



Fueling Growth & Prosperity



Who We Are



Employees – Nicor Gas employs more than 2,000 of the 7,000 natural gas distribution employees in Illinois



Infrastructure – 8 storage fields with the capacity to store over 150 billion cubic feet (Bcf) of natural gas



34,300 – miles of pipeline



Customers – Nicor Gas is the largest gas distributor in Illinois with **2.3 million** customers

- Residential 2,049,000
- Commercial 184,000
- Industrial 11,750



Top customer industries

- Biofuels production
- Chemical industry
- Food production and processing
- Manufacturing



8th – in number of commercial customers*

3rd – in number of industrial customers*

6th – in number of residential customers*

Natural Gas is Foundational to our Clean Energy Future



75% of energy needs are met with natural gas in Illinois



80% of customers and many industries depend on natural gas



32% reduction in CO2 emissions since 2005



Access to natural gas keeps energy costs low



Business and residential customers saved \$24 billion over a 10-year period because of access to natural gas



Limiting energy choice may force customers to use higher-cost energy



8% growth in natural gas use by Illinois business over a 10-year period

Proactive business recruitment, retention, and expansion

Partnering and supporting local municipalities as an extended team member with master planning and visioning, funding sources, resource networking

- Site visits
- Eco Dev Certification Classes

Championing catalytic development to seed and scale businesses that transform communities

- Thought leadership and data analytics forecasting
- Master Planning with subject matter experts needs vs voids exercises

Communicating state and sector incentives and workforce pools

- Mapping funds for local infrastructure investments
- Connecting employers, employees and curriculums

Processes & Programming

					
Drive new business recruitment engaging idea to ribbon cutting	Support customer journey touchpoints, execution and communication	Provide resources, subject matter experts, modeling and analytics	Identify workforce, housing initiatives, funding pathways, rebates and incentives	Partner and provide community & economic development training	Actively promote Investing In Illinois succes stories

Partners We Connect



Illinois
Department of Commerce
& Economic Opportunity

DCEO is the state's economic development arm – dedicated to supporting and maintaining a strong economic environment for Illinoisians—taxpayers, employers, workers, and communities—by actively recruiting and growing businesses, maintaining a 21st-century workforce, enhancing innovation, and bringing jobs and investment to underserved communities throughout Illinois. DCEO offers business resources, small business assistance programs, information on incentives and tax credits, resources to help business exploring relocation or expansion, and loan programs than can help businesses thrive.

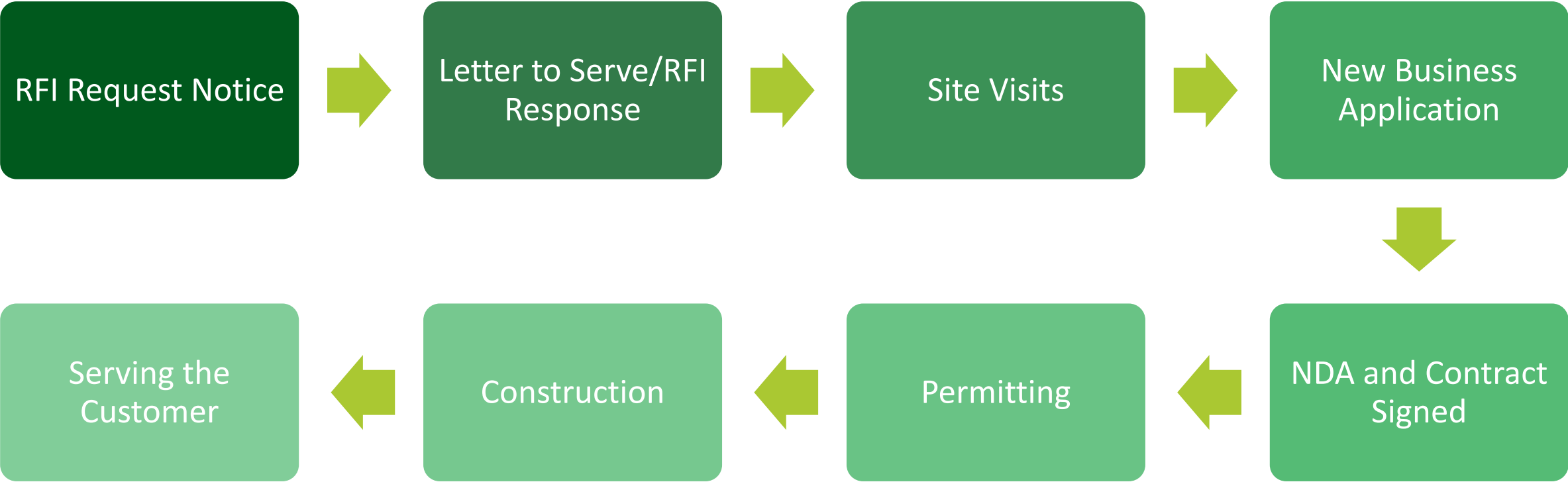


Intersect Illinois is a statewide economic development focused on bringing new business, jobs, and investment to Illinois, collaborating with industry, academic and government partners to showcase Illinois' advantages. A not-for-profit, public-private partnership, Intersect Illinois' business development, marketing and research teams provide site selection assistance, site visit coordination, project-specific market and analyses, and mediation of key government, local and business stakeholders at no cost.



NextSite is a commercial development advisory solution that focuses on providing unique market analysis and delivering results by connecting opportunities in our client communities to the developers, tenant reps, and end-users that drive the retail site selection process. NextSite offers research/market analysis, support development and redevelopment projects, and marketing and recruitment strategy and implementations

Economic Development Recruitment and Retention Mapping



Investing In Illinois

Why choose Illinois?

Illinois is uniquely positioned to incorporate natural gas into a clean and affordable energy economy with access to eight interstate pipelines, availability of storage fields and our commitment to reduce emissions through infrastructure modernization, energy efficiency and renewable gas.

12.8M – Illinois population, 6.9 million people live in the Nicor Gas service area

6.1M – workforce civilians in Illinois, with more than 3.6 million workforce civilians in the Nicor Gas territory

8% – since 2010, natural gas use by Illinois has grown 8%



\$13.8B – natural gas saved Illinois businesses and manufacturers about \$13.8 billion from 2007–2017

10th – ranked in the top 10 of states with Lowest Commercial Natural Gas Prices

► Indicates Nicor Gas service area



*AGA 2019 **US Energy Information Administration, 2020

Investing In Illinois

Why choose Nicor Gas?



Sustainability strategy

- Targeting net-zero methane emissions by 2050
- Reduced annual operational emissions by 65% over 10 years through infrastructure modernization and leak detection and repair programs
- Leading research and implementation of future fuels, including renewable natural gas and hydrogen
- Nicor Gas has identified potential hydrogen hubs across its service territory and existing customers with high potential use for hydrogen in process load
- Through Nicor Gas' regulatory approved Renewable Gas Interconnection Pilot Program, Nicor Gas works with renewable natural gas producers to integrate this safe, reliable and clean energy source onto its pipeline system



Customer incentives – more than \$224 million in energy efficiency incentives given to Nicor Gas customers since 2011



Carbon reduction goals

- 50% reduction by 2030
- Low- to No-Carbon by 2050



Services offered

- Customized site and cost analysis
- Infrastructure verification and coordination
- Technical assistance with energy-related issues
- Site visit support and participation



Energy efficiency

- More than 200M therms saved since 2011
- 1.06M tons of CO2 emissions since 2011

Be In Illinois



Only state with all Seven Class I railroads // 3rd largest highway system // Largest inland port // Within four-hour flight to all major North American destinations // Most international flights in U.S.

Be In Illinois

**#1 METRO FOR NEW AND
EXPANDING COMPANIES -
SITE SELECTION MAGAZINE**

**#1 MIDWEST STATE FOR
BUSINESS CREATION - U.S.
BUREAU OF LABOR
STATISTICS**

**#3 U.S. LOCATION FOR
CORPORATE
EXPANSIONS/RELOCATIONS -
SITE SELECTION MAGAZINE**

**#4 STATE FOR DIGITAL
INFRASTRUCTURE -
BUSINESS FACILITIES**

**5th HIGHEST GDP IN THE
NATION - U.S. CENSUS
BUREAU**

**18th LARGEST ECONOMY IN
THE WORLD - BUREAU OF
ECONOMIC ANALYSIS**

Tools & Resources

Digital Toolkit

- Economic development exercises design to aid you in gathering information, understanding your audience, and telling your story

Collaboration & Conversation Site Visits

- Thought leadership and data analytics forecasting sessions with Nicor Gas' Economic Development Team and Partners

Financial Pathways Assistance

- Internal Incentives
 - Construction Incentives
 - Energy Efficiency Incentives
- External Incentives
 - Sites and Spaces Incentives
 - Incentive Programs and Tax Credits

Partnership Development

- Assist with establishing relationships and implementing collaborative programs to increase workforce readiness, establish wrap-around service offerings, enhance local assets, and strengthen ecosystem.

Tools & Resources



Underground Storage



Energy Efficiency



New Business Construction



Business Services



Emergency Information



Energy Assistance



Residential Services



Assistance Navigation

Tools & Resources



What existing industries are currently supporting your economy?



What are their recent challenges and successes?



Do you have the resources to support additional investment ?

Community & Economic Development Team



Erskine "Chuck" Faush, *Director*
erfaush@southernco.com



Thomas Stovall, *Manager*
tlstoval@southernco.com



Jocelyn Hernandez, *Specialist*
jshernan@southernco.com



Nicor Gas

Community & Economic Development