

## NATURAL GAS ECONOMIC DEVELOPMENT PROGRAM

### ► KEY MESSAGES

- › Natural gas plays a significant role in Economic Development and Growth in Florida.
- › FPU encourages the use of natural gas to attract industrial and large commercial gas-using facilities to serve as anchor tenants in the State of Florida.
- › Industrial growth in Florida will demand availability of sufficient natural gas, especially in areas that are currently underserved.
- › Need to ensure there is adequate natural gas supply and sufficient infrastructure in Florida to support growth opportunities and Compressed Natural Gas (CNG) and Liquefied Natural Gas (LNG) activity.
- › Adequate natural gas availability in South Florida, Lake Okeechobee areas and all Florida ports will be key factors in future economic growth.

### ► ECONOMIC DEVELOPMENT ACTIVITIES

For many years, FPU has been involved and has participated in economic development activities in the areas of the state we serve. In light of the current economic climate, we believe we can further our efforts in economic development and promote the state's goals of creating jobs and decreasing unemployment. Economic development efforts help all of our rate payers because they promote growth and improve the quality of life for all Floridians.

Recently, we have developed a more robust, detailed program to further enhance our economic development initiatives. We believe this will help rebuild our economy leading to higher personal income, better employment opportunities, and improved business access to domestic and international markets in the areas we serve and throughout Florida.

### ► PROGRAM COMPONENTS

FPU offers programs and incentives to help expand the use of natural gas. The direct use of natural gas has a significant impact on the economy by providing a more efficient and economical fuel to businesses. To expand gas infrastructure to businesses or areas that do not meet our standard feasibility formula, we can offer special contracts through our Area Expansion Program. In addition, commercial customers are eligible for substantial financial rebates when they replace their existing natural gas or electric equipment with new natural gas equipment.



## NATURAL GAS ECONOMIC DEVELOPMENT PROGRAM

### ► PROGRAM COMPONENTS

- › FPU is very involved in the communities we serve. We constantly listen and learn about the needs of our customers and our communities and we share information to promote economic development. By participating in tradeshows, prospecting visits, and other activities to encourage companies to expand or consider operations in Florida, we provide assistance to local governments and economic development organizations in the cultivation of their economic development plans. In addition, FPU contributes to the local economy in terms of jobs and tax revenues from natural gas usage and area expansions.
- › FPU's management provides leadership by participating in seminars and conferences to educate the public about Florida's energy market. We actively participate on boards of key economic development organizations and chambers and provide resources dedicated to business development with a focus on developing future opportunities that increase the use of gas in Florida and promote emerging gas technologies.
- › FPU plays an important role in local economic development efforts by working with Economic Development Organizations to attract businesses and new industries to Florida. By partnering with Economic Development Organizations, Community Redevelopment Agencies and Business Development Boards, FPU helps attract new commerce. We respond to inquiries and provide technical assistance regarding availability of utility infrastructure and services available to new prospects.
- › We can assist these groups in identifying available suppliers, markets and sources of financial assistance as well as available state and federal incentives and grants. In addition to our commercial rebates, we also offer rebates to our residential customers and help consumers identify contractors that can assist with the installation of appliances.
- › We believe economic development and growth go hand-in-hand with promoting sustainable practices. Our Energy Conservation education programs help Floridians learn about how they can save energy and live greener.



See reverse side for more details.

## NATURAL GAS COMMERCIAL REBATES

Qualifying commercial customers can conserve energy every month (and earn up to the following rebate amounts!) when they include qualifying natural gas equipment.

REBATE AMOUNTS			
	50% of the purchase and installation costs up to the amounts below	100% of the purchase and installations costs up to the amounts below	50% of the purchase and installation costs up to the amounts below
<b>SMALL FOOD SERVICE (annual consumption of less than 9,000 therms)</b>			
Appliance	New Construction	Replacement (Electric to Gas)	Retention (Gas to Gas)
Tank Water Heater	\$1,000	\$1,500	\$1,000
Tankless Water Heater	\$2,000	\$2,500	\$2,000
Range	\$1,000	\$1,500	\$1,000
Fryer	\$3,000	\$3,000	\$3,000
<b>LARGE FOOD SERVICE (annual consumption of greater than 9,000 therms)</b>			
Appliance	New Construction	Replacement (Electric to Gas)	Retention (Gas to Gas)
Tank Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water Heater	\$2,000	\$2,500	\$2,000
Range	\$1,500	\$1,500	\$1,500
Fryer	\$3,000	\$3,000	\$3,000
<b>HOSPITALITY &amp; LODGING</b>			
Appliance	New Construction	Replacement (Electric to Gas)	Retention (Gas to Gas)
Tank Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water Heater	\$2,000	\$2,500	\$2,000
Range	\$1,500	\$1,500	\$1,500
Fryer	\$3,000	\$3,000	\$3,000
Dryer	\$1,500	\$1,500	\$1,500
<b>CLEANING SERVICE AND LAUNDROMAT</b>			
Appliance	New Construction	Replacement (Electric to Gas)	Retention (Gas to Gas)
Tank Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water Heater	\$2,000	\$2,500	\$2,000
Dryer	\$1,500	\$1,500	\$1,500
<b>LARGE NON-FOOD SERVICE</b>			
Appliance	New Construction	Replacement (Electric to Gas)	Retention (Gas to Gas)
Tank Water Heater	\$1,500	\$2,000	\$1,500
Tankless Water Heater	\$2,000	\$2,500	\$2,000

\*Limit one rebate for each eligible appliance. Leased and used appliances not eligible for rebate. Maximum rebate of up to \$10,000 per account per year for appliances rebated under the New Construction and Retention (Gas to Gas) programs. Appliances replaced under the Retention (Gas to Gas) program must meet age and condition requirements to qualify. Rebate payments will only be issued to qualifying FPUC customers or FPUC Energy Partners. Please contact FPUC or visit [FPUC.com/CommercialRebates](http://FPUC.com/CommercialRebates) for more complete details regarding rebate categories, industry definitions and other factors that may influence rebate amounts and eligibility.

LISTED BY  
INDUSTRY

GET  
REBATES  
up to  
**\$50** per  
ton!

Commercial rebates  
up to \$50 per ton  
on eligible natural  
gas space  
conditioning units!

Call FPU for more on these and  
other available incentives.

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## NATURAL GAS COMMERCIAL REBATES

### Additional Rebate Details

Which Rebate Categories  
Qualify To Receive  
Commercial Rebates?

The rebates offered within  
this program are applicable  
to 3 rebate categories:

1

### New Construction:

New bricks and mortar,  
complete renovation  
or additional  
appliance load

2

### Replacement (Electric to Gas):

Replacing an electric  
appliance with a new  
natural gas appliance

3

### Retention (Gas to Gas):

Replacing an old natural  
gas appliance with  
a new natural  
gas appliance †

## How Is Each Customer Class Defined?

- › **Small Food Service:** (Annual consumption of less than 9,000 therms) Establishments primarily engaged in the retail sale of prepared food and drinks for on-premise or immediate consumption including caterers and industrial and institutional food service establishments
- › **Large Food Service:** (Annual consumption of greater than 9,000 therms) Establishments primarily engaged in the retail sale of prepared food and drinks for on-premise or immediate consumption including caterers and industrial and institutional food service establishments
- › **Hospitality and Lodging:** Hotels, motels and other establishments providing lodging, or lodging with food and dining, for the general public
- › **Cleaning Service and Laundromat:** Establishments primarily engaged in operating mechanical laundries with steam or other power, or primarily engaged in supplying laundered work clothing on a contract or fee basis
- › **Large Non-Food Service:** Commercial customers not associated with the Food Service, Hospitality or Cleaning industries



Call FPU for more on these and  
other available incentives.

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## NATURAL GAS BENEFITS



### ► MADE IN AMERICA:

Over 97% of the natural gas used in the United States is from North America; 84% is produced domestically and the remaining 13% comes from Canada. In addition to reducing our nation's dependence on foreign oil, the direct use of natural gas also has a positive effect on job creation and the economy.



### ► ENERGY-EFFICIENT:

Natural gas reaches homes and businesses at more than three times the efficiency of non-gas energy. In fact, up to 70% of electricity's original energy is lost by the time it reaches the consumer. Natural gas only loses 10% upon delivery.



### ► ECONOMICAL:

Natural gas provides greater energy-savings, which also means greater cost-savings. For example, natural gas appliances cost up to half as much to operate compared to their non-gas counterparts. Homes with natural gas tankless water heaters can save up to 55% in water heating energy costs each month. For businesses, the cost-savings of natural gas is even greater.



### ► ECO-FRIENDLY:

Natural gas preserves precious energy resources and prevents energy waste. It is also cleaner than petroleum-based fuels, emitting far less chemicals associated with acid rain, smog and greenhouse emissions, resulting in smaller carbon footprints. In fact, replacing a non-gas water heater with a natural gas tankless water heater prevents approximately 3,000 pounds of carbon dioxide from entering the atmosphere every year.



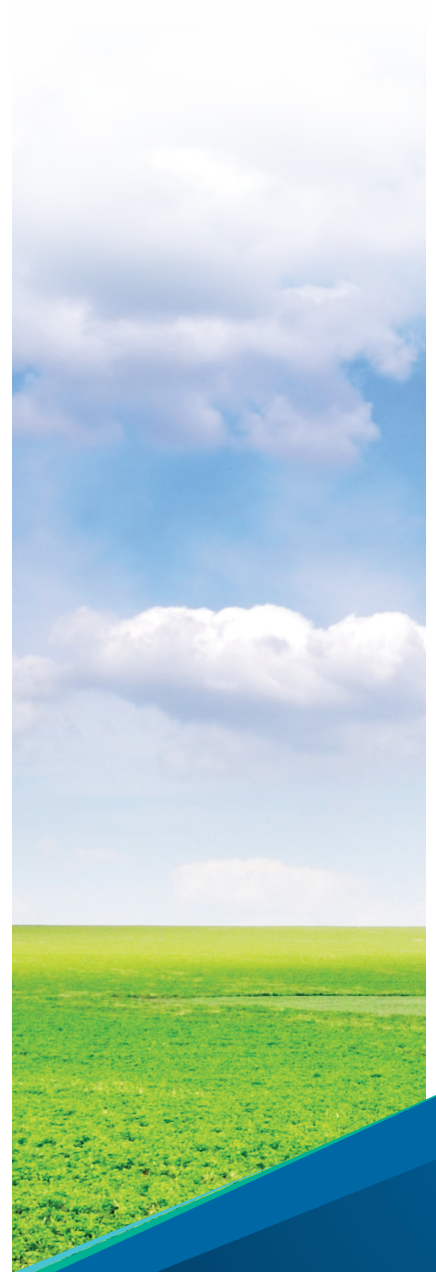
### ► HURRICANE-PROOF:

Natural gas provides nearly 100% reliable service, enabling homes and businesses to continue to cook and enjoy other basic comforts—even when the power goes out. Natural gas generators turn on automatically within seconds of a power outage and eliminate the need to buy and store fuel.



### ► COMFORT-DRIVEN:

Natural gas provides unbeatable performance. This includes endless hot water, gourmet-quality cooking precision and faster clothes drying, working to increase home comfort and value. When an architect or builder makes the decision to build with natural gas, they build-in superior convenience, reliability and energy savings.



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## NATURAL GAS FAQs

### ► WHERE DOES OUR NATURAL GAS SUPPLY COME FROM?

Over 97% of natural gas used in the United States is produced in North America, while Florida's supply of natural gas originates mainly from wells in Texas, Louisiana and the Gulf of Mexico.

### ► WHAT IS NATURAL GAS USED FOR?

Natural gas has a wide range of applications. Homes and businesses use natural gas for heat-intensive applications, such as water heating, cooking, clothes drying, grilling, pool/spa heating, etc. Common industrial uses include manufacturing, agriculture and standby generation. Also, a large percentage of Florida's natural gas consumption is used for electric power generation.

### ► HOW RELIABLE IS NATURAL GAS SERVICE?

Since natural gas is delivered to homes and businesses via an underground pipeline, it provides nearly 100% reliable service—even during emergencies, hurricanes and power outages.

### ► DOES NATURAL GAS HAVE A STRONG SAFETY RECORD?

Natural gas has a strong safety record and is considered to be one of the safest energy sources available. In fact, over the past 10 years, safety incidents throughout the U.S. have decreased by 38% due to industry efforts, while the amount of natural gas delivered to customers increased by nearly 25% during the same period.

### ► WHY DO NATURAL GAS PRICES FLUCTUATE?

All energy prices fluctuate, including electricity and the cost of gasoline at the pump. While natural gas is an economical energy choice, the cost is dependent upon various factors, including the volume of natural gas purchased, associated state and local taxes, market supply and demand, utility tariffs and more.

### ► WHAT IS CNG?

CNG (Compressed Natural Gas) is natural gas that is compressed so that it can be stored in cylinders. Today, CNG is most commonly used as an alternative transportation fuel for natural gas fleets and a wide range of other natural gas vehicles.

### ► ARE THERE ANY NATURAL GAS REBATES OR INCENTIVES CURRENTLY AVAILABLE?

There are a variety of incentives available to offset the initial cost of purchasing/installing natural gas appliances, including rebates on a residential water heater, range, clothes dryer and furnace and a rebate of up to \$50 per ton for commercial space conditioning equipment. Furthermore, qualifying businesses can get up to \$10,500 when they include a commercial natural gas tankless and tank-style water heater, fryer, range and dryer. Consumers can also contact FPU to learn about any tax credits that may be available.



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## NATURAL GAS RESOURCES

### ► FLORIDA PUBLIC UTILITIES COMPANY

[www.FPUC.com/NaturalGas](http://www.FPUC.com/NaturalGas)

[www.FPUC.com/Rebates](http://www.FPUC.com/Rebates)

### ► GET GAS FLORIDA

[www.getgasFL.com](http://www.getgasFL.com)

### ► FLORIDA NATURAL GAS ASSOCIATION

[www.floridagas.org](http://www.floridagas.org)

### ► AMERICAN GAS ASSOCIATION

[www.aga.org](http://www.aga.org)

### ► AMERICAN PUBLIC GAS ASSOCIATION

[www.apga.org](http://www.apga.org)

### ► SOUTHERN GAS ASSOCIATION

[www.southerngas.org](http://www.southerngas.org)

### ► NATURAL GAS SUPPLY ASSOCIATION

[www.ngsa.org](http://www.ngsa.org)

### ► INTERSTATE NATURAL GAS ASSOCIATION OF THE AMERICAS

[www.ingaa.org](http://www.ingaa.org)

### ► ENERGY STAR

[www.energystar.gov](http://www.energystar.gov)

### ► FLORIDA PUBLIC SERVICE COMMISSION

[www.psc.state.fl.us](http://www.psc.state.fl.us)

### ► FLORIDA ENERGY OFFICE

[www.myfloridaclimate.com](http://www.myfloridaclimate.com)

### ► U.S. DEPARTMENT OF ENERGY

[www.energy.gov](http://www.energy.gov)

### ► ALLIANCE TO SAVE ENERGY

[www.ase.org](http://www.ase.org)



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