BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Request for rate increase
By St. Joe Natural Gas Company, Inc.

OF STUART L. SHOAF

on behalf of

ST. JOE NATURAL GAS COMPANY, INC.

DOCUMENT NUMBER-DATE

16035 DEC 158

FRSC-RECORDS/REPORTING

1		INTRODUCTION
2	Q.	Please state your name and business address.
3	A.	My name is Stuart L. Shoaf. My business address is St. Joe Natural
4		Gas Company, Inc., 301 Long Avenue, Port St. Joe, Florida 32456-
5		0549.
6		
7	Q.	By whom are you employed and in what capacity?
8	A.	I am the President of St. Joe Natural Gas Company, Inc.
9		("SJNG" or the "Company").
10		
11		QUALIFICATIONS AND EXPERIENCE
12	Q. .	Please describe your educational background.
13	A.	I received a Bachelor of Science Degree in Business Administration
14		from the University of Tennessee in 1975.
15		
16	Q.	Please describe your work experience prior to becoming
17		President of SJNG.
18	A.	Upon graduation from the University of Tennessee, I was employed by
19		MK Ranches in Howard Creek in the position of cattle foreman. I was
20		first employed by SJNG in February 1979 as a construction foreman. I
21		later worked for the Company in various capacities prior to becoming
22		President including: new construction, marketing, customer service,
23		and operations and maintenance.
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Q.	What are your	current duties as	President of SJNG?
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A. My duties as President include managing all facets of the Company's operations including: strategic planning; preparation of capital, revenue and operation and maintenance budgets; natural gas operations; engineering; sales and marketing; customer service; accounting functions and regulatory activities.

PURPOSE OF TESTIMONY AND ORGANIZATION OF CASE

Q. What is the purpose of your testimony?

A. My testimony will generally describe the Company, its operations, and its customer base. I will explain the need for immediate rate relief, both on an interim and permanent basis, due in part to the unanticipated loss of the Company's largest customer, Florida Coast Paper Company, L.L.C. ("Florida Coast"), formerly St. Joe Forest Products Company, Inc. ("St. Joe Forest"). My testimony will describe the Company's historic investment in rate base and the Company's projected rate base. My testimony will also address the overearnings refund required by Order No. PSC-96-1188-FOF-GU.

Q. In addition to your testimony, what information is SJNG filing in support of its rate request?

A. SJNG is filing the Minimum Filing Requirements ("MFRs") required by the Commission's rules. SJNG is also filing the testimony and exhibits of Ralph Roberson, the Company's accountant, and Jeff Householder, the Company's consultant in this rate case.

1	Q.	Are you sponsoring any of the MFR Schedules?
2	A.	Yes. I am sponsoring the following exhibits:
3		Exhibit (SLS-1) List of MFR Schedules
4		Sponsored by Stuart L. Shoaf
5		Exhibit(SLS-2) Proposed Revised Tariff Sheets
6		
7		GENERAL OVERVIEW OF COMPANY
8	Q.	Please describe SJNG.
9	A.	SJNG is a Florida corporation that was incorporated on April 1, 1959.
10		The Company is a natural gas distribution company that is subject to
11		the Commission's regulation under Chapter 366, Florida Statutes.
12		
13	Q.	What territory does SJNG serve?
14	A.	SJNG's service territory includes the Florida cities of Port St. Joe,
15		Mexico Beach and Wewahitchka. The Company's service territory also
16		includes unincorporated areas of Gulf County, Florida.
17		
18	Q.	How many customers does SJNG serve?
19	A.	SJNG currently provides service to approximately 3,409 total
20		customers. SJNG's customer base consists of: approximately 3,153
21		residential customers, which account for 8.5% of the Company's
22		throughput; 215 commercial customers which account for .66% of the
23		Company's throughput; 37 large commercial customers, which account
24		or 2.16% of the Company's throughput; and four transportation
25		customers, which account for 88.68% of the Company's throughput.

1		REQUESTED RATE RELIEF
2	Q.	What is the amount of the permanent rate increase SJNG seeks
3		in this case?
4	A.	To restore a reasonable rate of return on its investment, the Company
5		is seeking a permanent rate increase of \$551,923, representing an
6		overall increase of 51.0%. The calculation of SJNG's permanent
7		revenue requirement is addressed in Mr. Householder's prefiled direct
8		testimony.
9		
10	Q.	Have you prepared revised tariff sheets for the Company
11		reflecting the Company's proposed new rates and rate
12		structure?
13	A.	Yes. These revised tariff sheets are attached as Exhibit (SLS-
14		2.
15		
16	Q.	What is the projected test period upon which SJNG is basing
17		its request for a permanent change in base rates?
18	A.	SJNG is basing its request for a permanent rate increase on a
19		projected test year ending December 31, 2001. This projected test
20		period best reflects the customer base, sales levels and overall cost of
21		service that SJNG will experience at the time that the rates set in this
22		proceeding will be in effect. The Company's fiscal year corresponds to
23		the calendar year. Thus, the selection of the calendar year 2001 as the
24		projected test year allows SJNG to use readily available financial and

1		statistical data from its 1999 fiscal year to represent the historical
2		base year.
3		
4	Q.	Is SJNG seeking an increase in its authorized Return on
5		Equity ("ROE")?
6	A.	Yes. The Company is requesting an increase in its authorized ROE
7		from 11% to 11.5%. In keeping with the Commission's past practices,
8		the requested ROE of 11.5% provides the mid-point for an authorized
9		rate of plus or minus 100 basis points.
10		
11	Q.	Has the Company retained a consultant to address cost of
12		capital?
13	A.	No. In the Company's view, a cost of capital witness is not necessary
14		in this case to establish that SJNG's mid-point ROE should be
15		increased to 11.5%. The Commission recently undertook a
16		comprehensive cost of equity review in the disposition of the
17		Chesapeake Utilities Corporation ("CUC") rate case in Docket No.
18		000108-GU. In that proceeding, the Commission authorized an 11.5%
19		ROE for CUC. See Order No. PSC-00-2263-FOF-GU. In my view,
20		SJNG and CUC exhibit similar operating characteristics and business
21		risks, both which are factors important in assessing an appropriate
22		cost of capital.
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Q. Please explain the similarities between SJNG and CUC.

Both SJNG and CUC are extremely small companies. Small companies generally exhibit greater investment risk than larger firms. Customer loss (especially of large core accounts), economic shutdowns, delays in construction project build-out affecting the recovery of gas extension investment costs, and managing gas supply/capacity arrangements in the post-FERC Order No. 636 market, all represent increased risks for small companies. Revenues at both SJNG and CUC are heavily tilted toward the industrial market sectors. Both companies have already experienced industrial customer loss that has required a restructuring of base rates. Additional industrial risk continues to exist in both companies. Competition from alternative fuels and the risk of bypass by large accounts is similar in both companies. CUC finds it must grow its customer base to diversify revenues and more appropriately spread fixed operating costs. Unfortunately, the very nature of expanding the distribution system for a small company exposes it to significant risk. SJNG is clearly in a similar circumstance. SJNG is not a publicly traded company. Capital for investment must be generated internally, or raised through debt. The business risks I have identified help define the credit worthiness of the company and its ability to attract capital at a reasonable cost, and assure appropriate interest coverage. Additional information regarding the Company's business risks are detailed in Mr. Householder's testimony.

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Q. Why is a mid-point ROE of 11.5% appropriate for SJNG?

There are two fundamental principles that should guide the establishment of ROEs. First, a company will not be able to attract capital for investment and maintain financial integrity unless it can provide returns (or make interest payments) at rates that are similar to alternative investments gauged to have comparable risks. Second, a company will not invest in assets unless the expected return exceeds the company's cost of capital. The Commission should, in my view, set rates of return that recognize both of these principles. I believe that SJNG's total risks are higher than those of most local gas distribution companies at this time. I know that the Company's current financial position is not providing a reasonable return for the Company's shareholders. I am concerned that the Company does not have the financial strength to attract capital at reasonable rates that will enable the Company to meet the demands for gas in the communities it serves. In my opinion, the SJNG risk profile and general character of service closely parallel that of CUC, and therefore, warrants the authorization of an 11.5% mid-point ROE.

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Q. Is SJNG also seeking interim rate relief?

A. Yes. Using the Commission's methodology, the Company needs interim rate relief in the amount of \$459,185 based on a historical test year ending December 31, 1999. The calculation of SJNG's interim revenue requirement is addressed in Mr. Householder's prefiled direct testimony. The Company is prepared to provide the Commission with

1		a corporate undertaking relating to its interim rate request at the
2		appropriate time.
3		
4		NEED FOR RATE RELIEF
5	Q.	Why is it necessary for SJNG to seek rate relief at this time?
6	A.	The Company's current rates are not producing revenues sufficient to
7		yield an adequate return on the Company's investment. The
8		Company's current authorized rate of return is between 5.64% and
9		6.69%, as established in the Surveillance Reporting Period ended June,
10		2000. The Company's actual earned rate of return for the same period
11		is negative 1.21%. If not quickly resolved, this deficiency in earnings
12		will create serious cash flow problems and threaten the continued
13		viability of the Company. The revenue short-fall crisis confronting the
14		Company imposes a hardship on the Company and hampers its ability
15		to serve its customers and to pursue legitimate growth opportunities.
16		Rectifying these problems on an expedited basis are the primary
17		objectives of this rate case.
18		
19	Q.	How has the Florida Coast bankruptcy affected the Company's
20		need for rate relief?
21	A.	Until recently, SJNG's largest customer was Florida Coast, which
22		operated a pulp and paper mill in Gulf County, Florida. However, in
23		late 1998, Florida Coast closed its pulp and paper mill, and on April 2,

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1999, Florida Coast declared bankruptcy and permanently ceased

operations. The unanticipated loss of Florida Coast as a customer has

had a devastating negative impact on the Company's revenues. Historically, approximately 66% of the Company's throughput was delivered to Florida Coast, which equated to a 75% contribution to the Company's revenues. For a recent four-year period preceding the paper mill closure (1992 through 1995), the Company's annual therm sales averaged 30,511,250 therms per year, or 2,542,604 therms per month. After the mill closure in late 1998, the 1999 annual therm sales were 10,723,860 therms for the year, or 893,655 therms per month. This represents a 63% reduction in annual therm sales. While the paper mill was operating, annual operating revenue levels from 1992 through 1995 averaged approximately \$726,674. Operating revenue levels for the twelve months ending December 31, 1999, which was after the mill closure, were negative \$12,506.

Q. You stated that rate relief is needed to pursue legitimate growth opportunities. Please elaborate.

A. As Mr. Householder points out in his testimony, companies that fail to take advantage of legitimate growth opportunities find themselves spreading the fixed costs of a utility system over a static, or more likely, declining customer base. This often results in a situation where rates are increased, costs are cut, services are reduced, and, ultimately, customers look for alternative energy sources. As Mr. Householder also states, the Company has legitimate growth opportunities, primarily in Mexico Beach and Wewahitchka. SJNG believes it is reasonable and prudent to pursue those growth

1		opportunities which, among other things, will require capital
2		investment and two new outside plant employees.
3		
4	Q.	What are the responsibilities of the two new outside plant
5		employees?
6	A.	The primary functions of the two new employees will be to install
7		service lines and meters in support of the Company's new construction
8		goals, and to locate Company lines in accordance with the
9		Underground Facility Damage Prevention and Safety Act. In addition,
10		the new employees will perform day-to-day utility operation and
11		maintenance tasks including periodic meter change outs to meet the
12		Commission's meter testing requirements.
13		
14	Q.	What steps has SJNG taken to avoid seeking an increase in
15		revenues?
16	A.	The Company has made every reasonable effort to avoid seeking a rate
17		increase. SJNG has implemented extraordinary cost savings measures
18		including: limiting increases in operating costs, limiting or delaying
19		staff salary increases, delaying the needed replacement of utility
20		vehicles, ceasing the payment of dividends to shareholders, and
21		foregoing making any contributions to the Company's retirement plan
22		for the first time since the creation of that plan.
23		
24		In addition, in January of 1997, the Company filed a petition with the
25		Commission for a limited proceeding to restructure its rates on a

revenue-neutral basis. In approving the requested rate restructuring,
the Commission specifically noted that the Company's "proposed rate
restructuring is designed to retain existing industrial customers and
ensure equity among rate classifications." In Re: Petition for limited
proceeding to restructure rates by St. Joe Natural Gas Company, Inc.,
97 F.P.S.C. 5:115, Docket No. 970115-GU, Order No. PSC-97-0526-
FOF-GU (May 7, 1997). SJNG has also entered into special service
agreements with its existing large industrial customers in an effort to
retain those customers and the associated revenue.
Has SJNG taken other actions to reduce costs to its customers?
Yes. In August, 1997, SJNG permanently released 81.1% of its Florida

A. Yes. In August, 1997, SJNG permanently released 81.1% of its Florida Gas Transmission Company ("FGT") contracted Firm Transportation Service ("FTS") capacity to Citrus Corporation, a natural gas supplier. Further, in October, 1999, SJNG released its remaining FTS-2 pipeline capacity to the City of Lakeland effective through the in-service date of FGT's Phase IV expansion project. FGT's Phase IV expansion project is expected to be in-service by May, 2001, at which time SJNG will permanently release its FTS-2 capacity to the City of Lakeland.

HISTORIC INVESTMENT IN RATE BASE

- Q. What significant investments made by SJNG over the last decade are included in the Company's historic rate base?
- A. Beginning in the early 1990's, SJNG was presented with opportunities to expand its system to serve the Florida Coast (formerly St. Joe

Forest) pulp and paper mill, the residents of unincorporated Overstreet and White City, the City of Wewahitchka, and the Gulf Correctional Institution. At the time, market conditions favored expansion and the Company took advantage of these conditions to grow its operations. Accordingly, SJNG made prudent investments in its rate base necessary for these expansion projects.

Q. How did the Company come to serve the pulp and paper mill?

A. For many years prior to St. Joe Forest becoming a customer, SJNG had been selling 100% of its annual volumetric entitlement and had no excess capacity to offer large industrial customers. SJNG began providing limited gas service to the mill in 1985 when its largest customer at the time reduced its annual gas requirements. However, at that time, SJNG was only able to deliver about 10% of the mill's total requirements. In addition, due to lack of sufficient pipeline capacity, SJNG routinely had to curtail industrial customers like St. Joe Forest to avoid overrun penalties by FGT.

Opportunities to increase capacity began to appear in the late 1980's when FGT announced its Phase I and II expansion projects. These expansion projects provided natural gas distribution companies, such as SJNG, with the chance to gain additional capacity for the first time in 20 years. As a result of the FGT expansions, SJNG was able to obtain and increase gas sales to St. Joe Forest. In fact, SJNG entered into firm service contracts with St. Joe Forest which required SJNG to

contract with FGT for additional firm capacity to fulfill the gas
requirements requested by St. Joe Forest. The FGT capacity
expansions also enabled SJNG to remove the allocation restrictions
historically placed on Arizona Chemical Company ("Arizona
Chemical") and meet its full requirements. In addition, SJNG was
able to acquire capacity for growth in the residential and commercial
markets.

- Q. Was the existing FGT pipeline lateral serving the Company's distribution system capable of supporting this capacity increase?
- A. No. New pipeline facilities were required. FGT offered to upgrade its facilities in order to deliver SJNG's requested volumes <u>provided</u> that SJNG pay FGT in excess of \$8,000,000. After careful consideration, SJNG determined it could install the necessary facilities to support the increased system volumes itself at a cost of approximately \$2,300,000. Consequently, SJNG constructed a new gate station and 24 miles of eight-inch natural gas pipeline from FGT's lateral in Overstreet, Florida to the Company's existing meter station in Gulf County. Today, all of the gas for the Company's entire service area is provided through these facilities.

Q. How was the pipeline financed?

A. The Company financed construction of the pipeline by securing a loan with NationsBank of Florida in the amount of \$2,331,841. In support

of the loan, St. Joe Forest agreed to make direct payments to NationsBank, on behalf of SJNG in the amount of \$39,396.45 per month, regardless of the actual therms sold and/or delivered by SJNG to St. Joe Forest during any given month. The obligation to make the loan payments was assumed by Florida Coast when it purchased the mill from St. Joe Forest. SJNG was authorized by the Commission to incur the long-term debt associated with the NationsBank Loan used to finance the pipeline. In re: Application of St. Joe Natural Gas Company for Authority to incur debt, Docket No. 910703-GU, Order No. 24876 (July 31, 1991).

Q. Was the investment in the pipeline prudent?

Yes. At the time SJNG constructed the pipeline there were severe Α. limits on its ability to meet the needs of its existing customers and to expand to serve new customers. Expanding service to the paper mill provided a base customer and funding mechanism to remedy the capacity and pressure problems that had long plagued the system. The paper mill had been in continuous operation since 1939, and there was no indication that the mill would ever be closed. Also, at the time, the Commission was interested in gas utilities expanding their gas systems and increasing their number of customers. With this new pipeline in place, SJNG was be able to expand its system to serve the unincorporated areas of Overstreet and White City, and the City of Wewahitchka.

As a direct result of the Company's efforts to increase industrial
revenues from the paper mill and Arizona Chemical by constructing
the new pipeline, SJNG's residential customers enjoyed the lowest gas
rates in Florida (\$3.00 Customer Charge and \$0.0197 Non-Fuel
Charge) for years. Thus, at the time, the investment in the new
pipeline was in the best interests of SJNG's customers.

Q. What investment in rate base did SJNG make to serve the residents of Wewahitchka?

A. The Wewahitchka expansion project consisted of 13 miles of high pressure mains, 10 miles of low pressure mains, and associated service lines and metering facilities required to serve customers. The total cost of this project through December 1999 was \$693,925. Because the project would result in an estimated 21 percent increase in rate base, SJNG sought and obtained a prior determination by the Commission that the Company could include the Wewahitchka expansion project investment in the rate base. See In Re: Petition of St. Joe Natural Gas Company, Inc. for inclusion of investment in Wewahitchka expansion project in its rate base, 94 F.P.S.C. 7:55, Docket No. 940548-GU, Order No. PSC-94-0833-FOF-GU (July 11, 1994).

Q. What investment did SJNG make to serve the Gulf Correctional Institution?

A. The project to expand SJNG's system to serve the Gulf Correctional Institution consisted of 8.52 miles of four-inch steel high pressure

1		mains, and associated facilities at a cost of \$471,116. Again, because
2		of the size of the investment compared to the size of the Company's
3		rate base, SJNG sought and obtained a prior determination from the
4		Commission that this investment could be included by the Company in
5		the rate base. See In Re: Petition for approval of service agreement for
6		firm transportation service with Florida Department of Management
7		Services and Florida Department of Corrections by St. Joe Natural
8		<u>Gas Company, Inc.</u> , 96 F.P.S.C. 6:181, Docket No. 960385-EU, Order
9		No. PSC-96-0756-FOF-EU (June 10, 1996).
10		
11		RATE BASE (PROJECTED)
12	Q .	What are the Company's projected capital expenditures for
13		2000?
14	A.	The company has projected a capital budget for the year 2000 of
15		\$69,793 as reflected in Schedule G-1 of the MFRs. Of the \$69,793,
16		\$67,108 will be used for revenue-producing facilities. The remaining
17		\$2,685 will be for replacing office equipment and communication
18		equipment.
19		
20	Q.	What are the Company's projected capital expenditures for
21		2001?
22	A.	The company has projected a capital budget for the year 2001 of
23		\$323,365 as reflected in Schedule G-1 of the MFRs. Of the \$323,365,

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\$224,415 will be for revenue-producing facilities. The remaining

1		\$98,950 will be for the replacement of vehicles, office equipment and
2		general improvement of the Company's distribution system.
3		
4		OVEREARNINGS REFUND
5	Q.	Please explain the requirements of Order No. PSC-96-1188-
6		FOF-GU.
7	A.	In Order No. PSC-96-1188-FOF-GU, the Commission found that for
8		1994 and 1995 the Company had overearnings of \$261,318. The
9		Commission, however, did not require that the excess earnings be
10		refunded at that time. Rather, the Company was allowed to dispose of
11		the excess earnings by amortizing, off the books, the \$261,318 over a
12		25 year period. The Order required the Company to refund
13		overearnings over a 60 month period only if, in the future, the
14		Company requested a rate increase that "has the effect of increasing
15		revenues." In Re: Investigation into earnings for 1994, 1995 and 1996
16		of St. Joe Natural Gas Company, Inc., 96 F.P.S.C. 9:505, Docket No.
17		960930-GU, Order No. PSC-96-1188-FOF-GU (Sept. 23, 1996).
18		
19	Q.	How does SJNG propose to abide by the terms of Order No.
20		PSC-96-1188-FOF-GU?
21	A.	The Company does not believe that the Order was intended to penalize
22		the Company by requiring it to refund past overearnings at a time
23		when serious cash flow difficulties threaten the Company's economic
24		viability. The Order's refund requirement was designed to discourage
25		the Company from raising its rates to cover increased costs caused by

	operating inefficiencies. However, the Company's pressing need to
	increase rates is not at all prompted by operating inefficiencies or
	increases in the Company's costs. Rather, it is caused solely by factors
	outside of the control of the Company, namely, loss of the Company's
	largest customer. To the extent that the Commission orders that the
	excess earnings from 1994-1995 be refunded, the Company respectfully
	requests that the remaining unamoritized amount (which as of
	December 31, 2000 is \$219,507) be amortized and refunded over a
	twenty-one year period (the original 25 year amortization period less
	the four years that have elapsed since the Order was issued) beginning
	on the effective date of the Company's rate increase.
,	
Q.	Does this conclude your testimony?
A.	Yes.

Exhibit ___ (SLS-1)
St. Joe Natural Gas Company
Docket No. 001447-GU
Page 1 of 2

MFR Schedules Sponsored By Stuart L. Shoaf

Schedule No.	Title
A-1 p. 2	Executive Summary – Magnitude of Change-Present vs. Prior Rate Case
A-2 p.3	Executive Summary – Analysis of Permanent rate Increase Requested
A-3 p. 4	Executive Summary – Analysis of Jurisdictional Rate Base
A-4 p. 5	Executive Summary – Analysis of Jurisdictional N.O.I.
A-5 p. 6	Executive Summary – Overall Rate of Return Comparison
A-6 p. 7	Executive Summary – Financial Indicators
E-9 p. 128	Cost Study – Tariff Sheets
G-1 p. 170	Historic Base Year + 1 - Construction Budget
G-1 p. 171	Historic Base Year + 1 – Monthly Plant Additions
G-1 p. 172	Historic Base Year + 1 – Monthly Plant Retirements
G-1 p. 173	Projected Test Year – Construction Budget
G-1 p. 174	Projected Test Year – Monthly Plant Additions
G-1 p. 175	Projected Test Year – Monthly Plant Retirements
I-1 p. 244	Customer Service – Interruption
I-2 p. 245	Notification of Commission Rule Violations

Exhibit ___ (SLS-1)
St. Joe Natural Gas Company
Docket No. 001447-GU
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MFR Schedules Sponsored By Stuart L. Shoaf

Schedule No.	Title	
I-3 p. 246	Periodic Test of Customer Meters: Meter Testing–Periodic Testing–250 cfh and less	
I-3 p. 247	Periodic Test of Customer Meters: Meter Testing–Periodic Testing–250 cfh and less (Cont.)	
I-3 p. 248 ′	Periodic Test of Customer Meters: Meter Testing-Periodic Testing-250 cfh and less (Cont.)	
I-3 p. 249	Periodic Test of Customer Meters: Meter Testing-Periodic Testing-250 cfh and less (Cont.)	
I-3 p. 250	Periodic Test of Customer Meters: Meter Testing-Periodic Testing-251 cfh through 2500 cfh	

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ST JOE NATURAL GAS COMPANY FPSC TARIFF

First Revised Sheet No. Cancels Original Sheet No.

5.00 5.00

RULES AND REGULATIONS (continued0

INDEX OF RATE SCHEDULES

DESCRIPTION	NAME .	SHEET NO.
RS .	Residential Service	5.01
scs	Small Commerical Service	5.02
CS	Commerical Service	5.03
LCS	Large Commerical Service	5.04
IS	Interruptible Service	5.05
LIS	Large Interruptible Service	5.06
··· FTS	Firm Transportation Service	5.07
CIS	Contract Interruptible Service	5.09
CTS	Contract Transportation Service	5.11
ITS	Interruptible Transportation Service	5.14
Blank	Intentionally Left Blank	5.16 - 5.18
Billing Adjustments		5.19

Issued By: S.L. Shoaf, President

Effective:

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ST JOE NATURAL GAS COMPANY **FPSC TARIFF**

Fourth Revised Sheet No. Cancels Third Revised Sheet No. 5.01 5.01

Rate Schedule RS RESIDENTIAL SERVICE

1. AVAILABILITY:

Entire Service Area

2. APPLICABILITY AND CHARACTER OF SERVICE

Gas delivered to the Customer who requires Firm Gas Service for residential purposes under individual contracts in a single family dwelling or building, or in an individual flat or apartment in a multiple family dwelling or building or portion thereof occupied as the home, residence, or sleeping place of one or more persons, or common use of facilities of condominium associations, cooperative apartments, homeowners associations.

3. RÄŢES AND CHARGES

Customer Charge:

\$12.00 per month

Non-Fuel Charge

\$0.51227 per therm

4. BILLING ADJUSTMENTS

See Billing Adjustments, Sheet Nos. 5.19 through 5.23

5. TERMS AND CONDITIONS

The Rules and Regulations of Company's FPSC Gas Tariff, as the same may be amended from time to time, are hereby made a part of this Rate Schedule.

Issued By: S.L. Shoaf, President	Effective:
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ST JOE NATURAL GAS COMPANY FPSC TARIFF

Fourth Revised Sheet No.

5.02 5.02

Cancels Third Revised Sheet No.

Rate Schedule SCS SMALL COMMERCIAL SERVICE

1. AVAILABILITY:

Entire Service Area

2. APPLICABILITY AND CHARACTER OF SERVICE

Gas delivered to a Commercial Customer using 0 up to 2,000 therms per year.

3. RATES AND CHARGES

Customer Charge:

\$12.00 per month

Non-Fuel Charge

\$0.51227 per therm

4. BILLING ADJUSTMENTS

See Billing Adjustments, Sheet Nos. 5.19 through 5.23

5. TERMS AND CONDITIONS

The Rules and Regulations of Company's FPSC Gas Tariff, as the same may be amended from time to time, are hereby made a part of this Rate Schedule.

Issued By: S.L. Shoaf, President

Effective:

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ST JOE NATURAL GAS COMPANY FPSC TARIFF

Fourth Revised Sheet No.

5.03 5.03

Cancels Third Revised Sheet No.

Rate Schedule CS COMMERCIAL SERVICE

1. AVAILABILITY:

Entire Service Area

2. APPLICABILITY AND CHARACTER OF SERVICE

Gas delivered to a Commercial or Industrial Customer using more than 2,000 up to 25,000 therms per year.

3. RATES AND CHARGES

Customer Charge:

\$40.00 per month

Non-Fuel Charge

\$0.30000 per therm

4. BILLING ADJUSTMENTS

See Billing Adjustments, Sheet Nos. 5.19 through 5.23

5. TERMS AND CONDITIONS

The Rules and Regulations of Company's FPSC Gas Tariff, as the same may be amended from time to time, are hereby made a part of this Rate Schedule.

Issued By: S.L. Shoaf, President Effective:

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ST JOE NATURAL GAS COMPANY FPSC TARIFF

First Revised Sheet No.

5.04 5.04

Cancels Original Sheet No.

Rate Schedule LCS LARGE COMMERCIAL SERVICE

1. AVAILABILITY:

Entire Service Area

2. APPLICABILITY AND CHARACTER OF SERVICE

Gas delivered to a Commercial or Industrial Customer using more than 25,000 up to 500,000 therms per year.

3. RATES AND CHARGES

Customer Charge:

\$1,000.00 per month

Non-Fuel Charge

\$0.11842 per therm

4. BILLING ADJUSTMENTS

See Billing Adjustments, Sheet Nos. 5.19 through 5.23

5. TERMS AND CONDITIONS

The Rules and Regulations of Company's FPSC Gas Tariff, as the same may be amended from time to time, are hereby made a part of this Rate Schedule.

Issued By: S.L. Shoaf, President Effective:

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ST JOE NATURAL GAS COMPANY FPSC TARIFF

Fourth Revised Sheet No.

5.06

Cancels Third Revised Sheet No.

5.06

Rate Schedule LIS LARGE INTERRUPTIBLE SERVICE

1. AVAILABILITY:

Entire Service Area

2. APPLICABILITY AND CHARACTER OF SERVICE

Gas delivered to a Commercial or Industrial Customer using more than 500,000 therms per year.

3. RATES AND CHARGES

Customer Charge:

\$1,000.00 per month

Non-Fuel Charge

\$0.02982 per therm

Minimum Charge:

The Minimum Charge shall be the Customer Charge and any applicable terms and conditions contained

in the Service Agreement.

4. BILLING ADJUSTMENTS

See Billing Adjustments, Sheet Nos. 5.19 through 5.23

5. SERVICE AGREEMENT

A Service Agreement accepted by the Company is a condition precedent for service under this Rate Schedule. The term of the Service Agreement shall be set forth therein but shall not be less than one (1) year.

6. TERMS AND CONDITIONS

The Rules and Regulations of Company's FPSC Gas Tariff, as the same may be amended from time to time, are hereby made a part of this Rate Schedule.

Issued By: S.L. Shoaf, President

Effective:

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ST JOE NATURAL GAS COMPANY FPSC TARIFF

First Revised Sheet No.

5.07

Cancels Original Sheet No.

5.07

Rate Schedule FTS FIRM TRANSPORTATION SERVICE

1. AVAILABILITY:

Entire Service Area

2. APPLICABILITY AND CHARACTER OF SERVICE

Aggregated transportation service available to non-residential customers whose annual metered transportation volume is more than 25,000 up to 500,000 therms per year.

3. RATES AND CHARGES

Customer Charge:

\$1,000.00 per month

Transportation Charge

\$0.11842 per therm

4. MIMIMUM MONTHLY BILL

The minimum monthly charge shall be the Customer Charge and any applicable terms and conditions contained in the Service Agreement, and, if applicable, the Maximum Daily Transportation Quantity (MDTQ), expressed in therms, but not less than therms times the number of days transportation is made available in each billing period, at the rate per therm set forth above, until the Maximum Annual Transportation Quantity (MATQ) has been delivered, at which time only the monthly Customer Charge applies.

5. BILLING ADJUSTMENTS

See Billing Adjustments, Sheet Nos. 5.19 through 5.23

6. SERVICE AGREEMENT

A Service Agreement accepted by the Company is a condition precedent for service under this Rate Schedule. The term of the Service Agreement shall be set forth therein but shall not be less than one (1) year.

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ST JOE NATURAL GAS COMPANY FPSC TARIFF

First Revised Sheet No. Cancels Original Sheet No.

5.08 5.08

Rate Schedule FTS FIRM TRANSPORTATION SERVICE (Continued)

6. SPECIAL CONDITIONS

- a) As a condition fro receiving service pursuant to this CTS Rate Schedule Customer agrees that, on termination of service hereunder, Customer will pay to Company the amount, if any, by which Customer's consumption (in therms) during the 12 months immediately preceding the date on which service hereunder is terminated, times the applicable LIS Rate, exceeds Customer's consumption (in therms) during the said period, times the Transportation Charges actually paid for such consumption by Customer.
- b) The rates set forth in this schedule shall be subject to the operation of the Company's Tax and Fee Adjustment Clause set forth on Sheet No. 5.20.
- c) The rates set forth in this schedule shall be subject to the operation of the Company's Conversion factor set forth on Sheet No. 5.20.
- d) Service under this schedule is subject to annual volume review by the
 Company or anytime at the Customer's request. If reclassification to another schedule is appropriate such classification will be prospective.

7. TERMS AND CONDITIONS

The Rules and Regulations of Company's FPSC Gas Tariff, as the same may be amended from time to time, are hereby made a part of this Rate Schedule.

Issued By: S.L. Shoaf, President Effective:

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ST JOE NATURAL GAS COMPANY FPSC TARIFF

First Revised Sheet No. Cancels Original Sheet No.

5.09 5.09

Rate Schedule CIS CONTRACT INTERRUPTIBLE SERVICE

1. AVAILABILITY:

Entire Service Area

2. APPLICABILITY AND CHARACTER OF SERVICE

Aggregated transportation service available to non-residential customers whose annual metered transportation volume is more than 25,000 up to 500,000 therms per year.

3. RATES AND CHARGES

Customer Charge:

\$1,000.00 per month

Non- Fuel Charge:

- a) An amount not less than \$0.01 per therm nor greater than one and one-half (1.5) times the Large Interruptible Service (LIS) rate per therm. Unless changed by Company pursuant to this Rate Schedule, the Non-Fuel Charge per therm shall be equal to the LIS rate.
- b) The one and one-half (1.5) times the Large Interruptible Service (LIS) rate as used herein means the non-fuel charge prescribed in Rate Schedule LIS, adjusted pursuant to the applicable Billings Adjustments as set forth beginning on Sheet No. 5.19.
- c) The Non-Fuel Charge to Customer shall be determined by Company based upon Company's evaluation of competitive conditions. Such conditions may include, but are not limited to: the cost of gas which is available to serve Customer; the delivered price, including applicable taxes and transportation costs, and availability of Customer's designated alternative fuel; and the nature of Customer's operations (such as load factor, fuel efficiency and emissions, alternative fuel capacity, etc.). Company may from time to time decrease or increase the Non-Fuel Charge as it deems necessary or appropriate to meet or remain competitive, but shall have no obligation to do so; provided, however, that the Non-Fuel Charge shall at all times remain within the limits set forth above.
 - d) Company shall notify Customer at least 48 hours in advance of any change in the Non-Fuel Charge under this rate schedule.

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ST JOE NATURAL GAS COMPANY FPSC TARIFF

First Revised Sheet No.

5.10 5.10

Cancels Original Sheet No.

Rate Schedule CIS CONTRACT INTERRUPTIBLE SERVICE

(Continued)

e) Customer may at any time request a reduction in its Non-Fuel Charge by completing the Company's Form No. 26 (set forth in Sheet No. 71.03). Once a Customer has submitted such form, and the same has been accepted by Company, the Customer shall resulpmit such form, with the then current information, on the first day of each month thereafter, and at such time there is any change in any information contained in a form previously submitted. The monthly Non-Fuel Charge for a Customer who submits no Form No. 26 to the Company, or who fails to submit such form (properly completed) as required hereunder, or whose form is not accepted by the Company, shall be the LIS rate per therm.

4. MIMIMUM MONTHLY BILL

The minimum monthly charge shall be the Customer Charge and any applicable terms and conditions contained in the Service Agreement.

5. BILLING ADJUSTMENTS

See Billing Adjustments, Sheet Nos. 5.19 through 5.23

6. SERVICE AGREEMENT

A Service Agreement accepted by the Company is a condition precedent for service under this Rate Schedule. The term of the Service Agreement shall be set forth therein but shall not be less than one (1) year.

7. TERMS AND CONDITIONS

The Rules and Regulations of Company's FPSC Gas Tariff, as the same may be amended from time to time, are hereby made a part of this Rate Schedule.

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ST JOE NATURAL GAS COMPANY FPSC TARIFF

First Revised Sheet No. 5.11
Cancels Original Sheet No. 5.11

Rate Schedule CTS CONTRACT TRANSPORTATION SERVICE

1. AVAILABILITY:

Entire Service Area

2. APPLICABILITY AND CHARACTER OF SERVICE

Gas transported on behalf of a Customer using greater than 500,000 therms per year on either a Firm or Interruptible basis.

3. RATES AND CHARGES

Customer Charge:

\$1,000.00 per month

Non-Fuel Charge:

- a) An amount not less than \$0.01 per therm nor greater than one and one-half (1.5) times the Large Interruptible Service (LIS) rate per therm. Unless changed by Company pursuant to this Rate Schedule, the Transportation Non-Fuel Charge per therm shall be equal to the LIS rate.
- b) The one and one-half (1.5) times the Large Interruptible Service (LIS) rate as used herein means the non-fuel charge prescribed in Rate Schedule LIS, adjusted pursuant to the applicable Billings Adjustments as set forth beginning on Sheet No. 5.19.
- c) The Transportation Non-Fuel Charge to Customer shall be determined by Company based upon Company's evaluation of competitive conditions. Such conditions may include, but are not limited to: the cost of gas which is available to serve Customer; the delivered price, including applicable taxes and transportation costs, and availability of Customer's designated alternative fuel; and the nature of Customer's operations (such as load factor, fuel efficiency and emissions, alternative fuel capacity, etc.). Company may from time to time decrease or increase the Transportation Non-Fuel Charge as it deems necessary or appropriate to meet or remain competitive, but shall have no obligation to do so; provided, however, that the Transportation Non-Fuel Charge shall at all times remain within the limits set forth above.

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First Revised Sheet No.

5.12 5.12

Cancels Original Sheet No.

Rate Schedule CTS CONTRACT TRANSPORTATION SERVICE (Continued)

- d) Company shall notify Customer at least 48 hours in advance of any change in the Non-Fuel Charge under this rate schedule.
- e) Customer may at any time request a reduction in its Non-Fuel Charge by completing the Company's Form No. 26 (set forth in Sheet No. 71.03). Once a Customer has submitted such form, and the same has been accepted by Company, the Customer shall resubmit such form, with the then current information, on the first day of each month thereafter, and at such time there is any change in any information contained in a form previously submitted. The monthly Non-Fuel Charge for a Customer who submits no Form No. 26 to the Company, or who fails to submit such form (properly completed) as required hereunder, or whose form is not accepted by the Company, shall be the LIS rate per therm.

4. MINIMUM MONTHLY BILL

The minimum monthly charge shall be the Customer Charge and any applicable terms and conditions contained in the Service Agreement, and, if applicable, the Maximum Daily Transportation Quantity (MDTQ), expressed in therms, but not less than therms times the number of days transportation is made available in each billing period, at the rate per therm set forth above, until the Maximum Annual Transportation Quantity (MATQ) has been delivered, at which time only the monthly Customer Charge applies.

5. SERVICE AGREEMENT

A Service Agreement accepted by the Company is a condition precedent for service under this Rate Schedule. The term of the Service Agreement shall be set forth therein but shall not be less than one (1) year.

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ST JOE NATURAL GAS COMPANY FPSC TARIFF

Second Revised Sheet No. 5.13
Cancels First Revised Sheet No. 5.13

Rate Schedule CTS
CONTRACT TRANSPORTATION SERVICE
(Continued)

6. SPECIAL CONDITIONS

- a) As a condition for receiving service pursuant to this CTS Rate Schedule Customer agrees that, on termination of service hereunder, Customer will pay to Company the amount, if any, by which Customer's consumption (in therms) during the 12 months immediately preceding the date on which service hereunder is terminated, times the applicable LIS Rate, exceeds Customer's consumption (in therms) during the said period, times the Transportation Charges actually paid for such consumption by Customer.
- b) The rates set forth in this schedule shall be subject to the operation of the Company's Tax and Fee Adjustment Clause set forth on Sheet No. 5.20.
- c) The rates set forth in this schedule shall be subject to the operation of the Company's Conversion factor set forth on Sheet No. 5.20.
- d) Service under this schedule is subject to annual volume review by the Company or anytime at the Customer's request. If reclassification to another schedule is appropriate such classification will be prospective.

7. TERMS AND CONDITIONS

The Rules and Regulations of Company's FPSC Gas Tariff, as the same may be amended from time to time, are hereby made a part of this Rate Schedule.

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ST JOE NATURAL GAS COMPANY FPSC TARIFF

First Revised Sheet No. Cancells Original Sheet No.

5.14 5.14

Rate Schedule ITS INTERRUPTIBLE TRANSPORTATION SERVICE

1. AVAILABILITY:

Entire Service Area

2. APPLICABILITY AND CHARACTER OF SERVICE

Gas transported on behalf of a Customer using up to 150,000 therms per year on an Interruptible basis.

3. RATES AND CHARGES

Customer Charge:

\$360.00 per month

Transportation Charge

\$0.04210 per therm

4. MINIMUM MONTHLY BILL

The minimum monthly charge shall be the Customer Charge and any applicable terms and conditions contained in the Service Agreement, and, if applicable, the Maximum Daily Transportation Quantity (MDTQ), expressed in therms, but not less than therms times the number of days transportation is made available in each billing period, at the rate per therm set forth above, until the Maximum Annual Transportation Quantity (MATQ) has been delivered, at which time only the monthly Customer Charge applies.

5. BILLING ADJUSTMENTS

See Billing Adjustments, Sheet Nos. 5.19 through 5.23

6. SERVICE AGREEMENT

A Service Agreement accepted by the Company is a condition precedent for service under this Rate Schedule. The term of the Service Agreement shall be set forth therein but shall not be less than one (1) year.

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Exhibit ___ (SLS-2) St Joe Natural Gas Company Docket No 001447-GU

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ST JOE NATURAL GAS COMPANY FPSC TARIFF

First Revised Sheet No.

Cancels Original Sheet No.

5.15 5.15

Rate Schedule ITS INTERRUPTIBLE TRANSPORTATION SERVICE (Continued)

7. SPECIAL CONDITIONS

- a) Customer bears sole responsibility for all costs incurred up to the designated point of delivery on Company's system.
- b) Service under this Rate Schedule shall be subject to the terms and conditions of the Interruptible Transportation Service Agreement between the Company and Customer and, unless otherwise indicated herein or in the ITSA, to the General Rules and Regulations set forth in this gas tariff.
- c) The rates set forth in this Rate schedule shall be subject to the operation of the Company's Tax and Fee Adjustment Clause set forth on Sheet No. 5.20.
- d) Service under this Rate Schedule is subject to annual volume review by the Company or anytime at the Customer's request. If reclassification to another schedule is appropriate such classification will be prospective.

8. TERMS AND CONDITIONS

The Rules and Regulations of Company's FPSC Gas Tariff, as the same may be amended from time to time, are hereby made a part of this Rate Schedule.

Issued By: S.L. Shoaf, President	Effective:

Docket No. 001447-GU

ST JOE NATURAL GAS COMPANY **FPSC TARIFF**

First Revised Sheet No. Cancels Original Sheet No.

5.21

5.21

RULES AND REGULATIONS (Continued)

- 4) "Shortfall" means the amount, if any, by which Company's base revenue exceeds its actual revenue for a determination period.
- В. The existence of a shortfall or surplus shall be determined by comparing Company's actual revenue with its base revenue. This determination shall be made each year for the twelve months ending September 30 ("determination period").
- Ç Adjustments to rates pursuant to this clause shall be implemented during ari "adjustment period", which shall be the eleven months ending September 30 in the year following the determination period in the event of a surplus. In the event of a shortfall, any eleven successive months ending on a September 30 within five years following the determination period may be an adjustment period.
- D. In the event of a surplus, Company shall reduce rates to customers (other than customers served under Rate Schedules CIS and CTS) to credit them with revenues equal to the surplus
- E. In the event of a shortfall, Company may increase rates to customers (other than customers served under Rate Schedules CIS and CTS) to recover an amount not to exceed the amount of the shortfall.
- F. A surplus refund or shortfall recovery shall be implemented during an adjustment period by reducing or increasing the non-fuel energy charge or transportation charge prescribed in each rate schedule of this tariff (except rate Schedules CIS and CTS) by an adjustment factor computed as follows and rounded to the nearest 0 00001 cent per therm

In event of a surplus, substract:

Surplus Refund to Customer

PTS

in event of a shortfall, add.

Shortfall Recovery to Customer

PTS

Where: PTS =

Projected therm sales to and transportation for customers (excluding customers served under Rate Schedules CIS and CTS) during the adjustment period.

Any variation between the actual surplus refund to customers and the amount calculated pursuant to the preceding paragraph, or between the actual shortfall recovery and the amount which Company elected to recover in an adjustment period, shall be "trued-up" during the succeeding adjustment period pursuant to methodology approved by the Commission.

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Exhibit ____ (SLS-2)
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ST JOE NATURAL GAS COMPANY FPSC TARIFF

First Revised Sheet No. 5.22 Cancels Original Sheet No. 5.22

RULES AND REGULATIONS (Continued)

G Company may defer all or any portion of a shortfall recovery to a subsequent adjustment period or portion thereof.

6 CONVERSION FACTOR

The factor representing the BTU content per cubic foot is used to convert cubic feet to therms for billings to customers. The BTU content shall be the BTU per cubic foot as billed by the pipeline(s) for the current month adjusted.

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RULES AND REGULATIONS (Continued)

1. Availability:

Entire Service Area

2. Applicability:

To all customers for services rendered and fees assessed in accordance with the Rules and Regulations Section of the Company's approved tarff.

3. Rates and Charges:

Residential Connection Charge:	\$30.00
Non-Residential Connection Charge:	\$60.00
Residential Re-Connection Charge:	\$30.00
Non-Residential Re-Connection Charge:	\$60.00
Collection in Lieu of Disconnect Charge:	\$15.00
Change of Account:	\$20.00
Return Check Charge:	\$25 00 or 5%
	of the face value of the

check whichever is greater

Issued By: S.L. Shoaf, President

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ST. JOE NATURAL GAS COMPANY, INC. FPSC TARIFF

First Revised Sheet No. 16 Cancels Original Sheet No. 16

RULES AND REGULATIONS (continued)

3. INITIATION OF SERVICE

- A. REQUEST FOR GAS SERVICE Gas Service may be requested by a prospective customer by:
 - 1) Verbal or telephone request to a business office of the Company (in the case of residential Gas Service), or
 - 2) By submission to Company of a completed Request For Gas Service (in the case of Gas Service other than residential Gas Service).
- B. EXECUTION OF SERVICE AGREEMENTS A Service Agreement is required for gas service provided to a Customer whose annual requirement is 50,000 therms or more per year. Upon a determination by Company that sufficient capacity exists to provide a requested service, Company will tender to the requesting Customer a Service Agreement in the form contained in Section 18 of Company's FPSC Gas Tariff for the requested service. Customer must execute and return such Service Agreement to Company within thirty (30) days of receipt.
- C ACCEPTANCE OF REQUEST FOR GAS SERVICE A Request For Gas Service shall be deemed to be accepted by the Company when gas service pursuant thereto is initiated.
- D. OBLIGATION OF CUSTOMER AND COMPANY The terms and conditions of the Customer's Request For Gas Service, these Rules and Regulations, and the applicable Rate Schedules shall become binding upon the Customer and Company upon acceptance by the Company of the Customer's Request For Gas Service.
- E. METER TURN ON AND METER RECONNECTION CHARGE Whenever Gas Service is initiated or restored by the Company at any location, the charges set forth on Sheet No. 5.23.

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Effective:

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ST. JOE NATURAL GAS COMPANY, INC. FPSC TARIFF

First Revised Sheet No. 17 Cancels Original Sheet No. 17

RULES AND REGULATIONS (continued)

Where Gas Service is established outside of normal business hours or by special appointment, the charges set forth above will be multiplied by 1.5. Meter turn-on and Meter Restoration Charges shall be adjusted by applicable Billing Adjustments, Sheet Nos. 5.19 - 5.23.

F. WITHHOLDING OF GAS SERVICE - Company will refuse to establish Gas Service to any location where it finds that establishment of Gas Service will create an unsafe or hazardous condition on the Customer's premises.

Company may discontinue Gas Service to an existing Customer or refuse to serve a prospective Customer where such Customer's use of Gas is or will be detrimental or hazardous to the Gas Service supplied to other Customers.

Company will not establish Gas Service to any Customer where that Customer is in arrears for Gas Service at that location or another location in the Company's service area.

<u>Unauthorized or Fraudulent Use of Gas:</u> Company will discontinue Gas Service without notice:

 In the event of tampering with regulators, valves, meters or other facilities furnished and owned by Company, or

Effective:

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ST. JOE NATURAL GAS COMPANY, INC. FPSC TARIFF

First Revised Sheet No. 25 Cancels Original Sheet No.25

Effective:

RULES AND REGULATIONS (continued)

- G. REFUND OF DEPOSIT WHEN GAS SERVICE IS DISCONNECTED Upon termination of Gas Service, a cash deposit and accrued interest may be credited against the final account and the balance, if any, shall be returned promptly (in no event later than fifteen (15) days after Gas Service is discontinued) to the Customer.
- H. RETURNED CHECKS A service charge, as specified on Sheet No. 5.23, shall be added to the Customer's bill for Gas Service for each check dishonored by the bank upon which it is drawn. Termination of Gas Service shall not be made for failure to pay such returned check charge.

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Issued On.