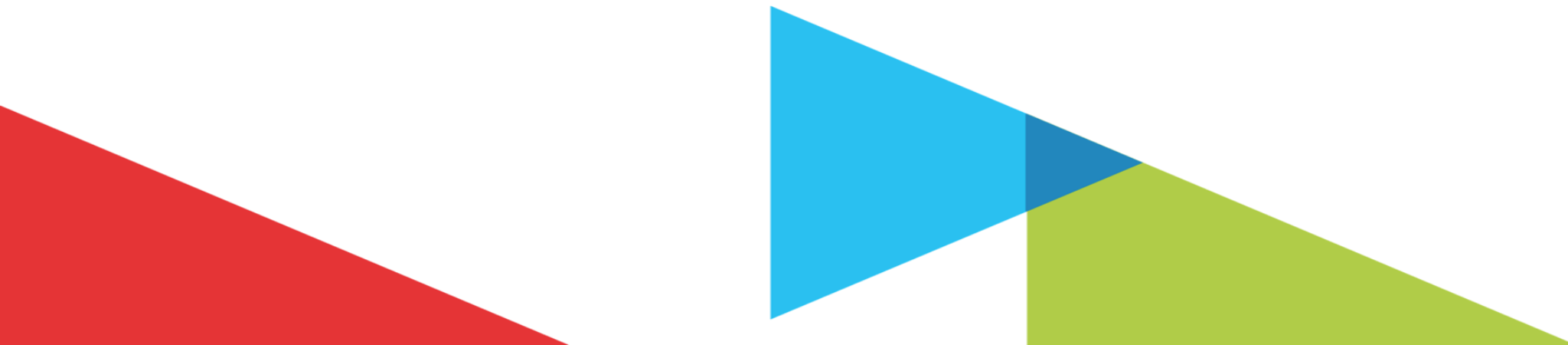


Nicor Gas 2019 Q4 Quarterly Update and 2020 Portfolio Overview

Presented by Chris Vaughn

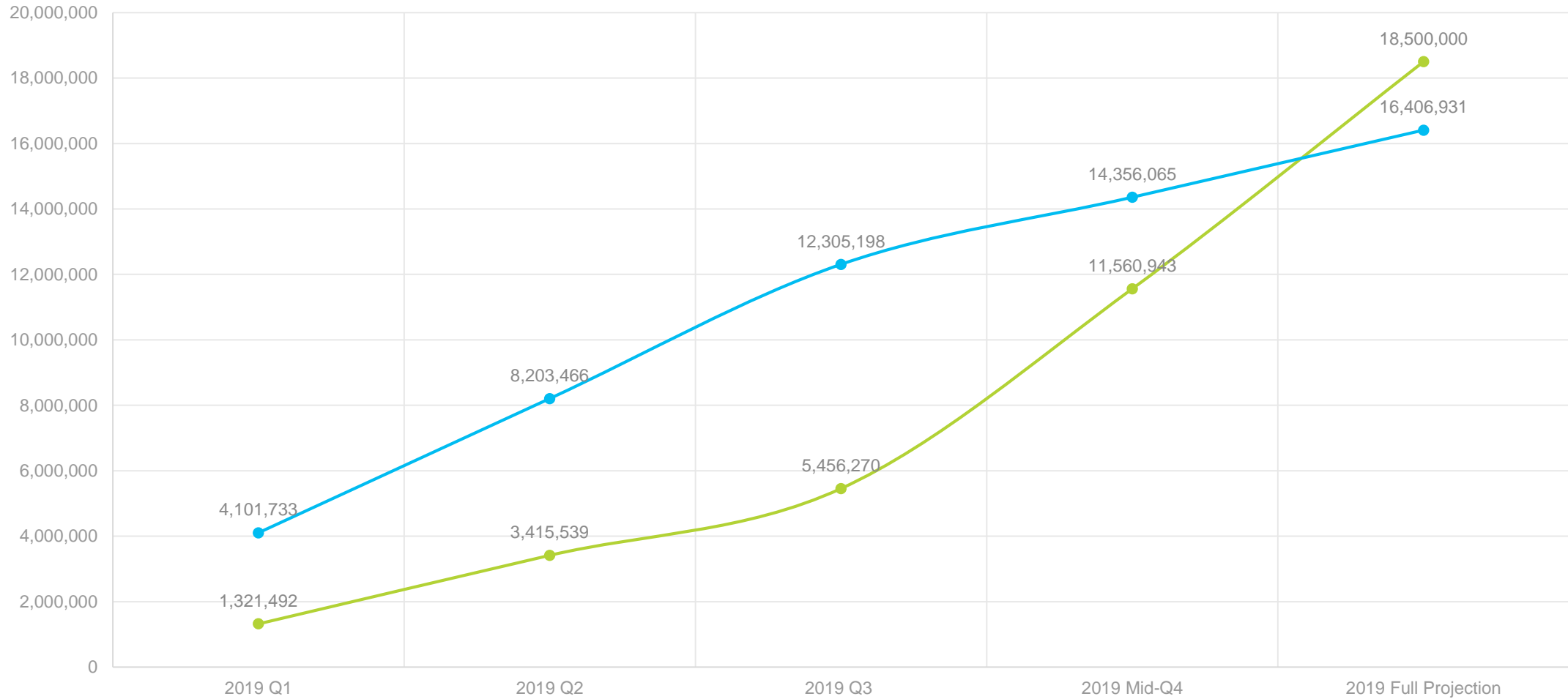
December 9, 2019



Nicor Gas 2019 Progression Chart



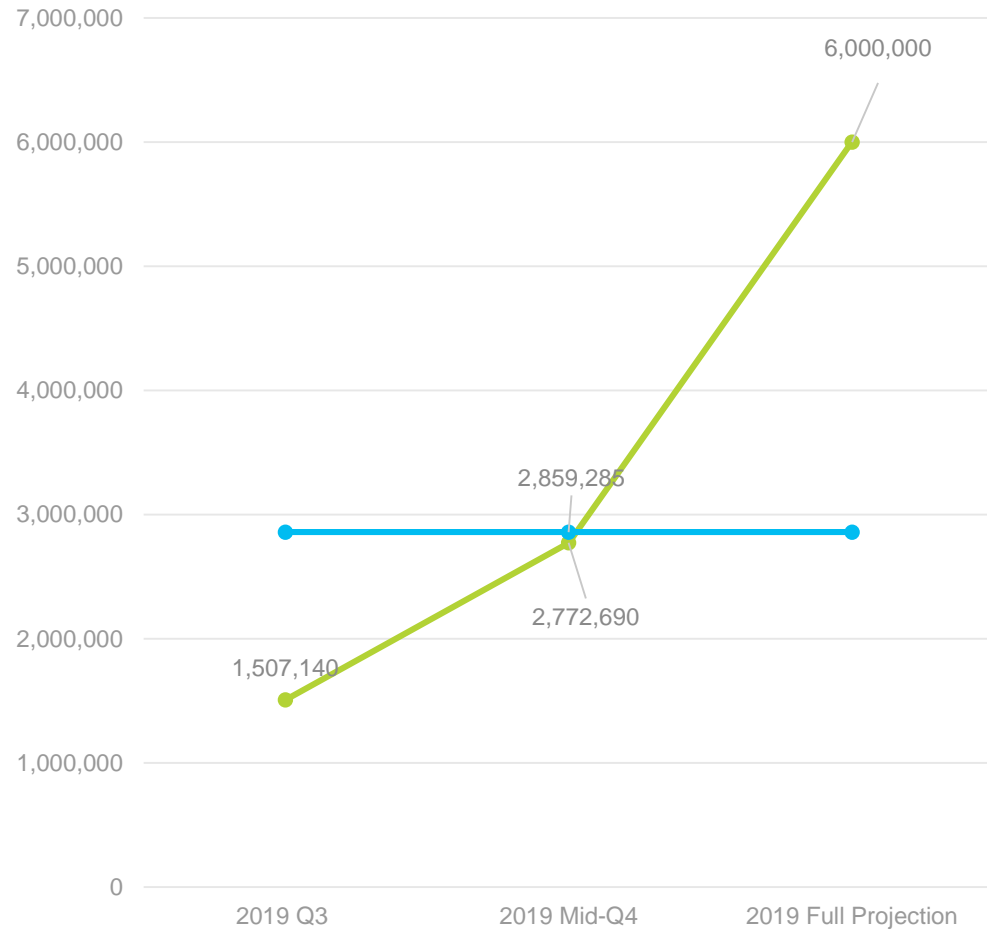
Nicor Gas 2019 Therm Savings



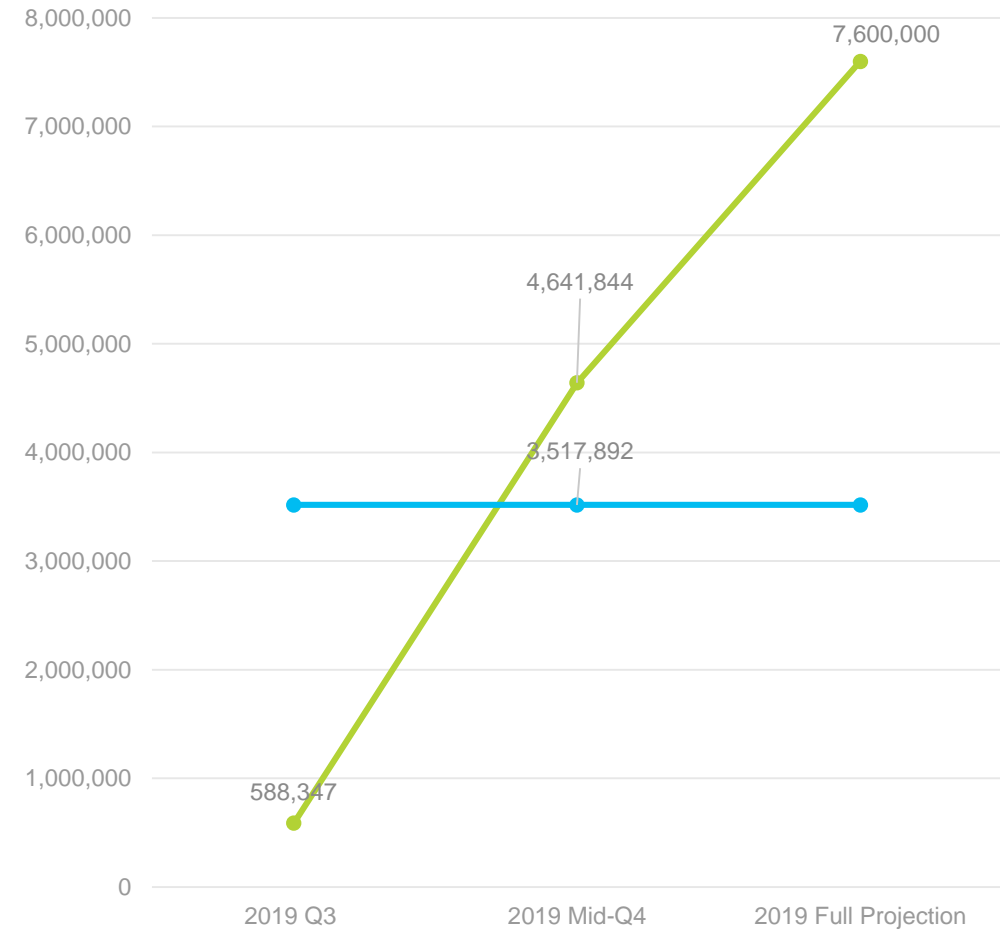
B.E.E.R/Business Custom Q3 – Q4 Progression



B.E.E.R Q3/Q4 Progression



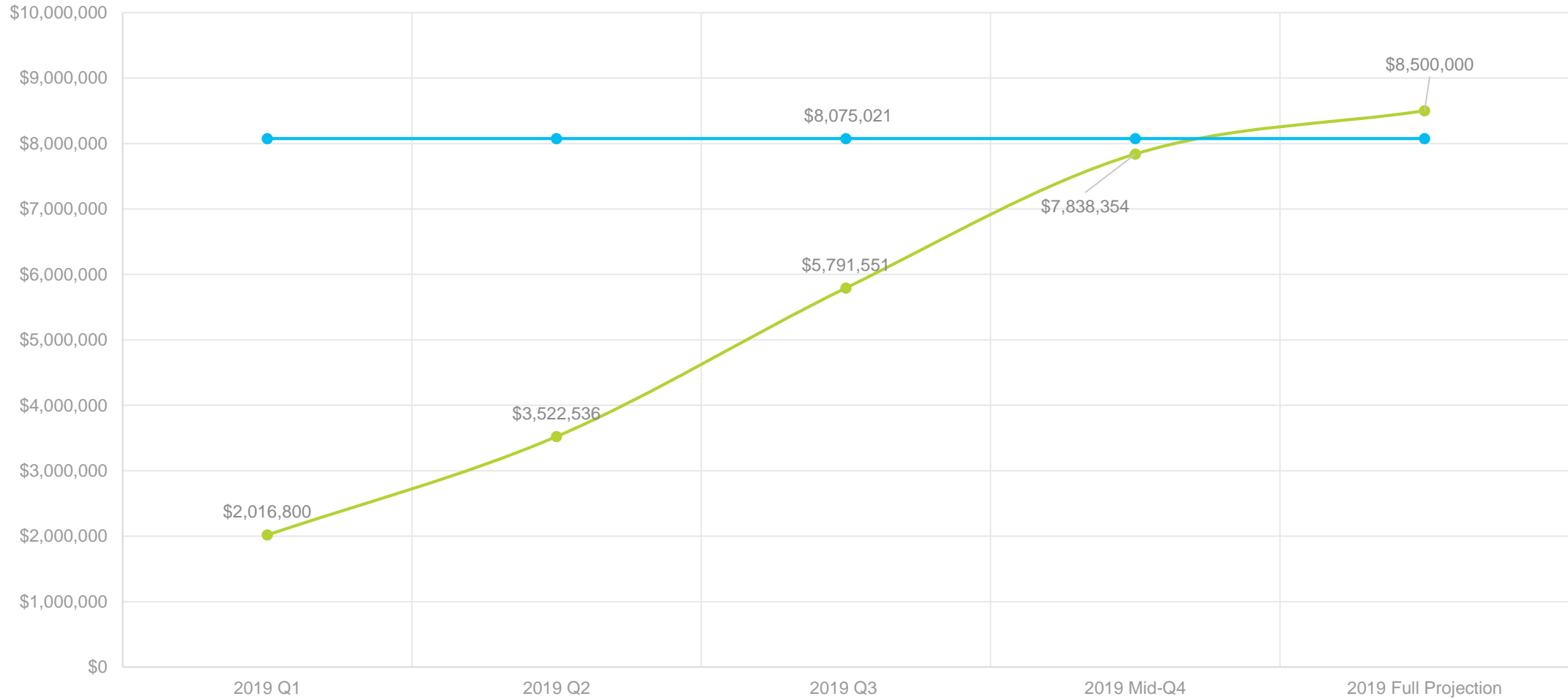
Bus. Custom Q3/Q4 Progression



IQ Program Spending Progression



Nicor Gas 2019 IQ Spending



Nicor Gas 2020 Transition



Nicor Gas Energy Efficiency Program Brand Refresh



Energy Efficiency Program

FREE ways to save energy in your home



No matter your budget, the Nicor Gas Energy Efficiency Program offers ways to help you **save energy and stay comfortable at home.**

FREE energy assessment

In a home energy assessment, a trained Energy Advisor will identify opportunities that can help you save energy and money. Plus, they will work with you to determine if you qualify for free weatherization services. During the assessment, the Advisor will install free energy-saving products that may include:



Faucet aerators
for your kitchen and bath



WaterSense®
showerheads



Programmable thermostat installation reprogramming
to energy-saving settings



Hot water pipe insulation

FREE energy-saving kit

Receive free energy-saving products to help you start saving natural gas right away. Each self-install kit includes low-flow showerheads, kitchen and bath aerators, a shower timer and plumber's tape.



Energy Efficiency Program

You may already qualify if you have received:

- SSI or disability benefits
- LIHEAP grants
- TANF benefits
- Section 8 rental assistance

FREE weatherization

The Nicor Gas Energy Efficiency Program also offers free weatherization to income-qualified customers. Free measures and upgrades may include:



Air sealing



Attic insulation



Wall insulation



Furnace repair and replacement

Eligibility requirements:

To be eligible, you:

- Must be a Nicor Gas customer at or below 250% of poverty level
- Must not have received direct install measures within the last 5 years

Refer to the income qualification guideline table at the right for specific household size and income level guidelines.

Income qualification guideline

Household size	Maximum annual household income
1	\$23,760
2	\$32,040
3	\$40,320
4	\$48,600
5	\$56,880
6	\$65,160
7	\$73,460
8	\$81,780

Visit nicorgas.com or call **877.886.4239** to learn more.

The Nicor Gas Energy Efficiency Program is funded by Nicor Gas customers in compliance with state law. 11/18 IQ fact sheet

16th Annual Stevie Awards for Women in Business



“A Furnace Love Story” – Consumer Marketing Campaign of the Year



Residential Program Changes



- Home Energy Efficiency Rebate Changes
 - Increased Furnace rebates to \$200-\$225
 - Launched Smart Thermostat Rebate for online marketplace
 - Black Friday Smart T-Stat rebate
 - Offer pre-paid car
- Multi-Family
 - Launching Central Optimization Plan (Small network of trade allies installing prescriptive measures)
 - Pipe insulation rebates from \$2 to \$4
- Home Energy Assessments
 - Launching a gas-only kit

Develop EE Entry Points



- The free weatherization kit includes the following items:



Self-adhesive
door sweep



Cell foam tape
weatherstripping



Rope caulk



Outlet and switch
foam gasket draft
sealers



V-seal type
weatherstripping

Residential New Construction Re-launch



Target and Goal

- Earn incentives for improved envelope construction and the installation of energy-efficient equipment.
- Nicor Gas provides incentives to builders who construct homes that include the installation of energy efficient equipment and may earn additional incentives for exceeding State of Illinois Energy Code requirements for duct and air sealing.

Requirements

- Duct sealing → 2cfm/100sf (or better)
- Air sealing → 2.5 ACH50 (or better)
- High-efficiency, sealed combustion natural gas furnace or boiler → 95 AFUE (or greater efficiency)
- Power-vent natural gas storage tank water heater
- Advanced thermostat
 - Any “smart” or “learning” thermostat, including, but not restricted to those manufactured by Ecobee, Emerson, Google, Honeywell, iDevices, Johnson Controls, Lux and Nest

Business Program Updates



- Strategic Energy Management
 - There will be two Cohorts in 2020 (both coordinated w/ ComEd)
 - 1) Alumni (customers continuing from cohorts from previous years; and
 - 2) a new public sector 1st year.
- B.E.E.R./ Small Business/ Business Custom
 - Will continue with an increased \$2 to \$4 pipe insulation rebate

IQ Program 2020 Changes



Engage Local EE Ambassadors



- Partnering with certified DBE contractors:

Urban Efficiency

(Single-family)

- Conducts single family outreach
- Implements an in-take process
 - Customers self-certify their income level
 - requests recent paystubs as income verification and a copy of a recent Nicor Gas bill
- Scheduled assessments and retrofits

Anura Energy

(Multi-family)

- Nurtures relationships w/ property owners and management groups
- Targets locations in traditionally under-served communities
- Utilizes government databases and customer referrals
- Also can requests recent paystubs as income verification and a copy of a recent Nicor Gas bill
- Scheduled assessments and retrofits

Leverage Existing CBOs



- The program works with local community-based organizations to provide services to their beneficiaries
- Partners include: 360 Youth Services, Little Friends, Rebuilding Together, BeaksCo, Naperville Response for Veterans, Almost-Home Kids, Will County Seniors, Shore Community Services.
- Highlighted Partners:
 - **Rebuilding Together - Chicago Heights, IL**
 - Retrofits received: Direct install products, boiler replacements, health and safety products
 - Homes serviced: 13 unique homes
 - Incentive spent: \$14,000.00
 - **Shore Community Services – Evanston, IL**
 - Retrofits received: Direct install products, air-sealing, attic insulations, HVAC replacements
 - Homes serviced: 5 unique homes
 - Incentive spent: 11,878.10
 - **Will County Seniors – Crete, IL and Almost Home Kids – Palatine, IL**
 - Retrofits received: Direct install products
 - Homes serviced: 2 unique homes
 - Incentive spent: \$982.00



Energy
Efficiency
Program