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SJNG's Response to Staff's First Interrogatories
Nos. 1-5

Q 1.0 In Schedule CT-2, Page 2 of 3, the Company identifies Program 4 as the "Large Commercial – New Construction.: In Schedule CT-5, there are no program results for a program with this name, but there are program results for two commercial programs that were not identified in Schedule CT-2. Please explain the discrepancy in program titles in the referenced schedules.

Response: CT-2, Page 2 of 3, and CT-5 the program was labeled incorrectly. It should have been Small Food Service Commercial Conservation Rebate Program Incentive.

Q 2.0 In Schedule CT-2, Pg 2 of 3, the Company identifies Program 5 as the "Large Commercial – Retention." In Sch CT-5, there are no program results for a program with this name, but there are program results for two commercial programs that were not identified in Sch CT-2. Please explain the discrepancy in program titles in the referenced schedules.

Response: CT-2, Pg 2 of 3, the program was labeled incorrectly. It should have been Hospitality & Lodging Conservation Rebate Program Incentive.

Q 3.0 Please refer to Schedule CT-5, Page 1 of 5, for the Residential New Construction program to answer the following questions:

- a. Please explain the variance between the number of Tankless Gas W/H the company planned to install (47), compared to the actual number of these units installed (98) in the Jan - Dec 2020 period.
- b. Please explain the variance between the number of Clothes Dryers.....
- c. Please explain the variance between the number of Heating Systems.....
- d. Please explain the variance between the number of Tank W/H

Response: SJG planned installation is based solely on prior activity and a little bit of guessing. Due to COVID-19 pandemic, there has been a great increase in the purchasing of appliances.

Q 4.0 Please refer to Schedule CT-5, Page 3 of 5, for the Residential Appliance Retention program to answer the following questions.

- a. Please explain the variance between the number of Tankless Gas W/H the company planned to install (65), compared to the actual number of these units installed (84) in the Jan - Dec 2020 period.
- b. Please explain the variance between the number of Heating Systems.....
- c. Please explain the variance between the number of Tank W/H

Response: See answer to Q3.0

20210004-GU Staff hearing Exhibits 00059

St. Joe Natural Gas

Docket No: 20210004

Staff's First Set of Interrogatories

Interrogatory No:1

Q 5.0 Please explain how the Company educates its customers and/or promotes its residential and commercial/industrial rebate programs.

Response: St Joe Natural Gas resides in a very small community and does not need to promote the rebate program. It is done solely by word of mouth by customers.