



DECISION-MAKERS IN THE NATURAL GAS VALUE CHAIN

This document provides an overview of organizations on which farmers depend for connecting a farm to a natural gas pipeline or increasing their natural gas use. These organizations represent the major decision-makers along the natural gas use value chain and is not meant as an exhaustive listing of organizations. The document is organized by decision-maker categories and includes an information text box on each type of organization involved. The information includes the role of the organization in the natural gas value chain, how farmers can contact them, and Websites for additional information.

Who are the Decision-makers?

Primary Decision-makers

There are four types of organizations directly involved in connecting a farm to or expanding natural gas access. They represent the primary decision-makers:

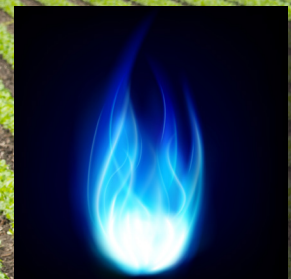
- Local Utility
- Co-op/Government Aggregator
- Transmission Company
- Supply Negotiator

Secondary Decision-makers

In addition to the primary decision-makers, there are entities that can influence (through informing, advocating, or developing equipment/supporting infrastructure) the natural gas supply process. These secondary decision-makers include:

- State Government Agencies
- State Trade Associations
- National Trade Associations
- State Non-profit Organizations
- Equipment Manufacturers

This information is brought to you by Ohio soybean farmers and their checkoff. For more information on the Ohio Soybean Council, see <http://www.soyohio.org/council/> and <http://www.soyohio.org/council/contact-us/>



Primary Decision-makers

Local Utility

Role: Local utilities—sometimes referred to as local distribution companies (LDCs)—are typically the first point of contact for delivering natural gas to the farm. They are responsible for maintaining the natural gas distribution lines and performing metering and billing.

Contacting Local Utilities: Connecting a farm to a natural gas pipeline or increasing natural gas use typically entails contacting (via phone, e-mail, written correspondence, and in some cases, in-person) the local utility operating in the area. This may be the utility providing existing energy services (e.g., electricity).

The companies listed below are the local natural gas utilities regulated by the Public Utilities Commission of Ohio (PUCO). To connect or extend natural gas service, farmers should contact the Customer Service Office or New Business/Commercial Services Office.

- Companies may be divided into district service areas, in which case the District Office should be contacted first.
- Companies may serve multiple states, so it is important to indicate services are for Ohio.

Customer services will first determine if natural gas is available in the region (using a street address) and will assist in new customer connections, new construction or natural gas service line installation, converting existing equipment/facilities, and in some cases, “farm taps” (direct connections to high pressure natural gas pipelines).

- Arlington Natural Gas Company
- Brainard Gas Corp.
- Columbia Gas of Ohio, Inc.
- Duke Energy Ohio
- East Ohio Gas Company (Dominion East Ohio)
- Eastern Natural Gas Company
- Foraker Gas Company, Inc.
- Glenwood Energy of Oxford, Inc.
- KNG Energy, Inc.
- Northeast Ohio Natural Gas Corporation
- Northern Industrial Energy Development, Inc.
- Ohio Cumberland Gas Company
- Ohio Gas Company
- Ohio Valley Gas Corporation
- Orwell Natural Gas Company
- Piedmont Gas Company
- Pike Natural Gas Company
- Sheldon Gas Company
- Southeastern Natural Gas Co. of Ohio
- Suburban Natural Gas Company
- Swickard Gas Company
- Vectren Energy Delivery of Ohio, Inc.
- Waterville Gas & Oil Company

Licensed Installers: Installers—sometimes referred to as contractors—are companies or individuals permitted to install and replace natural gas infrastructure connecting the farm to the local utility. Utilities specify installation and repair qualifications for services connecting to their infrastructure. Farmers should contact the local utility to obtain a list of utility-approved licensed installers.

For More Information:

- Map of Local Utilities Operating in each Ohio County: http://www.puco.ohio.gov/emplibrary/files/Util/GIS/Gas_Maps/Natural_Gas_Distribution_Companies.pdf
- Utility Contact Information: <http://energizeohio.osu.edu/incentives/utilities>
- List of Local Distribution Companies: <http://www.puco.ohio.gov/puco/index.cfm/docketing/regulated-company-list>

Co-op/Government Aggregator

Role: Aggregation involves a group of customers coming together to form a single, large customer that buys natural gas; oftentimes, at a lower price than the individual members could obtain on their own. Communities (e.g., cities, villages, townships, counties) themselves—referred to as Natural Gas Government Aggregators—can participate in a natural gas aggregation. Individuals can also join a local member-owned natural gas cooperative (co-op). Usually, co-ops serve rural communities with sparse populations not connected to natural gas infrastructure.

Contacting Co-op/Government Aggregators: Farmers can contact their local community’s Utilities Department to understand their community’s plans for aggregation or to join an existing local natural gas aggregation program. To join a local co-op, farmers can contact the individual co-op and ask for the Prospective Members Services Department.

For More Information:

- Map of Ohio Communities Participating in Natural Gas Aggregation: <http://www.puco.ohio.gov/pucogis/agg/gas.cfm>
- Map of Gas Co-ops in each Ohio County: http://www.puc.ohio.gov/emplibrary/files/Util/GIS/Gas_Maps/Natural_Gas_Distribution_Companies.pdf

Transmission Company

Role: A natural gas transmission company transports natural gas in large quantities to the local utility, often using interstate transmission pipelines. It is possible for rural customers to hook up directly to interstate transmission pipelines (through a “farm tap”), if there is no accessible local distribution system.

Contacting Transmission Companies: If there is a nearby transmission line but no accessible local distribution system, the farmer can contact the transmission company to “tap” into the high pressure transmission line. Farmers can contact the Field Office Operator—sometimes listed on a company Website—or the Operations Department to ask how to receive natural gas from the transmission line.

The companies listed below represent a sampling of natural gas transmission companies operating in Ohio. Farmers can access the below Web site to identify the operator of the nearest natural gas transmission line.

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|------------------------------------|-------------------------------------|
| ■ BP Oil Pipeline Company | ■ Ohio Intrastate Energy LLC |
| ■ Cobra Pipeline Co LTD | ■ Ohio River Valley Pipeline |
| ■ NRG Ohio Pipeline Co. | ■ Orwell-Trumbull Pipeline Co., LLC |
| ■ North Coast Gas Transmission LLC | ■ Spelman Pipeline Holdings LLC |

For More Information:

- National Pipeline Mapping System (NPMS): <https://www.npms.phmsa.dot.gov/PublicViewer>. Enter in State and County and select “view pipelines by operator” for natural gas transmission lines.

Supply Negotiators

Role: Supply negotiators—referred to as gas marketers or brokers—negotiate the natural gas cost/supply terms serviced by the local natural gas distribution system.

- Gas marketers contract with end-user customers to sell them natural gas; the local utility still delivers the natural gas and maintains the natural gas distribution lines. Gas marketers also act as aggregators, pooling multiple natural gas customers in order to purchase natural gas at a bulk rate.
- Brokers negotiate with the gas marketers on your behalf for the supply and the rate and terms of a natural gas contract. Customers can go through a broker, or shop for rate and terms with the suppliers (e.g., gas marketers or local utilities) themselves.

Contacting Supply Negotiators: Farmers can contact an individual gas marketer or broker through PUCO’s regulated company list to negotiate an individual natural gas supply. If farmers wish to join a supply aggregation (to get a more cost effective supply), they can contact the “Aggregator” under the “Gas Marketer” section on PUCO’s regulated company list (below).

For More Information:

- List of Gas Marketers, Brokers, and Aggregators (via Gas Marketers): <http://www.puco.ohio.gov/puco/index.cfm/docketing/regulated-company-list>

Secondary Decision-makers

State Government Agencies

Role: State government agencies act as regulators, consumer advocates, and information sources, monitor and enforce natural gas regulation and rules, and support sound natural gas policies regarding environmental compatibility and public need.

Contacting State Government Agencies: Depending on information needs, the following State offices can be contacted.

- PUCO – Consumer Call Center
- Ohio Department of Natural Resources – Division of Oil and Gas Resources
- Office of the Ohio Consumer’s Counsel
- Ohio Power Siting Board

State Trade Associations

Role: State trade associations protect, promote, foster, and advance the common interests of those engaged in Ohio soybean operations or involved in the natural gas industry.

Contacting State Trade Associations: Depending on information needs, the following associations can be contacted.

- Ohio Soybean Association – District Board Member
- Ohio Gas Association – Gas Supply and Control Committee
- Ohio Oil & Gas Association – Main Office
- Southeastern Ohio Oil and Gas Association – Natural Gas Committee

National Trade Associations

Role: National trade associations and their affiliates have a similar role to State trade associations—but for the entire nation. They work with industry, government, and customer stakeholders to promote policy development and implementation related to soybean operations and the natural gas industry.

- American Soybean Association
- America’s Natural Gas Alliance
- United Soybean Board

State Non-profit Organizations

Role: State non-profit organizations offer statewide natural gas education and public outreach programs.

- Ohio Oil and Gas Energy Education Program
- Ohio Energy Resource Alliance
- Energy In Depth – Ohio

Equipment Manufacturers

Role: Equipment manufacturers develop and sell natural gas equipment or offer services to convert equipment to make it compatible with natural gas.

- Pipeline Farm Tap Companies
- Farm Equipment Manufacturers
- Equipment Conversion Companies