



New Mexico

GAS COMPANY

2012 SWEEP Workshop

Santa Fe, NM
November 15, 2012

New Mexico Gas Company

- Divestiture from PNM
January 2009
- 500,000+ Customers
- 4,300 Sq. Miles Service Territory
- 1,500,000 Service Territory Population
- 725 Employees
- 1,481 Miles of Pipeline



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Evolution Of NMGC Energy Efficiency

2009

1. Water Heater Tank Wrap
2. ENERGY STAR New Home
3. Income Qualified Weatherization

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1. Commercial Water Heating
 2. ENERGY STAR Fryer

2010-2011

1. Low Flow Showerhead
2. Water Heating
3. Space Heating
4. Roof Insulation
5. ENERGY STAR New Homes
6. Income Qualified Weatherization

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1. Commercial Water Heating
 2. ES Fryer
 3. ES Dishwasher
 4. ES Griddle
 5. ES Convection Oven
 6. Low Flow Pre Rinse Valve
 7. **Commercial Solutions***
 8. **SCORE Pilot***

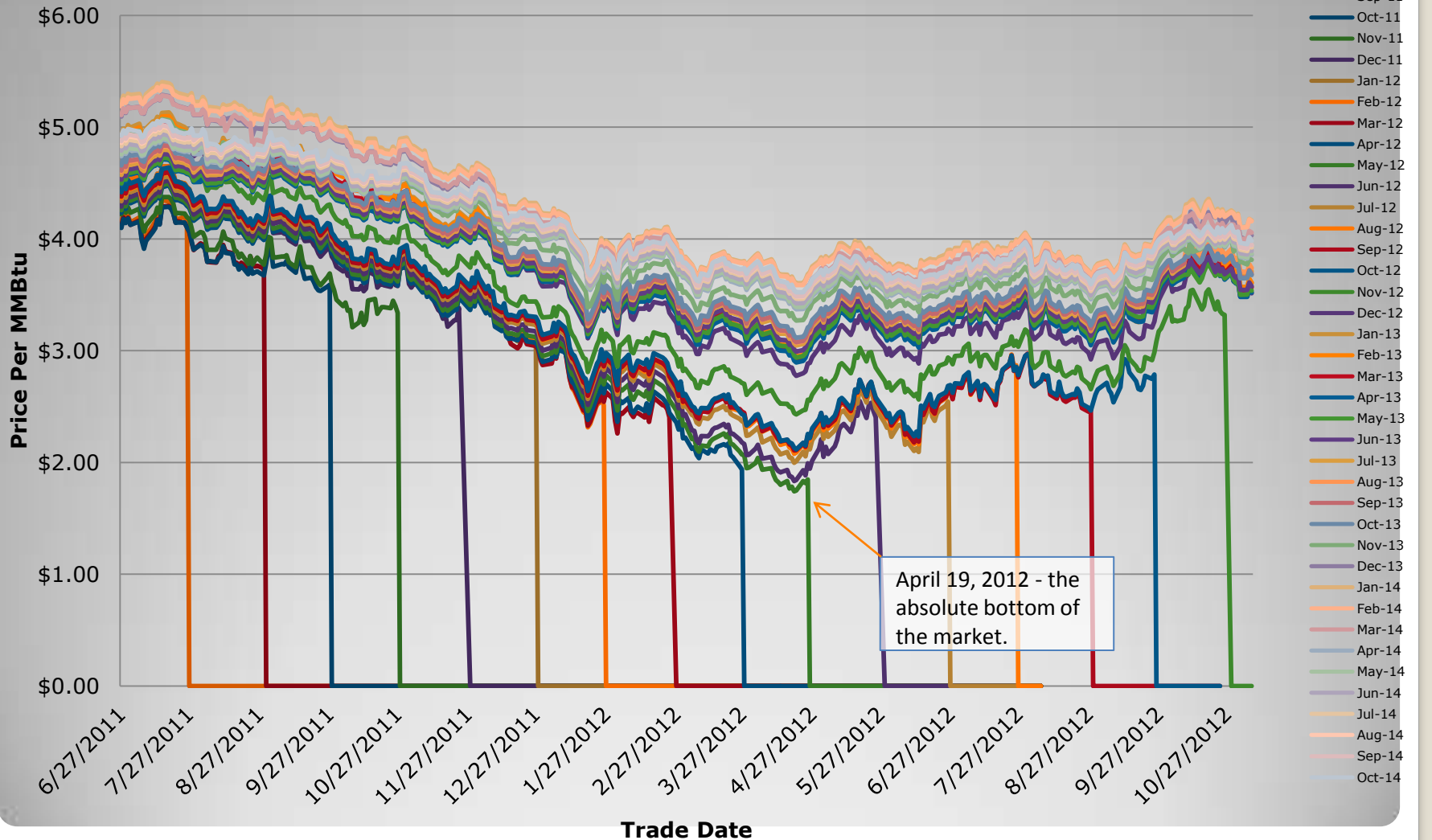
*Programs Approved in PY 2011

Impact From Falling Gas Prices

- NMGC 2012 Final Order
- Discontinue Residential Space Heating
- Discontinue Residential Water Heating
- Speculation Gas Prices Continue To Fall
- Marginal TRC's
- Programs Still Proven To Be Cost-Effective
By M&V For PY 2011



San Juan Futures Prices June 27, 2011 through November 7, 2012



2012 Program Budget

Program	2012 Year Expected Participation	2012 Actual Participation To Date	Lifetime Therms Saved *	Total Program Budget
Low Flow Showerhead	3,500	4,908	399,000	\$182,535
Residential Insulation	587	109	1,320,750	\$368,962
ENERGY STAR Homes	650	95	1,716,000	\$352,137
Low-Income Weatherization	600	67	2,520,000	\$1,433,656
<i>Sub-Total Residential</i>	<i>5,337</i>	<i>5,179</i>	<i>5,955,750</i>	<i>\$2,237,290</i>
Commercial Solutions**	423	8	1,766,278	\$645,756
SCORE Pilot**	222	22	772,839	\$346,795
<i>Sub-Total Commercial</i>	<i>645</i>	<i>30</i>	<i>2,539,117</i>	<i>\$992,551</i>
Total	5,982	5,209	8,494,867	\$3,229,841
* Adjusted for free ridership				
**Commercial Solutions and SCORE participation are projects associated with those programs				



2013 "Proposed" Program Budget

Program	2013 Year Expected Participation	Lifetime Therms Saved *	Total Program Budget
Low Flow Showerhead	5,000	690,000	\$227,416
ENERGY STAR Water Heating	540	642,600	\$339,956
ENERGY STAR Space Heating	600	784,944	\$346,025
Residential Insulation	750	1,448,438	\$372,587
Low-Income Weatherization	882	2,663,000	\$1,383,334
<i>Sub-Total Residential</i>	<i>7,772</i>	<i>6,228,982</i>	<i>\$2,669,318</i>
Commercial Solutions**	157	1,560,144	\$627,013
SCORE**	155	1,610,043	\$555,950
<i>Sub-Total Commercial</i>	<i>302</i>	<i>3,170,187</i>	<i>\$1,182,963</i>
Portfolio Cost	N/A	N/A	\$101,180
Total	8,074	9,399,169	\$3,953,461
* Adjusted for free ridership			
**Commercial Solutions and SCORE participation are projects associated with those programs			

Meet "Rob"



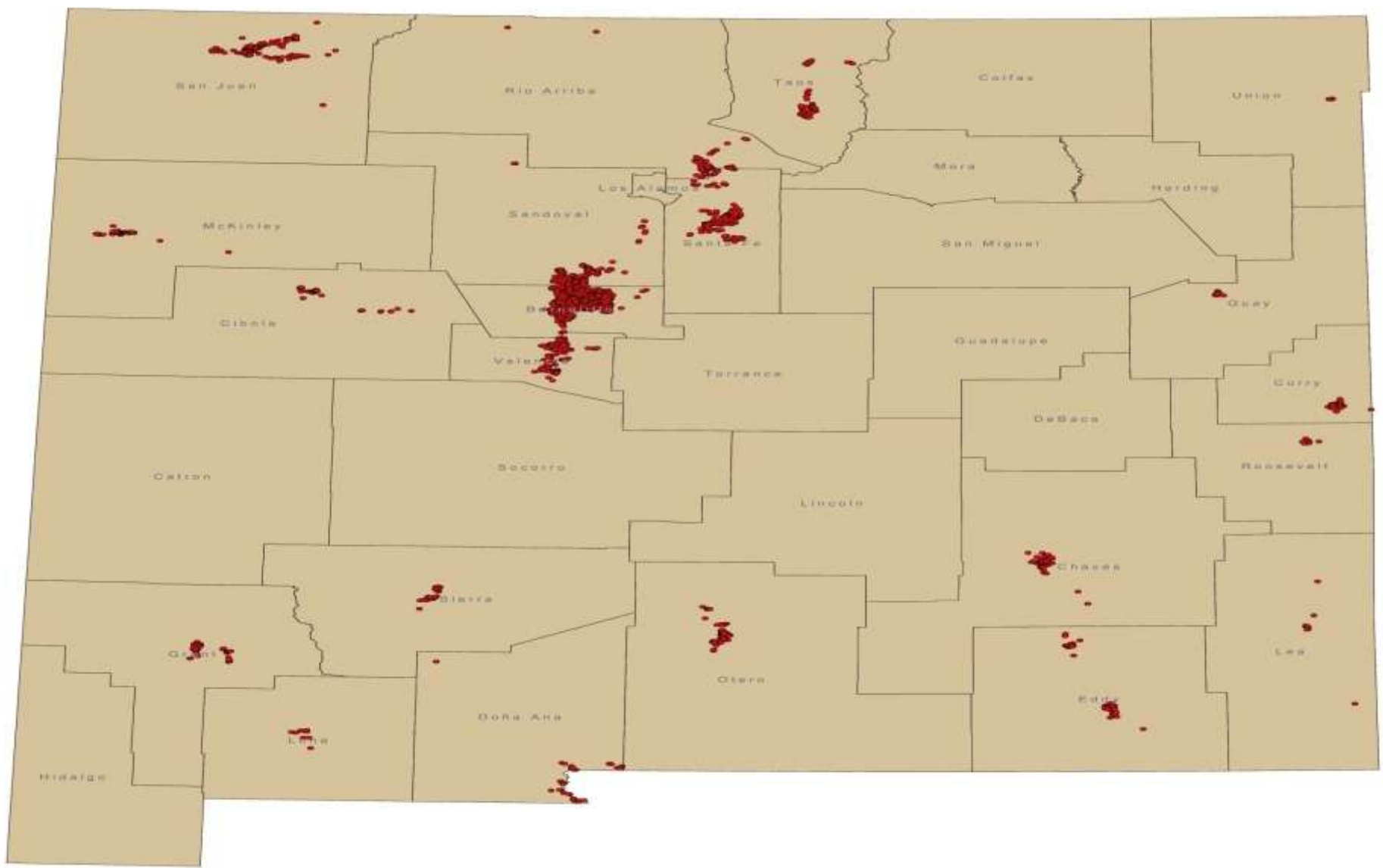
New & Exciting

- Low Flow Packs – Redesign
- Residential Insulation – Third Party Administration
- SCORE Pilot – Proposed Full Fledge Program
- Commercial Solutions – Direct Install Measures

Low Flow Packs

- Drop Ship Delivery vs. POP
- Kitchen Sink Aerators
- Bathroom Sink Aerators
- Bundled With Low Flow Showerhead
- Bill Insert
- Print Advertisements
- Online Banner Advertisements





Residential Insulation

- Third Party Administration
- New Upstream Incentive Structure
- Use of New Marketing Materials
- Television Commercial
- Radio Advertisements
- Bill Insert
- Print Advertisements
- Online Banner Advertisements



Questions?

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