P.S.C. MO. No. 2 Cancelling P.S.C. MO. No. <u>2</u>4 Original 1st Revised SHEET No. 111 Original SHEET No⊖. 111 {Revised}

Atmos Energy CorporationLiberty Utilities (Midstates Natural Gas) Corp

<u>d/b/a Liberty Utilities</u> FOR – All Areas

Name of Issuing Corporation Community, Town or City

#### PROMOTIONAL PRACTICES

## **RESIDENTIAL SECTOR**

#### **Builder Program**

The intent of the program is to promote the use of natural gas, high-efficiency appliances, and energy conservation measures within the new construction market. The Company may offer the builder and/or the potential homeowner cost comparisons between the utilization of natural gas and alternate energy sources.

The Company may make marketing materials available to the prospective homeowners through the builders. These materials promote the economy of an energy efficient gas home.

## Promotion of High-Efficiency Gas Appliances

The Company may promote the use of high efficiency gas appliances by making available educational material. This material explains the advantages of high efficiency natural gas equipment.

The Company may merchandise the following gas appliances: water heaters, ranges, space heaters, logs, gas lights, clothes dryers, and grills, among various others. The Company may offer merchandise financing to Customers, enabling them to make payments on their gas bills. The annual percentage rate of interest will not be on terms more favorable than those generally applicable to sales by non-utility dealers.

## **Dealer Program**

The Company may offer builders, heating contractors, etc., upon request, cost comparisons between the use of natural gas and alternate fuels.

The Company may develop and implement various cooperative advertising programs to be made available to builders, developers, heating contractors, etc. Cooperative advertising funds supplied by the Company are limited to one-half of the reasonable cost or value of joint advertising.

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name of officer

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sr. Director, Rates and Regulatory Affairs

Joplin, Mo

address DATE OF ISSUE: March 1, 2007\*

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#### PROMOTIONAL PRACTICES

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#### PROMOTIONAL PRACTICES (continued)

## **RESIDENTIAL SECTOR (continued)**

## Real Estate Program

This program is used to educate real estate agents and brokers through periodic meetings with individual realty companies or realty associations. During the meetings, the Company exhibits photographs of various applications for natural gas equipment, makes verbal presentations on how to better serve real estate agents and brokers, and demonstrates the benefits of using natural gas in the home. Educational handout materials are also available for each participant.

#### Promotion of Gas On-Main

Through the Company's on-main conversion program, we communicate the advantages and benefits available to prospective Customers who convert to natural gas heating equipment.

This program is targeted toward each prospective Customer who has a gas main accessible to his or her property. Supporting media advertising and awareness materials, such as brochures, can also be utilized.

## **Energy Efficiency and Conservation**

The Company promotes the <u>efficient use and</u> conservation of energy. Upon request, the Company may supply to anyone interested a cost comparison showing the energy savings possible through the use of high-efficiency equipment.

## **Educational Programs**

The Company engages in an educational process to familiarize the communities we serve with the benefits of natural gas by providing educational materials, literature, and programs to community schools, civic groups and other community organizations, supports in partnership with the EarthWays Center of the Missouri Botanical Garden, the Energy Educators Workshop. The workshop offers teachers the opportunity to enhance their understanding of basic energy concepts, and learn how to connect these topics to principles of energy efficiency, conservation and sustainability.

The workshop is updated annually with new lesson plans and STEM activities, The material is crosscurricular and leveled to meet the needs of multiple grades (elementary, middle, and high school) and correlated to the Show-Me Standards, Common Core and Next Generation Science Standards.

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#### PROMOTIONAL PRACTICES (continued)

Workshop participants Participants are provided with electronic copies of all materials and activities needed to bring the topic of energy to the classroom.

A catalog of AGA Natural Gas Teaching Materials is sent to all schools in our service territory. Any printed material may be ordered free of charge by the schools. The charge for this material is paid by the Company.

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FORM NO. 13 P.S.C. MO. No. 2 Cancelling P.S.C. MO. No. 2 4<sup>st</sup>-2nd Revised SHEET No. 112.1 Original-1st Revised SHEET No. 112.1 (Revised)

Atmos Energy Corporation Liberty Utilities (Midstates Natural Gas) Corp.

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#### PROMOTIONAL PRACTICES (continued)

## **RESIDENTIAL SECTOR (continued)**

Residential Low Income Weatherization Assistance Program ("LIWAP")

#### **DESCRIPTION AND AVAILABILITY:**

This program is designed to provide energy education and weatherization assistance to low income residential customers to assist customers in reducing their consumption and thus reduce their natural gas utility bill. This program component of the Company's Energy Conservation and Efficiency Program shall receive, on annual basis, \$105,000 of the \$150,000 included in base rates, for assistance to eligible low-income customers of AtmosLiberty who use natural gas for space heating. Additional annual funding may be designated for this program in accordance with decisions by the Energy Efficiency Advisory Group ("EEAG").

# TERMS AND CONDITIONS:

- A.) Each year on or before September 1, the Company shall make a payment to the Environmental Improvement and Energy Resource Authority ("EIERA") in the applicable amount for Low Income Weatherization, administered through DNR. The Weatherization funds will then be distributed to local agencies operating within the three geographic areas of the Company's Missouri service territory, which shall utilize the funds to weatherize the homes of Atmos' eligible low income customers who use natural gas for space heating. Each year, the Company will contract with the six Community Action Agencies ("CAAs") in its service territory to administer the LIWAP. These six agencies are:
  - Community Action Partnership of Northeast Missouri ("CAPNEMO")
  - Delta Area Economic Opportunity Corporation ("DAEOC")
  - East Missouri Action Agency ("EMAA")
  - North East Community Action Corporation ("NECAC")
  - South Central Missouri Community Action Agency ("SCMCAA")
  - West Central Missouri Community Action Agency ("WCMCAA")
- B.) The allocations amongst the Community Action Agencies of this \$105,000 will be determined annually by the Company. The Company will transparently inform the CAAs and EEAG of methodologies that lead to these changes, should they occur. The total amount of Company assistance available to each customer shall be determined by the cost effective improvements

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FORM NO. 13 P.S.C. MO. No. 2

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#### PROMOTIONAL PRACTICES (continued)

that can be made to a particular customer's residence and shall average no more than that in DNR's approved Plan with U.S. Department of Energy.

C.) Program funds shall not be used for administrative costs, except costs incurred by the Community Action Agencies that are directly related to qualifying and assisting customers and identifying measures under this program. The amount of reimbursable administrative costs per participating household shall not exceed 15% of the total expenditure for each participating household.

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Atmos Energy Corporation Liberty Utilities (Midstates Natural Gas) Corp

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#### PROMOTIONAL PRACTICES (continued)

## **RESIDENTIAL SECTOR (continued)**

#### **ENERGIZE LIBERTY ATMOS ENERGY-HOMES**

#### PURPOSE:

The Energize <u>Liberty Atmos Energy</u>-Homes <u>is a program is</u> intended to promote energy efficiency for existing residential customers by offering free direct installation of low-cost energy conservation measures and financial incentives for energy audits and the installation of natural gas energy-efficiency measures that improve home energy performance.

Program incentives are structured using a performance model. Participants are eligible to receive rebates covering 100 percent of the cost of an energy audit, up to \$500, as well as additional incentives to offset the cost of eligible building shell upgrades and equipment, if modeled energy savings resulting from the installed upgrades meet the program's energy savings performance levels.

## **AVAILABILITY:**

At annual funding levels determined by the EE Advisory Group pursuant to the General Terms and Conditions set forth at Sheet No. 115, this program will be available to residential owner-occupants of existing, single-family homes located in Missouri who purchase natural gas directly from <u>LibertyAtmos Energy</u>, in accordance with established program guidelines and with the parameters set forth below. Participants are not eligible to receive incentives under both the <u>Liberty Energize Atmos Energy</u> Homes Program and <u>LibertyAtmos Energy</u>'s <u>Efficient Products High Efficiency Equipment Rebate Program</u>, or the DNR's Energize Missouri Homes program.

## **Customer Eligibility Parameters**

Fuel	Gas customer
Building type	Residential, single-family (< 4 units1)
	home

<sup>&</sup>lt;sup>1</sup> Applicants must own the entire building and occupy at least one dwelling unit in the building. (Mobile homes do not qualify, but modular homes positioned on a foundation will qualify.

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ISSUED BY: Mark Martin Vice President Rates and Regulatory Affairs Owensboro, KY

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## PROMOTIONAL PRACTICES (continued)

Building vintage	Existing structure
Building ownership	Homeowner
Customer status	Home is primary residence
Rate schedule	Residential firm service rate

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#### PROMOTIONAL PRACTICES (continued)

## PROGRAM ADMINISTRATION and PROCESS:

The Energize Atmos Energize Liberty nergy Homes program will be administered by local program aggregators, who have met the DNR's requirements. The aggregators' roles will include: serving as regional program contacts; administering program funds; leading marketing and outreach activities; managing program delivery; and providing technical assistance to homeowners and auditors. Liberty or their agent Atmos Energy's existing rebate processing center will be responsible for verifying that customer applications meet program guidelines and requirements, and for processing customer rebates.

Program delivery will be provided by qualified auditors and equipment installers selected, hired, and managed by homeowners. Participating energy auditors must have knowledge of all eligibility requirements, procedures, and all applicable programs terms, conditions and guidelines, and must be certified by DNR or other recognized entity as to their technical and field capabilities.

## QUALIFYING MEASURES AND INCENTIVE AMOUNTS:

This program will promote building, envelope upgrades and other natural gas energy-efficiency measures that best meet customers' individual needs and objectives, providing their project work scope and modeled energy savings meet program eligibility requirements. Whenever possible, energy auditors will directly install natural gas saving measures in the customer's residence at the time of the audit. Where they are recommended, customers will be required to install building envelope upgrades as a first step before investing in larger equipment measures. Typical measures include:

- Direct installation measures: low-flow showerheads, faucet aerators, hot water heater blankets, and programmable thermostats
- \* Insulation: attic, wall, foundation, crawl space, ducts
- Infiltration reduction/air sealing
- High-efficiency heating equipment
- \* High-efficiency water heating equipment
- \* ENERGY STAR windows

CATEGORY	PROGRAM EQUIPMENT	INCENTIVE	CAP
	Implement recommended upgrades to		
Audit	meet minimum Tier I requirements	100% of audit cost	\$500
Direct	all audit participants; where measures		
Installation	are deemed appropriate	100% of measure cost	N/A
	Achieve 10% natural gas savings		
Tier 1	through recommended building shell	35% of eligible project costs	\$2,000
	measures only		
	Achieve 20% natural gas savings		
Tier 2	Recommended building shell measures	50% of eligible project costs	\$5,000
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## PROMOTIONAL PRACTICES (continued)

must be installed before equipment measures

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Atmos Energy Corporation Liberty Utilities (Midstates Natural Gas) Corp

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#### PROMOTIONAL PRACTICES (continued)

# **EVALUATION:**

The program evaluation's primary goal is to document energy savings attributable to the program, assess the program's cost-effectiveness, and to ensure reliability and persistence of the expected impacts.

Atmos EnergyLiberty will work with the program aggregators to ensure appropriate data are collected and tracked to support program evaluation.

### **Efficient Products Program**

## **DESCRIPTION AND AVAILABILITY:**

At annual funding levels determined by the EE Advisory Group pursuant to the General Terms and Conditions set forth at Sheet No. 115, the Company will promote efficient utilization of natural gas for water heating and space heating. The Company will offer rebates for qualifying high efficient equipment, water heating equipment, wifi thermostats, low flow shower heads and natural gas equipment as described below.

The Program is voluntary and each type of rebate is available to any participant. Rebates must be redeemed through the Administrator as part of an online market place or through a rebate application process. Forms will be available at www.libertyenergyandwater.com.

## **DEFINITIONS:**

Administrator – The Company or its Agent will administer this energy efficiency program.

Participant – A customer, under the residential or small general service classes, which is located in Missouri, and elects to purchase energy efficient gas saving equipment as described in this Conservation Effort.

### **REBATES:**

Rebates shall apply to customers purchasing qualifying equipment including wifi thermostats, low flow showerheads, high efficiency rated natural gas furnaces, boilers, combo heating/water heating systems, water heating systems, or other such equipment as may be approved by the Administrator.

Each participant will receive a rebate after the completed rebate form is submitted with proper information.

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PROMOTIONAL PRACTICES (continued)

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#### PROMOTIONAL PRACTICES (continued)

## High Efficiency Natural Gas Water Heating and Space Heating Rebates (continued)

The terms of the rebate are as follows:

<u>Upon receipt of a properly completed rebate form and associated documents, the Administrator will issue a check to the Participant within eight (8) to ten (10) weeks.</u>

The following rebates may be paid to each participant:

- 1) Wi-Fi thermostat a rebate of fifty (\$50) or 50% of the equipment cost, whichever is lower, for a Wi-Fi thermostat.
- 2) High efficiency natural gas furnace a rebate in the following amount for the purchase and installation of a high efficiency furnace unit rated at the following efficiency level:

Efficiency Level	Rebate Amount
AFUE ≥ 92% and < 94%	\$200
AFUE ≥ 94% and < 96%	\$250
AFUF > 96%	\$300

3) High efficiency boiler – a rebate in the following amount for the purchase and installation of a high efficiency boiler rated at the following efficiency level:

Efficiency Level	Rebate Amount
AFUE ≥ 85% and < 90%	\$200
AFUE ≥ 90%	\$300

- 4) High efficiency combination space heating and water heating systems a rebate of four hundred and fifty dollars (\$450) for the purchase of such system. These systems combine the heating system and the water heating system in one piece of equipment.
- 5) Water heating system a rebate in the following amount for the purchase and installation of one (1) water heating system rated at the following efficiency level:

Efficiency Level	Rebate Amount
EF > 0.67 and < 0.82	\$125
EF > 0.82	\$200

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Sr. Director, Rates and Regulatory Affairs

Joplin, Mo address

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#### PROMOTIONAL PRACTICES (continued)

## **COMMERCIAL/INDUSTRIAL SECTOR**

The Company may offer the following services:

<u>Fuel Cost Comparisons</u> – Through the use of fuel cost comparisons, the Company may evaluate the optimal energy to be used for any particular commercial or industrial application.

Equipment Selection – The Company may provide our commercial and industrial Customers up-to-date educational information on the latest technical improvements in gas equipment. This information is communicated to the Customer through the Company's representatives and through industry publications such as Gas Technology Magazine and Food Service Newsletter. Various educational publications similar to those previously mentioned may also be made available to any and all persons of the commercial/industrial sector within our service area. In addition to information on technological advances, these publications provide pertinent safety and energy conservation information.

<u>Energy Consulting</u> – The Company may provide technical information to any Customer, prospective Customer, supplier or other interested party who may be in need of assistance.

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