



Summer 2014

Presentation to

Indiana Utility Regulatory Commission

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Mike Mooney
Manager, Corporate Planning

Mike Rampley
Sr. Vice President, Marketing and Business Development

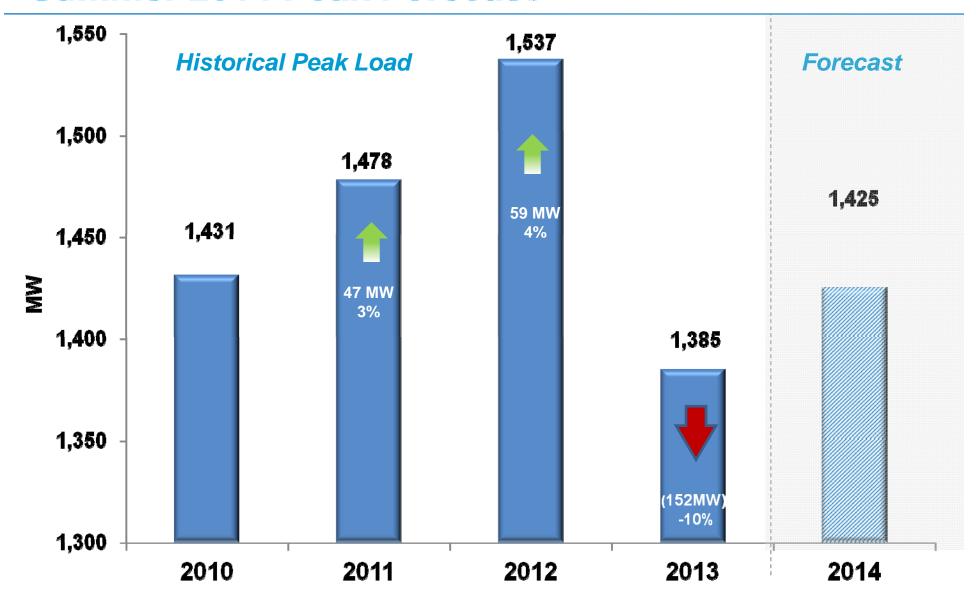
Background

Membership

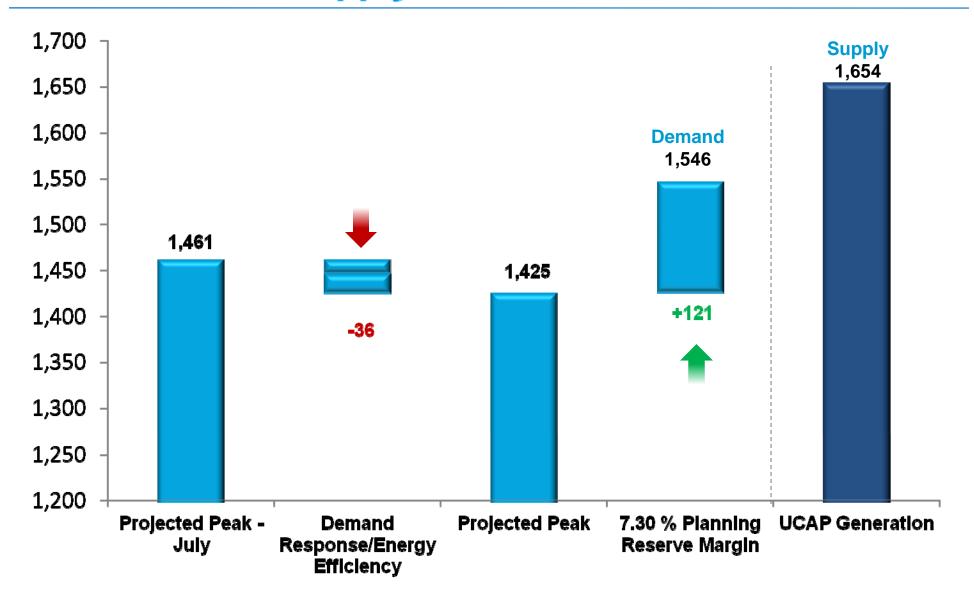
- 18 member cooperatives
- ~300,000 retail customers
- 7.3 million MWh sales
- Generation
 - 1,950 MW of capacity
 - 6.7 million MWh
- Transmission
 - 1,700 miles of transmission
 - Member of Midcontinent ISO



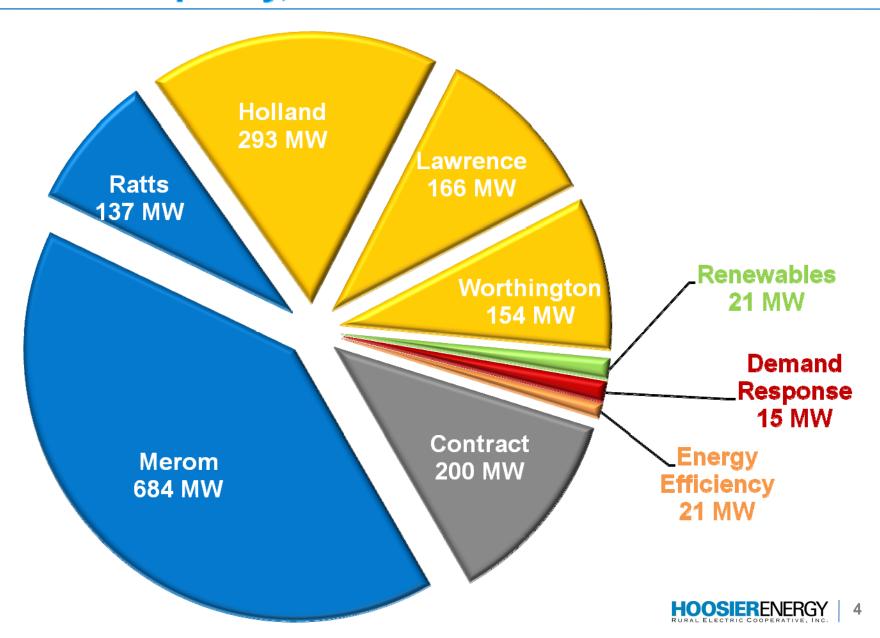
Summer 2014 Peak Forecast



Summer 2014 Supply / Demand Outlook



Unforced Capacity, Summer 2014



Demand Side Management

- DSM program has been in place since 2009
 - Extensive review in 2012 resulted in refocused programs
- Cost vs Benefits 2009 2013
 - Hoosier Energy Costs = \$23.1 million
 - Estimated Economic Benefits = \$84.7 million
- 2013 CFL survey to determine where and how they are used
 - Expected a 33% adoption rate; actual adoption rate was 37%
 - 13 15 W CFLs are most commonly used
- Total energy savings to date = 135,000 MWh
- Energy Savings percentage by class
 - Residential = 82%
 - Commercial & Industrial = 18%
- Cumulative Peak savings
 - Winter = 51 MW
 - Summer = 31 MW

Demand Response and Energy Efficiency Programs

Program	<u>Installed</u>	<u>2013</u>
Residential Lighting Program (CFLs)	1.5 million	109,017
Appliance Recycling (units)	5,139	1,003
Energy Efficient Heating and Cooling (rebates)	21,747	3,545
Residential Weatherization (homes)	4,061	794
Touchstone Energy Home Program	310	72
Commercial & Industrial Energy Efficiency	301	98
Demand Response – AC and WH control	13,460	1,440

Fuel Supply

Coal

- No supply difficulties
- Summer 2014 requirements are fully hedged

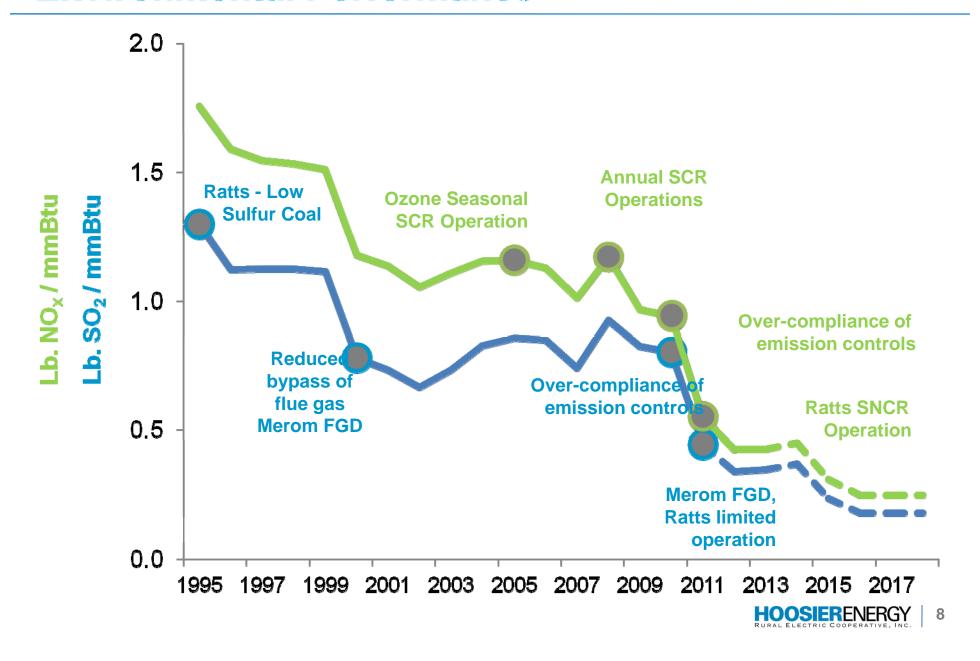


Natural Gas

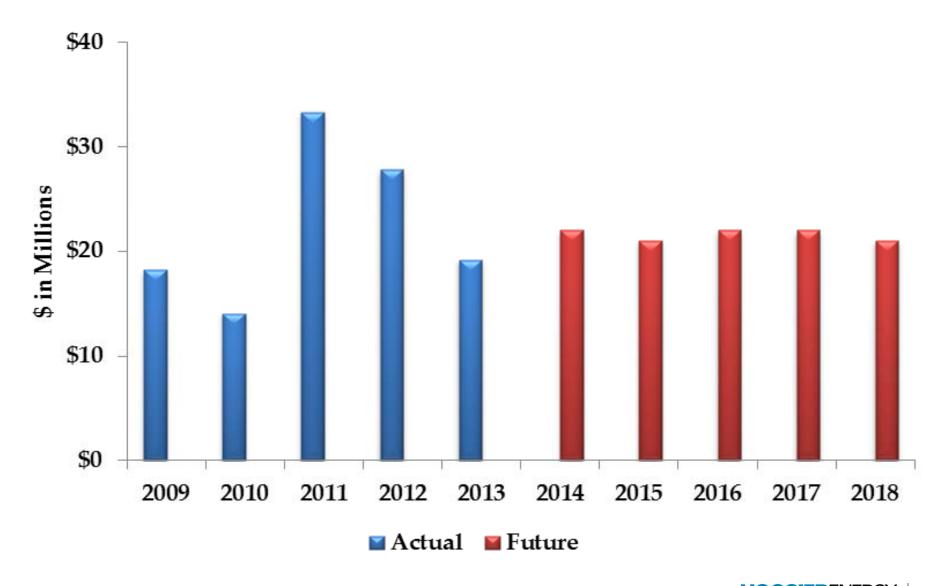
- Portion of transportation service is firm
- Physical location of generators
- Transportation agreements use suppliers with scale



Environmental Performance



Power Delivery Capital Projects



Restructured Retail Electricity Markets

- Neighboring states have restructured the retail market
 - Competition to attract customers
 - Suppliers price is based upon variable costs only
 - In the short-term consumers benefit with lower bills
 - In the long-term prices increase to recover fixed costs
 - Suppliers must recover their cost of service
- Other concerns:
 - Incentives to build new generation
 - Ability to finance

Industrial Rate Outlook

- SUFG forecasts annual compound rate increases of 2.65% for period from 2015 - 2020
- Hoosier expects rate increases of a similar magnitude
- Rates are competitive with other Indiana electrics
- Subsidization of other rate classes?

Impact of Low Growth in Electricity Usage

- Costs increasing greater than the rate of growth results in retail rate increases
- Costs are increasing
 - Compliance with EPA regulations
 - Maintenance requirements
 - Future capital needs
- Credit quality concerns
 - Lower credit ratios → Increased cost of capital
- Will eventually require rate increase to cover increasing costs
 - Rates become less competitive

Cost Drivers Behind Increasing Rates

- Compliance with EPA regulations
 - Increasing capital costs of new construction
 - Increasing operating costs as new technology is added
 - Fuel
 - Chemicals
 - SO₂ mitigation—Limestone, Dibasic Acid
 - NOx mitigation Ammonia, Lime
 - SO₃ mitigation Soda Ash
- Critical Infrastructure Protection compliance
 - Additional personnel
 - New systems
- Increasing Energy Efficiency
 - Costs incurred and passed along to ratepayers now avoid higher costs later

Questions?