temperatures, it becomes a liquid



Propane Production and Distribution System





What a Gas Utility Needs to Know

Thermal Value Comparisons

COMPARATIVE THERMAL VALUES	1.00 million Btu	24.0 million Btu	0.0916 million Btu	0.125 million Btu	0.139 million Btu	0.150 million Btu	0.003412 million Btu
Natural Gas	1.000	24,000	91.600	125.000	139.000	150.000	3.412
1000 Btu/cu ft	cu ft	cu ft	cu ft	cu ft	cu ft	cu ft	cu ft
Coal	83.333	2,000	7.633	10.417	11.583	12.500	0.2843
12,000 Btu/lb	lb	lb	lb	lb	ľb	lb	ľb
Propane	10.917	262.009	1	1.365	1.517	1.638	0.0373
91,600 Btu/gal	gal	gal	gal	gal	gal	gal	gal
Gasoline	8.000	192.00	0.733	1	1.112	1.200	0.0273
125,000 Btu/gal	gal	gal	gal	gal	gal	gal	gal
FuelOil#2	7.194	172.662	0.659	0.899	1	1.079	0.0245
139,000 Btu/gal	gal	gal	gal	gal	gal	gal	gal
Fuel Oil #6	6.666	160.000	0.611	0.833	0.927	1	0.0227
150,000 Btu/gal	gal	gal	gal	gal	gal	gal	gal
Electricity	293.083	7,033.998	26.846	36.635	40.739	43.962	1
3412 Btu/kWh	kWh	kWh	kWh	kWh	kWh	kWh	kWh

Energy Conversion Factors
C = 100 M = 1,000 MM=1,000,000
1cf (cu. ft. natural gas) = approx 1,000 Btu
1 therm = 100,000 Btu
10 therms = 1 DT(dekatherm) = 1,000,000 Btu
100 cf = 1 Ccf = 1 therm = 100,000 Btu
1,000 cf = 1 Mcf = 1 DT = 1,000,000 Btu = 1 MMBtu
1 cm (cu. meter) = 35.3 cf
1 Btu = 252.16 calories = 1055 joules



Natural Gas Flow Rate

- Maximum Peak Hourly Flow CFH, MMBTU, CM/Hr, ...
- Average Hourly Flow Rate Steady State Operating Flow

Natural Gas Outlet Meter Pressure

- Pressure from the outlet of the meter to provide proper equipment operation
- Standard Pressures offered are
 - 7-inch water column
 - 2 PSIG
 - 5 PSIG
 - Greater Pressures require engineering analysis and approval

Natural Gas Pipeline Pressure

Average Operating Pressure in the Pipeline System

Standard Distribution Pipeline Pressure is 55 PSI and most of these lines are plastic Pressure varies depending on weather and other conditions

High Pressure Pipeline System Operating Pressures will vary and normally be a minimum of 150 PSI at DENC.

Natural Gas Usage

Estimated Average Monthly Usage

Estimated Annual Usage

Frequently Asked Questions

- How long will it take to provide service?
 - Depends on the size and complexity of the design and the permits needed.
- What is the capacity of the pipeline?
 - Capacity varies depending on weather and other factors. Our answer will be more general(more than adequate for the load...)
- Will there be any cost to provide service?
 - In some cases we can give a qualified answer that is subject to a service agreement with the customer.

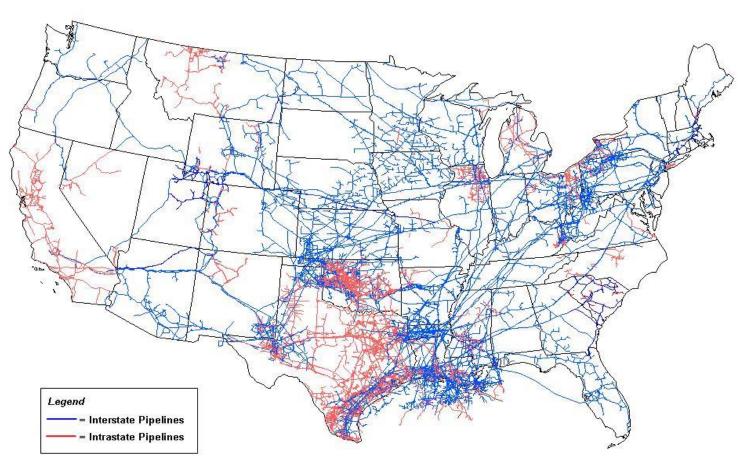
Questions?

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US Pipeline Grid



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



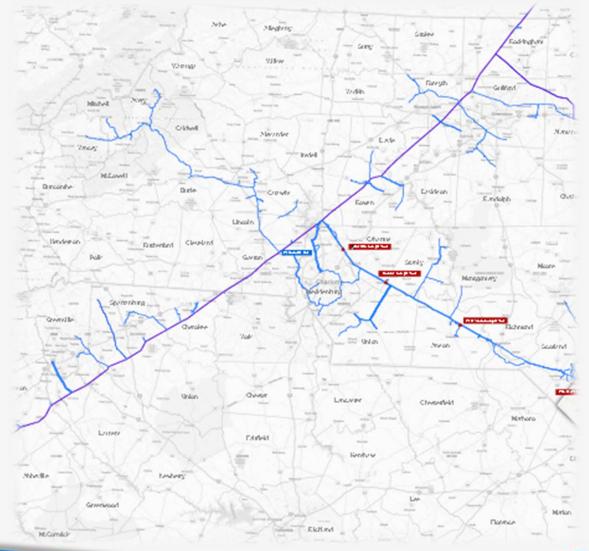
U.S. Shale Gas Plays



Source: Energy Information Administration based on data from various published studies. Updated: May 9, 2011



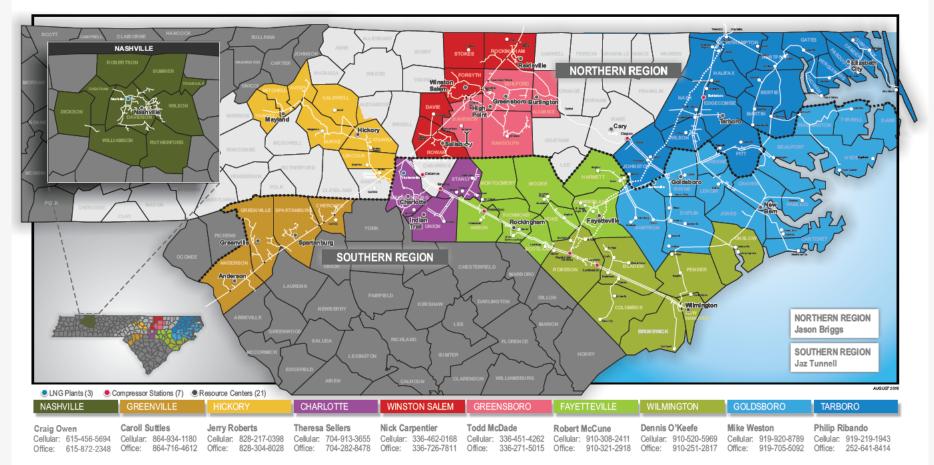
Transco Interstate Pipeline







Piedmont - Major Account Services Territories







Key Reminders When Inquiring About Gas Availability

- A gas line located near a particular site does not necessarily mean that service is readily available without additional infrastructure or investment. The line may or may not have the available capacity necessary.
- The absence of a natural gas line does not necessarily mean that Piedmont is unable to serve that site. We can always confidentially explore options with prospects to expand infrastructure to the site





Comfortable, Affordable, Reliable, Efficient



- Many natural gas appliances, and some industrial equipment, will continue to operate without electricity
- Natural gas equipment generally lasts longer
- Distribution systems, being mostly underground, are extremely reliable, efficient and protected



