



**ELIZABETHTOWN**  
**GAS**


# Byram Virtual Town Hall Meeting

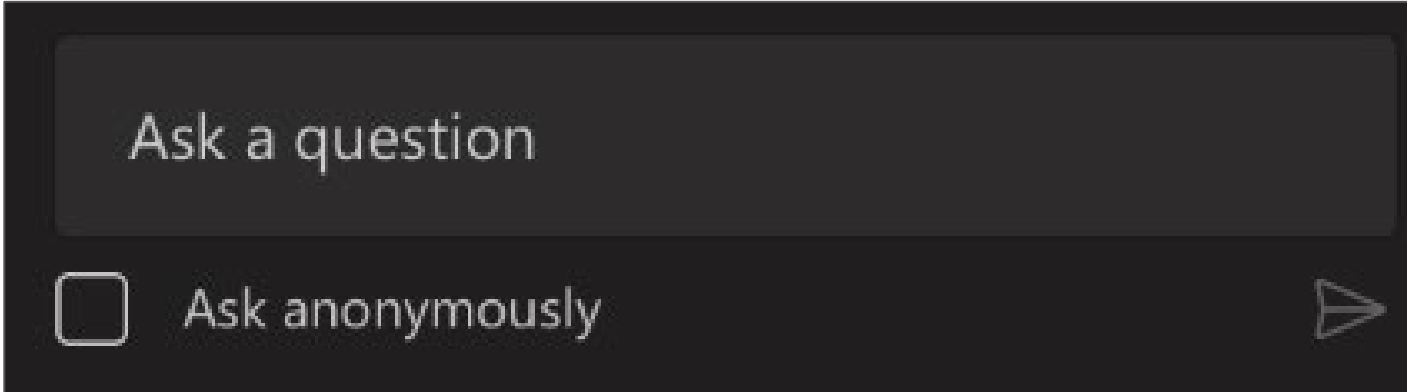
**Gary Marmo**

Director of New Business Development

March 3, 2022

# How To Ask A Question

- If you're an attendee and want to ask a question:
  1. Select the Q&A icon  on the right side of your screen
  2. Type your question in the compose box, and then select **Send**. If you want to ask your question anonymously, select **Ask anonymously**.



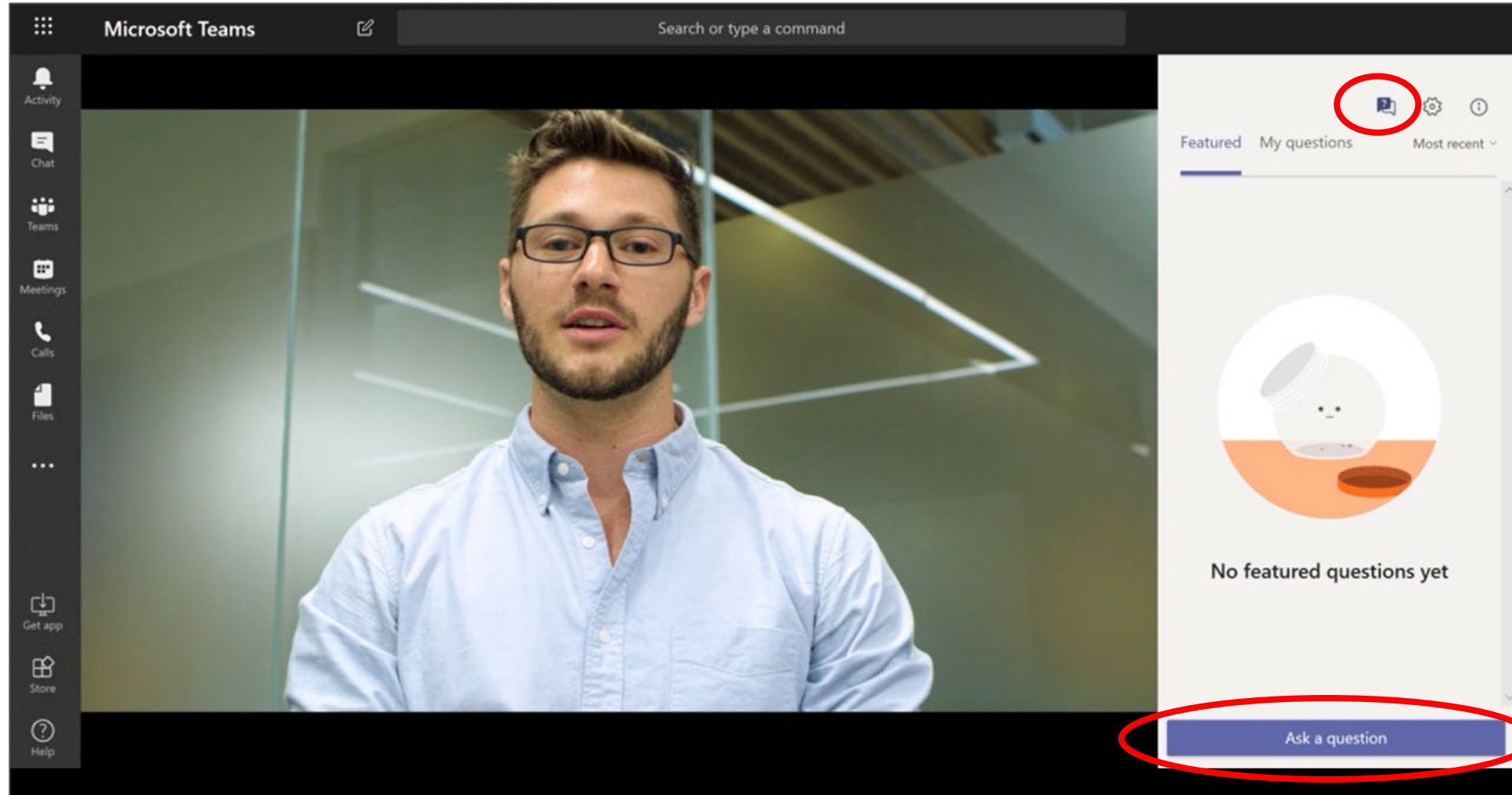
Ask a question

Ask anonymously

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# How To Ask A Question



# Agenda

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About Elizabethtown Gas

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Benefits of Natural Gas

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Converting to Natural Gas

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Cost to Convert

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Impact on Home Sales

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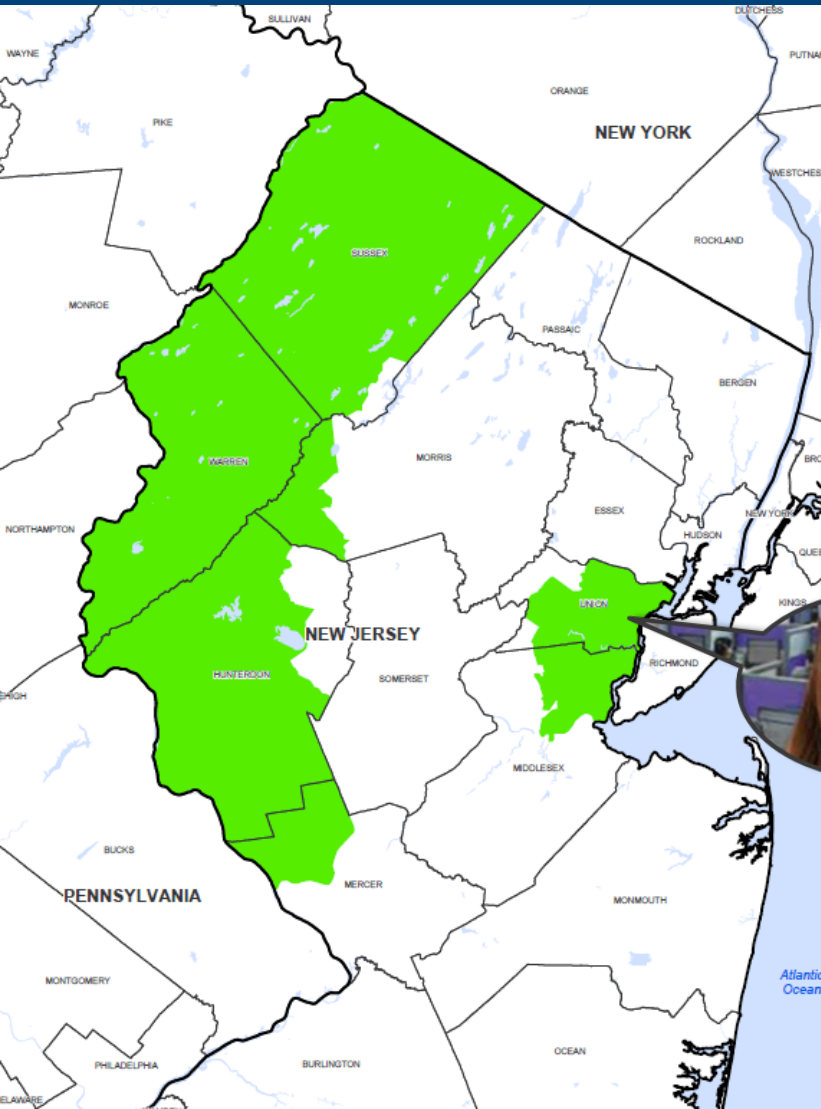
Next Steps



# About Elizabethtown Gas



# Elizabethtown Gas



**Proudly serving New Jersey  
for more than 160 years!**

## • **Company Information**

- Over 305,000 Customers
- 7 Counties
- 4 Operation Centers
- 24 x 7 Operations
- 300+ Employees
- Local Call Center



# JD Power Award Winner

**Ranked #1 in Customer Satisfaction with Residential Natural Gas Service in the East among Midsize Utilities, 7 years in a row!**





# Current Project

Natural gas main is currently being installed on Stanhope Road (CR 605) from the Sparta-Byram border to the Amity Road intersection.

## Project Stages:

1. Interest
2. Design/Engineering
3. Permitting
4. Customer Commitments
5. Installation





# Benefits of Natural Gas

A decorative graphic on the right side of the slide, consisting of several overlapping, curved shapes in various shades of blue, resembling a stylized flame or a modern logo element.

# Why Natural Gas

## Benefits:

- Safe
- Reliable
- Affordable
- Versatile
- Energy Efficient
- Convenient
- Requires Less Maintenance
- Increased Home Value



# Natural Gas is American

The use of natural gas is beneficial to energy independence and keeps jobs in the U.S.

- The U.S. produces nearly all of the natural gas it uses
  - In 2020, U.S. dry natural gas production was about 10% greater than the U.S. total natural gas consumption.
- Benefits include:
  - Reduced dependence on foreign energy sources
  - Creation of U.S. jobs
  - Lower costs and price stability



# Natural Gas is Affordable

Natural Gas vs. Oil	
Annual Heating Cost	
Natural Gas	\$862
Oil	\$2,264
You Save with Natural Gas	<b>\$1,402</b>

Natural Gas vs. Propane	
Annual Heating Cost	
Natural Gas	\$862
Propane	\$3,004
You Save with Natural Gas	<b>\$2,142</b>

Natural Gas vs. Electric Resistance	
Annual Heating Cost	
Natural Gas	\$862
Electric Resistance	\$3,229
You Save with Natural Gas	<b>\$2,367</b>

Average annual savings when switching from alternative heat sources and assume use of high efficiency natural gas equipment. Actual savings vary based on usage and energy source. Fuel comparison based on October 2021 (electric rates) and January 2022 (natural gas, oil, propane rates) EIA data



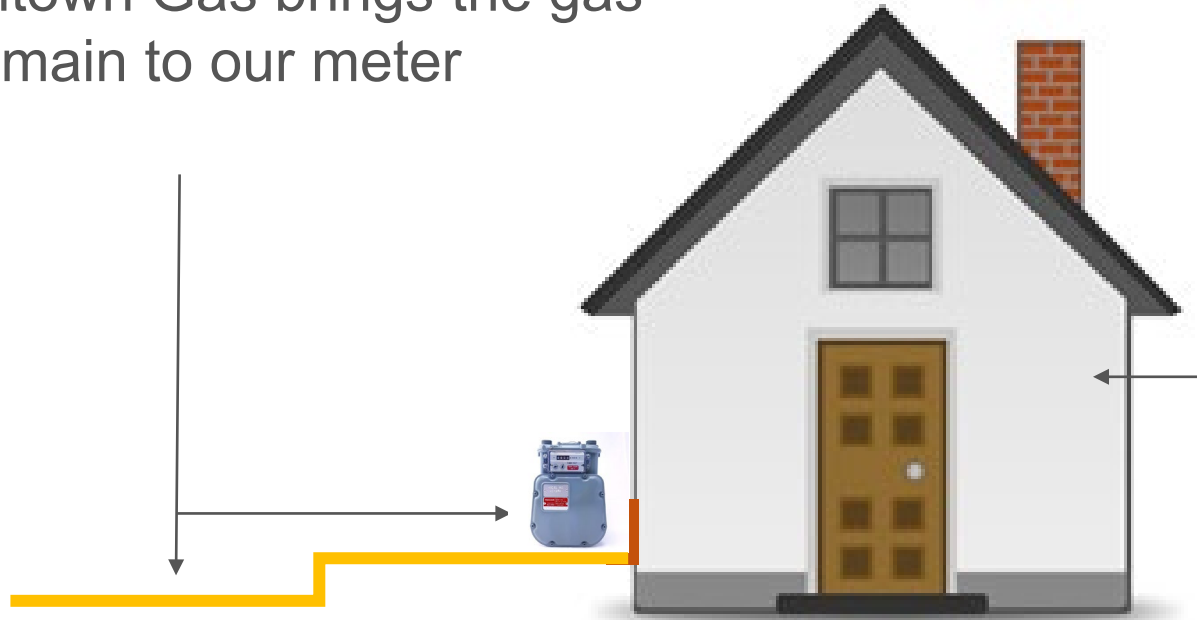
# Converting to Natural Gas





# What is involved in running gas to your home?

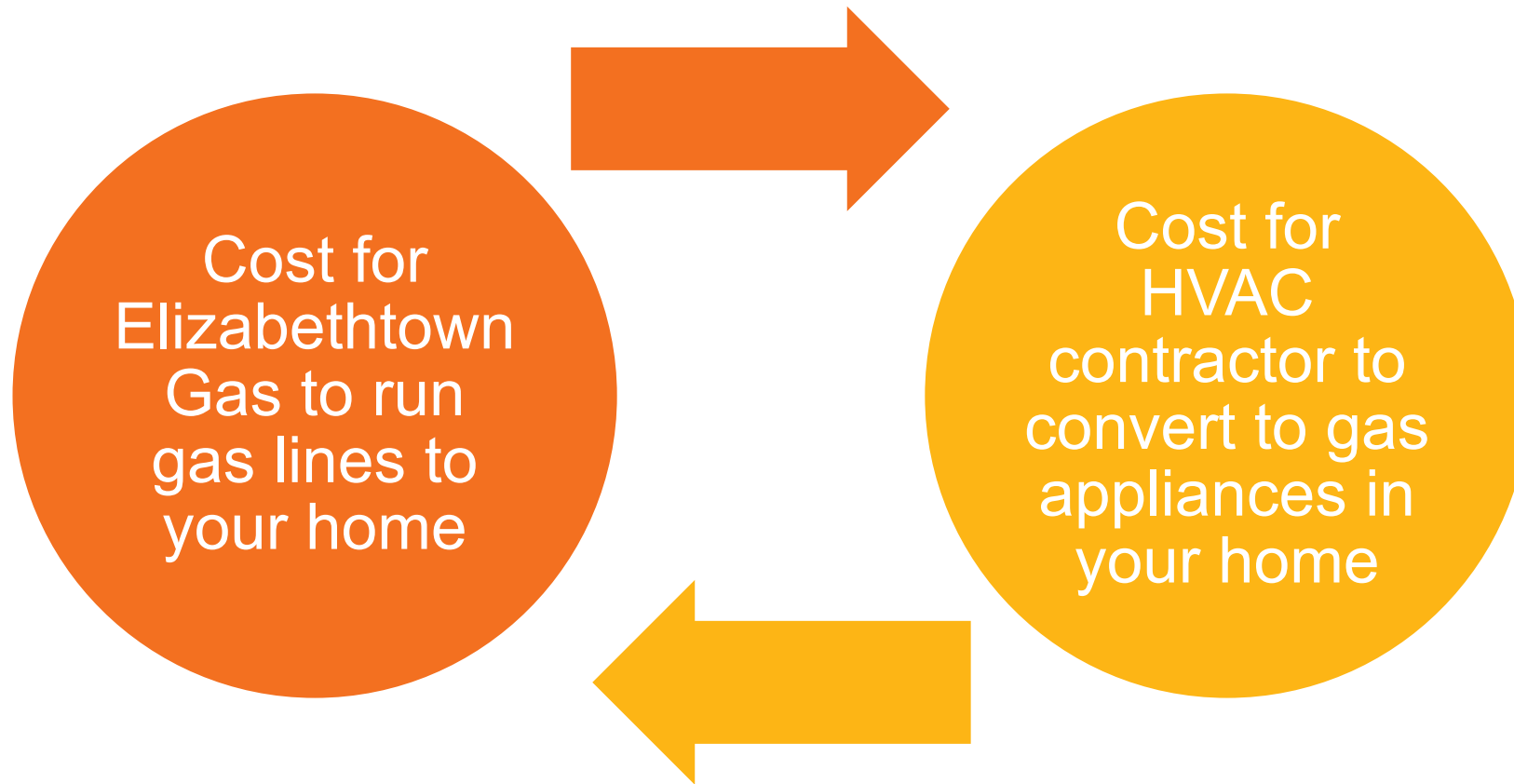
Elizabethtown Gas brings the gas from the main to our meter



An HVAC Contractor provides the work needed inside your home



## How much does it cost to convert to gas? There are two paths to consider:



# Cost to Convert

## How much does it cost for Elizabethtown Gas to bring natural gas to my neighborhood?

- Expanding gas service involves a cost for the utility
- Typically, companies charge customers for these costs
- At Elizabethtown Gas, we determine how many neighbors need to convert to gas to eliminate or greatly reduce costs



# **Cost Estimates Inside Your Home**



## Remember there are two questions to consider when converting to natural gas:

- What will it cost from Elizabethtown Gas to run gas to my home?



- What will my contractor charge for the purchase and installation of new equipment inside my home?



# How much is gas piping?

- Gas piping costs approximately **\$40 per foot**  
*This includes pressure testing and permit fees*
- Cost may vary based on accessibility

Lower cost per foot:	Higher price per foot:
Clean, wide-open work area	Crawl spaces and hard to get to areas
	



## Estimated costs for permits?

- Permits for gas piping are approximately \$125.00
  - This includes your contractor turning in a gas riser diagram (pipe drawing)
- A pressure test and an inspection completed by the local code official, must be completed before any appliances can be connected.
- Furnaces, boilers, and water heaters require separate permits. The costs for these permits are approximately \$100 to \$300, depending on the combination of items installed.
- Cost/process may vary depending on the town or municipality



## Estimated costs for gas heating equipment?

Gas Furnaces			
Efficiency:	Good – 0.80	Better - .95*	Best - .97*
1200 - 1800 sq. ft. home	\$4,295.00	\$5,995.00	\$8,295.00
1800 – 3000 sq. ft. home	\$5,650.00	\$6,295.00	\$9,100.00

Gas Boilers			
Efficiency:	Good - .80	Better - .85	Best - .90*
1200 - 3000 sq. ft. home	\$7,000.00	\$9,500.00	\$13,000.00

\*Qualifies for rebates through the Elizabethtown Gas Energy Efficiency Program.



## Estimated costs for gas water heaters?

Standard Gas Water Heater			
Size:	Cost:	# of Baths:	Family Size:
40 gallon	\$1,400.00	1.5	Up to 4 people
50 gallon	\$1,650.00	2	Up to 5 people
75 gallon	\$2,650.00	3 plus Jacuzzi Tub	Up to 8 people

Tankless Gas Water Heater		
Type:	Cost:	# of Baths:
On demand Most Efficient	\$5,495.00 up to \$8,995.00	Based on gallons per minute

On-demand gas water heaters with UEF .81 or greater and power vented water heaters with EF .64 or greater qualify for rebates through the Elizabethtown Gas Energy Efficiency Program.





## Converting Existing Equipment

Equipment	Conversion Kit Availability	Avg. Cost
Furnace	Oil- No Propane- Possibly	\$1,000.00
Boilers	Possibly- with Conversion Burner	\$2,500.00
Water Heaters	No	N/A
Fireplaces	Possibly- See Manufacture Details	Varies
Other Appliances (Stove, Dryer, etc.)	Possibly- See Manufacture Details	Varies



# Sample Home Estimates



## Sample Home Estimate: 1200 - 1800 sq. ft. home

ITEM	COST
1. Gas piping & permits (20 feet average)	\$800.00
2. Permits for equipment installation –Furnace & Water Heater	\$225.00
3. Heating – “Better” Furnace	\$5,995.00
4. Water Heater – “Standard” 50 Gallon	\$1,650.00
<b>TOTAL COSTS</b>	<b>\$8,670.00</b>
Elizabethtown Gas Rebates	-\$650.00
<b>Adjusted TOTAL</b>	<b>\$8,020.00</b>

Approximate Current Costs		Approximate Costs with Natural Gas	
Oil Heat	\$2,203	“Better” Furnace	\$768
Electric Water Heating	\$611	Tank Water Heater	\$233
<b>Total Yearly Costs</b>	<b>\$2,814</b>	<b>Total Yearly Costs</b>	<b>\$1,001</b>

Energy savings = **\$1,813 per year**  
 Payback on investment = **4.4 years**  
 15 year savings savings = **\$27,195**

## Sample Home Estimate: 1200 - 3000 sq. ft. home

ITEM	COST
1. Gas piping & permits (20 feet average)	\$800.00
2. Permits for equipment installation – Boiler	\$225.00
3. Heating – “Good” Boiler	\$7,000.00
4. Water Heater – “Standard” 50 Gallon	\$1,650.00
<b>TOTAL COSTS</b>	<b>\$9,675.00</b>

Approximate Current Costs		Approximate Costs with Natural Gas	
Oil Heat	\$2,203	“Good” Boiler	\$884
Electric Water Heating	\$611	Tank Water Heater	\$214
Total Yearly Costs	\$2,814	Total Yearly Costs	\$1,117

Energy savings = **\$1,697 per year**  
 Payback on investment = **5.7 years**  
 15 year savings = **\$25,455**

# Energy Efficiency Programs





# Rebates & Financing

If you choose high-efficiency equipment, you may qualify for incentives.

- **Incentives include:**
  - Up to \$15,000 at 0% APR financing for 7 years through our On-Bill Repayment Program
  - Up to \$1,500 in rebates
  - Incentives are available for each piece of qualifying equipment

HVAC and Water Heating Rebates		
Eligible Product	Requirements based on AHRI certificate data for all water heaters and heating equipment	Rebate Amount
Gas Storage Tank Water Heater	Power Vented <55 gallons, UEF ≥ .64 Medium Draw Pattern, High Draw Pattern UEF ≥ 0.68	<b>\$250</b>
Gas Storage Tank Water Heater	Power Vented ≥55 gallons, UEF ≥ 0.78 Medium Draw Pattern, High Draw Pattern UEF ≥ 0.80	<b>\$450</b>
Tankless Water Heater	UEF ≥ 0.87	<b>\$500</b>
Indirect - Fired Storage Tank Water Heater	When paired with a qualifying AFUE 90%+ gas boiler	<b>\$250</b>
Reset controls for boiler	Invoice must show "boiler control"	<b>\$200</b>
Gas Boiler	AFUE 90-94.99%	<b>\$750</b>
Gas Boiler	AFUE ≥95%	<b>\$850</b>
Gas Furnace - Tier 1	AFUE ≥95 - 96.9%	<b>\$650</b>
Gas Furnace - Tier 2	AFUE ≥97%	<b>\$750</b>
Gas Combi Heat Tier 1	AFUE ≥95%	<b>\$1,300</b>
Gas Combi Heat Tier 2	AFUE ≥97%	<b>\$1,500</b>
Qualifying Gas Heater with qualifying Gas Water Heat	Qualifying Gas Heat with <55 gallons and Uniform Energy Factor (UEF) ≥ .64 medium draw, ≥.68 high draw	<b>\$1,100</b>
Qualifying Gas Heater with qualifying Gas Water Heat (includes Tankless Water Heater)	Qualifying Gas Heat with ≥55 gallons and UEF ≥ .78 medium draw, ≥.80 high draw or high capacity	<b>\$1,300</b>
Smart Thermostat Two thermostats eligible per HVAC installation in an existing home	As part of an HVAC install. New installation or replacement of a manual or conventional programmable thermostat with an ENERGY STAR certified thermostat.	<b>\$100</b>



# Home Sales

## Is there an advantage to home sales with natural gas?

Converting to natural gas increases the “desirability” of a home.



# Next Steps



# What are the next steps?

## Next Steps:

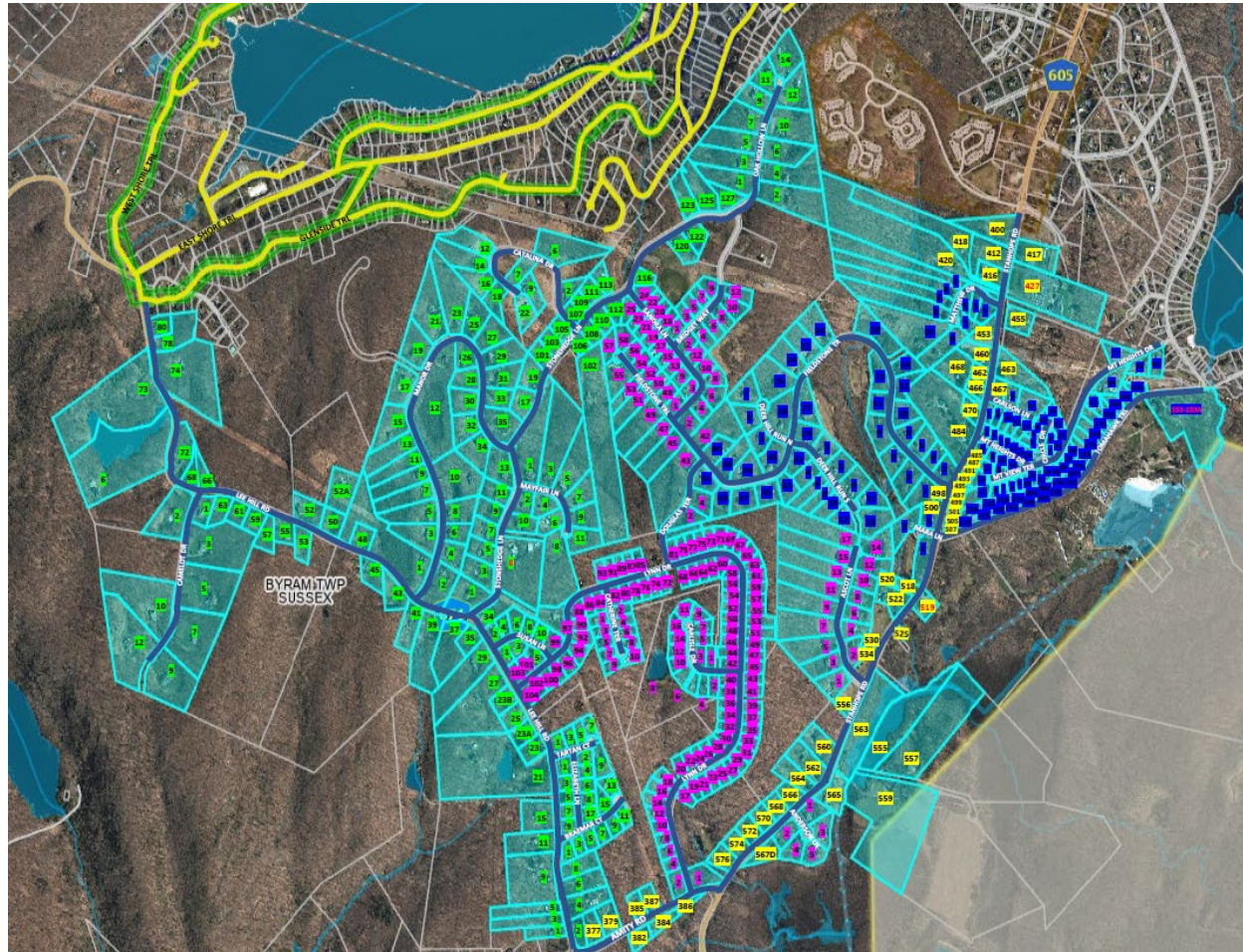
1. For residents located on Stanhope Sparta Road (current project), call our dedicated new customer call center at 844-886-8488 to get the process started.
2. An Elizabethtown Gas representative will follow up to schedule an on-site visit.

For more information and resources visit [www.elizabethtowngas.com/byram](http://www.elizabethtowngas.com/byram)





# Potential Future Projects



# Questions & Answers



# Thank You

Thank you for your time.

We look forward to welcoming you as a  
new Elizabethtown Gas customer!





# Appendix



# Franchise Map

