

FILE

12/

PUCO EXHIBIT FILING

Date of Hearing: 10/16/12

Case No. 12-1842-GA-EXM

PUCO Case Caption: In the Matter of

Dominion East Ohio

List of exhibits being filed:

OCC Ex. 1

OPAE Exs 1a, 3 and 4

OGMG/RESA Ex. 1

PUCO

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Date Submitted: 10/22/12

BEFORE THE PUBLIC UTILITIES COMMISSION OF OHIO

- - -

In the Matter of the :  
 Application to Modify, In :  
 Accordance with Section :  
 4929.08, Revised Code, The :  
 Exemption Granted to the : Case No. 12-1842-GA-EXM  
 East Ohio Gas Company :  
 d/b/a Dominion East Ohio :  
 in Case No. 07-1224-GA-EXM. :

- - -

PROCEEDINGS

before Ms. Katie Stenman, Hearing Examiner, at the  
 Public Utilities Commission of Ohio, 180 East Broad  
 Street, Room 11-C, Columbus, Ohio, called at 10:00  
 a.m. on Tuesday, October 16, 2012.

- - -

VOLUME I

- - -

ARMSTRONG & OKEY, INC.  
 222 East Town Street, 2nd Floor  
 Columbus, Ohio 43215  
 (614) 224-9481 - (800) 223-9481  
 FAX - (614) 224-5724

- - -

**Inter. No. 13:** Has Dominion conducted any surveys, focus groups, or other research on the reasons customers have not shopped for natural gas through the Dominion Choice Program? (If the answer is affirmative, please list any documents on the surveys, focus groups or research by subject and date.)

**RESPONSE:** DEO objects on the grounds that “other research” and “any documents on the surveys, focus groups or research” are vague, undefined, and overbroad and thus that the request is unduly burdensome to answer. Subject to and without waiving these objections, DEO answers as follows: Yes. For the requested information, please see the accompanying files, all of which contain confidential information and may not be viewed except by persons who have signed an appropriate protective agreement or non-disclosure certificate with DEO: “[NOTE! CONFIDENTIAL INFORMATION] 2-4-11 DEO Energy Choice Focus Groups FINAL.pptx”; “[NOTE! CONFIDENTIAL INFORMATION] DEO Ad Tracker 7 20 2009.pptx”; “[NOTE! CONFIDENTIAL INFORMATION] DEO Energy Choice Messaging 3 5 09 FINAL PRESENTED.pptx”; “[NOTE! CONFIDENTIAL INFORMATION] DEO Energy Choice Topline Report 12 17 09.pptx”; “[NOTE! CONFIDENTIAL INFORMATION] DEO\_EC\_Ad Tracker\_11 16 10.pptx”; “[NOTE! CONFIDENTIAL INFORMATION] DEO\_Messaging\_10\_6\_10.pptx”; and “[NOTE! CONFIDENTIAL INFORMATION] PSB DEO ECCreative Test\_05 05 2010 FINAL.pptx”.

**Inter. No. 14:** What is the cost of the customer education program designed to educate customers about their options to leave Dominion’s default service (SSO and/or SCO) and select a CRNGS?

**RESPONSE:** DEO objects on the grounds that “cost” and “the customer education program” are vague and undefined. DEO further objects that this interrogatory assumes a fact not in

evidence or previously admitted by DEO, namely, that there is a single and discrete customer education program of the type referred to. For these reasons, DEO further objects that this interrogatory is overbroad and unduly burdensome to answer. Subject to and without waiving these objections, DEO answers as follows: Costs for the customer education program created by the customer education subcommittee developed as part of Case Nos. 05-474-GA-ATA and 07-1224-GA-EXM, including associated market research, total \$7,706,616.98.

**Inter. No. 15:** What amount of the cost of the consumer education program referred to in Interrogatory No. 14 above was paid for by customers?

**RESPONSE:** See Objection to Interrogatory No. 14. Subject to and without waiving these objections, DEO answers as follows: None of the costs of the customer education program were paid by customers.

**Inter. No. 16:** If customers paid any amount of the cost of the consumer education program referred to in Interrogatory No. 14, what is the level of the rider or charge embedded in Dominion's current distribution rates paid by customers to fund the education program?

**RESPONSE:** See Objection to Interrogatory No. 14. DEO further objects that this interrogatory assumes a fact not in evidence or previously admitted by DEO, namely, that there is a single and discrete rider or charge of the type referred to. Subject to and without waiving these objections, DEO answers as follows: See DEO's response to Interrogatory No. 15.

**Inter. No. 17:** What was Dominion's cost for conducting all past SCO auctions?

**RESPONSE:** DEO objects that "cost for conducting all past SCO auctions" is vague, undefined, and overbroad, and that this interrogatory is unduly burdensome to answer. Subject to and without waiving these objections, DEO answers as follows: Dominion's costs for conducting all

past auctions were not separately identified for the SSO and SCO auctions. In total, Dominion paid \$577,172.55 for the auctions held to date.

### **III. RESPONSES TO REQUESTS FOR PRODUCTION OF DOCUMENTS**

**RFP No. 1:** Please provide any and all documents identified or referenced in response to any of the foregoing interrogatories.

**RESPONSE:** DEO objects that “referenced” is vague and undefined and thus that this request is overbroad and unduly burdensome to answer. Subject to and without waiving these objections, DEO answers as follows: See the accompanying files “OPAE Interrogatories 1-12.xlsx”; “[NOTE! CONFIDENTIAL INFORMATION] 2-4-11 DEO Energy Choice Focus Groups FINAL.pptx”; “[NOTE! CONFIDENTIAL INFORMATION] DEO Ad Tracker 7 20 2009.pptx”; “[NOTE! CONFIDENTIAL INFORMATION] DEO Energy Choice Messaging 3 5 09 FINAL PRESENTED.pptx”; “[NOTE! CONFIDENTIAL INFORMATION] DEO Energy Choice Topline Report 12 17 09.pptx”; “[NOTE! CONFIDENTIAL INFORMATION] DEO\_EC\_Ad Tracker\_ 11 16 10.pptx”; “[NOTE! CONFIDENTIAL INFORMATION] DEO\_Messaging\_10\_6\_10.pptx”; and “[NOTE! CONFIDENTIAL INFORMATION] PSB DEO ECCreative Test\_05 05 2010 FINAL.pptx.”

**RFP No. 2:** Please provide any and all documents which contain any information whatsoever used, reviewed, or referenced in preparing Dominion’s responses to any of the foregoing interrogatories.

**RESPONSE:** See Objection to RFP No. 1. Subject to and without waiving these objections, DEO answers as follows: See the accompanying files “Interrogatory Q7 & Q8 Support.xlsx”; “Interrogatory Q9 Support.xlsx”; “Int 14 & 17 EC Costs.xlsm”; and “WBS 53454\_Acct 2171126\_2012.pdf.”

12 Month Fixed Offers vs. 12 Month SCO Average

12 month fixed vs. DEO SCO	8/12/2011 - 8/11/2012	Delta (\$/mcf)
DEO 12 month average	\$ 5.16	
Constellation	\$ 7.42	\$ 2.26
Direct Energy	\$ 8.12	\$ 2.96
Dominion	\$ 7.78	\$ 2.62
IGS	\$ 7.52	\$ 2.36
Integrus	\$ 7.73	\$ 2.57
Ohio NG	\$ 8.10	\$ <del>2.94</del>
Vectren	\$ 7.62	\$ 2.46

The East Ohio Gas Company  
d/b/a Dominion East Ohio  
Case No. 12-1842-GA-EXM  
OPAE Set 1 - Interrogatory No. 12

Number of Customers in the SCO Pool by Auction

Auction Term	Non-Residential	Residential	Total
2009-2010	21,971	218,782	240,753
2010-2011	16,672	172,114	188,786
2011-2012	14,018	145,910	159,928
2012-2013	14,550	155,458	170,008

The East Ohio Gas Company  
d/b/a Dominion East Ohio  
Case No. 12-1842-GA-EXM  
OPAE Set 1 - Interrogatory No. 9

Customers Moved to SCO Service Within Two  
Bills After Being Dropped by CRNGS

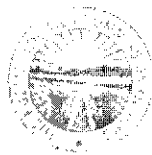
Date	Residential	Non-Residential
Jan-09	-	-
Feb-09	-	-
Mar-09	508	95
Apr-09	4,136	166
May-09	50	21
Jun-09	616	808
Jul-09	248	151
Aug-09	211	10
Sep-09	136	16
Oct-09	172	13
Nov-09	223	15
Dec-09	362	19
Jan-10	355	37
Feb-10	224	4
Mar-10	463	49
Apr-10	995	110
May-10	120	159
Jun-10	1,568	83
Jul-10	557	47
Aug-10	407	215
Sep-10	164	4
Oct-10	725	95
Nov-10	813	97
Dec-10	469	50
Jan-11	350	32
Feb-11	299	17
Mar-11	565	10
Apr-11	1,651	200
May-11	76	1
Jun-11	614	23
Jul-11	187	20
Aug-11	168	9
Sep-11	99	5
Oct-11	199	6
Nov-11	714	25
Dec-11	1,457	50
Jan-12	1,455	97
Feb-12	1,117	63
Mar-12	2,758	146
Apr-12	2,245	432
May-12	1,527	2
Jun-12	2,827	389
Jul-12	1,531	219

Note: Date is the month the "add" record was processed.

**Question: How many Dominion customers by customer class who had service by a CRNGS contacted Dominion and were returned to SCO service on a monthly basis beginning in January 2009 to the present?**

**The response provided reflects the number of customers by customer class moved to SCO service within two bills after being dropped from service by a CRNGS.**





# THE PUBLIC UTILITIES COMMISSION OF OHIO

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PUCO » Apples to Apples Rate Charts » Dominion East Ohio Apples to Apples Chart

## Dominion East Ohio Apples to Apples Chart

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Publication Date: October 11, 2012

The PUCO produces the Apples to Apples charts to provide consumers with a snapshot comparison of current natural gas supplier price options and contract terms for individual customers. You may also want to check with your local government to see if your community has grouped together citizens into a buying pool to purchase gas. The PUCO updates the charts on a weekly basis and verifies each supplier offer to ensure accuracy. As with all contracts, consumers should carefully read and understand all terms and conditions before signing any forms or agreeing to enroll with a supplier for natural gas service. For a description of Apples to Apples chart-related terms, please refer to **Chart Definitions**.

The PUCO provides the tools you need to calculate your estimated cost. The **Self-Calculation Worksheet** that is available on the PDF version of the Apples to Apples Charts, walks you through the steps needed to manually calculate your own estimated cost. Or, you can access the **Apples to Apples Interactive Calculator** to automatically calculate your estimated costs.

## Dominion East Ohio's Rate

The Standard Choice Offer (SCO) Rate is based on the New York Mercantile Exchange month-end settlement price, plus a Retail Price Adjustment of \$0.60. The SCO is a monthly variable rate and represents costs associated with securing natural gas for DEO customers.

DEO's current Total SCO rate is **\$ 4.7791** per mcf.  
Effective **10/10/2012** through **11/07/2012**

This total SCO rate includes

The SCO Gas Rate of	\$ 3.6230 per mcf, which does not include applicable sales tax
Total Usage Based Charge of	\$ 1.1561 per mcf

For more information about Dominion's Energy Choice program, and the SCO Rate, go to: [www.domnlongaschoice.com](http://www.domnlongaschoice.com).

Dominion East Ohio contact information: 1201 East 55th St., Cleveland, OH 44103-1028, (800) 362-7557, [www.dom.com](http://www.dom.com).

## PUCO-Certified Retail Natural Gas Suppliers Actively Soliciting New Customers

Supplier Name	Web Page Address	Telephone
Constellation Energy Gas Choice, Inc.	<a href="http://www.constellation.com">http://www.constellation.com</a>	(800)785-4373
Delta Energy, LLC	<a href="http://www.deltaenergyllc.com">http://www.deltaenergyllc.com</a>	(866) 973-3582
Direct Energy Services, LLC	<a href="http://www.directenergy.com">http://www.directenergy.com</a>	(888) 566-9988
Dominion Energy Solutions	<a href="http://www.dom.com/about/companies/retail/choice_eoe.jsp">http://www.dom.com/about/companies/retail/choice_eoe.jsp</a>	(800) 990-4090
Energy Cooperative of Ohio	<a href="http://www.ohioenergycoop.org">http://www.ohioenergycoop.org</a>	(877) 439-3706
Energy Plus Natural Gas LP	<a href="http://www.energypluscompany.com/">http://www.energypluscompany.com/</a>	(855) 405-3098

IGS Energy	<a href="http://www.igsenergy.com">http://www.igsenergy.com</a>	(877) 444-7427
Integrus Energy Services, Inc.	<a href="http://www.integrusenergy.com">http://www.integrusenergy.com</a>	(866) 336-5547
Just Energy	<a href="http://www.justenergy.com/">http://www.justenergy.com/</a>	(877) 226-5371
Kratos Gas & Power	<a href="http://www.kratosgsp.com">http://www.kratosgsp.com</a>	(800) 296-2203
Ohio Natural Gas	<a href="http://www.onlyong.com">http://www.onlyong.com</a>	(888) 466-4427
Quake Energy	<a href="http://www.quakeenergy.com">http://www.quakeenergy.com</a>	(800) 279-9023
Spark Energy Gas, LP	<a href="http://www.sparkenergy.com">http://www.sparkenergy.com</a>	(800) 982-1468
Vectren Source	<a href="http://www.vectrensource.com">http://www.vectrensource.com</a>	(866) 306-8135
Volunteer Energy Services, Inc.	<a href="http://www.volunteerenergy.com">http://www.volunteerenergy.com</a>	(800) 977-8374
XOOM Energy Ohio, LLC	<a href="http://www.xoomenergy.com">http://www.xoomenergy.com</a>	(888) 997-8979

## Supplier Plans, Rates, Terms and Descriptions

Listed below are the natural gas plan offers of PUCO-certified suppliers, per Mcf. Published offers are subject to change without prior notice. The **Supplier Total Rate**, which is the price to compare, includes the **Supplier Base Rate** and **DEO's Total Usage Based Charge**. The Supplier Total Rate is now directly comparable to DEO's Total SCO rate which is currently set at \$ 4.7791 per Mcf. Consumers should verify offers with a supplier before signing a contract. **The PUCO is not responsible for selections you make based on the information contained herein.**

<i>Local Distribution Company</i>	<i>SCO per mcf</i>	<i>Total Rate per mcf</i>	<i>Effective Date</i>
DEO	\$ 3.6230	\$ 4.7791	10/10/2012 to 11/07/2012

### Fixed Rate Plan

<i>Supplier Name</i>	<i>Plan ID</i>	<i>Supplier Base Rate</i>	<i>Supplier Total Rate</i>	<i>Contract Term</i>	<i>Plan Description</i>	<i>Contract Early Termination Fee</i>
Constellation Energy Gas Choice, Inc.	19893	\$ 4.79000	\$ 5.94610	12 -Month		\$ 150.00
Direct Energy Services, LLC	19979	\$ 5.49000	\$ 6.64610	12 -Month	\$5.49 per MCF for 12 months	\$ 0.00
Dominion Energy Solutions	19989	\$ 5.39000	\$ 6.54610	Through 11/2013 Billing Cycle		\$ 75.00
IGS Energy	19911	\$ 4.98000	\$ 6.13610	Through 09/2013 Billing Cycle		\$ 0.00
	19910	\$ 5.99000	\$ 7.14610	Through 06/2015 Billing Cycle		\$ 0.00
Integrus Energy Services, Inc.	19964	\$ 5.25000	\$ 6.40610	36 -Month	Billing through October 2015	\$ 75.00
	19963	\$ 4.97000	\$ 6.12610	24 -Month	Billing through October 2014	\$ 75.00
	19962	\$ 4.75000	\$ 5.90610	12 -Month	This Fixed Price includes the Price Match Guarantee Billing through October 2013	\$ 75.00
Kratos Gas & Power	19925	\$ 3.24000	\$ 4.39610	Through 10/2012 Billing Cycle		\$ 0.00
Ohio Natural Gas	19933	\$ 5.37000	\$ 6.52610	12 -Month	\$150/\$75 depending upon remaining duration of contract	\$ 150.00
	19929	\$ 5.27000	\$ 6.42610	6 -Month		\$ 75.00
	19928	\$ 4.97000	\$ 6.12610	6 -Month	Winter Special! Fixed Rate good through March 31, 2013	\$ 75.00
Spark Energy Gas, LP	19953	\$ 5.49000	\$ 6.64610	12 -Month	5.49 per mcf	\$ 100.00
XOOM Energy Ohio, LLC	19970	\$ 5.31000	\$ 6.46610	12 -Month	XOOM Energy's SureLock 12 fixed rate product	\$ 110.00

### Monthly Variable Capped Rate Plan

<i>Supplier Name</i>	<i>Plan ID</i>	<i>Supplier Base Rate</i>	<i>Supplier Total Rate</i>	<i>Contract Term</i>	<i>Plan Description</i>	<i>Contract Early Termination Fee</i>
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IGS Energy	19912	\$ 4.99000 Rate capped @ \$ 5.99000	\$ 6.14610	Through 06/2013 Billing Cycle	Monthly variable rate with \$5.99 cap through 06/13. No Cancellation Fee!	\$ 0.00
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#### Monthly Variable Rate Plan

Supplier Name	Plan ID	Supplier Base Rate	Supplier Total Rate	Contract Term	Plan Description	Contract Early Termination Fee
Constellation Energy Gas Choice, Inc.	19894	\$ 4.89000	\$ 6.04610	Monthly	MVR Rate	\$ 0.00
Delta Energy, LLC	19897	\$ 4.87300	\$ 6.02910	Monthly		\$ 0.00
Direct Energy Services, LLC	19977	\$ 4.52300	\$ 5.67910	Monthly	Direct Energy's MVR Rate	\$ 0.00
Dominion Energy Solutions	19990	\$ 4.67000	\$ 5.82610	Monthly	Monthly Variable Rate - MVR	\$ 0.00
Energy Cooperative of Ohio	19900	\$ 4.89000	\$ 6.04610	Monthly		\$ 0.00
IGS Energy	19913	\$ 4.69000	\$ 5.84610	Monthly	IGS Energy's MVR Rate	\$ 0.00
Integrus Energy Services, Inc.	19960	\$ 4.02300	\$ 5.17910	Monthly	Billing Month is October 2012 EcoVations Renewable Gas w/ Carbon Offsets AT NO EXTRA COST	\$ 0.00
Just Energy	19921	\$ 3.44200	\$ 4.59810	Monthly	Just Energy's MVR Rate	\$ 0.00
Kratos Gas & Power	19926	\$ 4.28000	\$ 5.43610	Monthly	Monthly Variable Rate	\$ 0.00
Ohio Natural Gas	19935	\$ 4.99000	\$ 6.14610	Monthly		\$ 0.00
	19934	\$ 4.99000	\$ 6.14610	Monthly	Monthly MVR Rate	\$ 0.00
Quake Energy	19984	\$ 4.39000	\$ 5.54610	Monthly	MONTHLY MVR RATE	\$ 0.00
Vectren Source	19983	\$ 4.52300	\$ 5.67910	Monthly	MVR Rate	\$ 0.00
Volunteer Energy Services, Inc.	19906	\$ 3.62300	\$ 4.77910	Monthly	MVR Customer Rate Assigned Customers Only	\$ 0.00
	19905	\$ 4.85000	\$ 6.00610	Monthly	General Offer	\$ 0.00
XOOM Energy Ohio, LLC	19969	\$ 3.99000	\$ 5.14610	Monthly	XOOM Energy's SimpleFlex monthly variable product	\$ 0.00

#### Quarterly Variable Rate Plan

Supplier Name	Plan ID	Supplier Base Rate	Supplier Total Rate	Contract Term	Plan Description	Contract Early Termination Fee
Integrus Energy Services, Inc.	19961	\$ 4.55000	\$ 5.70610	12 -Month	Billing period is October - December 2012	\$ 75.00

#### Variable Rate Plan

Supplier Name	Plan ID	Supplier Base Rate	Supplier Total Rate	Contract Term	Plan Description	Contract Early Termination Fee
Dominion Energy Solutions	19991	\$ 4.82000	\$ 5.97610	Through 05/2013 Billing Cycle	Variable Rate Plan	\$ 0.00
Energy Plus Natural Gas LP	19931	\$ 3.62000	\$ 4.77610	Monthly	Forecasted rate for your first month of service	\$ 0.00
Just Energy	19922	\$ 3.44200	\$ 4.59810	Monthly	5% below Utility for first 3 months Call Just Energy for details	\$ 0.00

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## **Chart Definitions**

**Contract Term:** The length or duration of the contract (i.e. monthly, yearly, multiple-year).

**County Sales Tax:** When natural gas is purchased from a supplier, the natural gas is subject to Ohio sales or use tax. Because county sales tax rates vary throughout Ohio, the county sales tax is not included in the supplier's total rate. Use the attached map to determine your county's sales tax rate.

**Current Offer:** Comprised of suppliers' current commodity options and base rates, exclusive of sales tax, the local utility transportation charge or usage based charge, and customer service charges. Commodity options may be a fixed, variable, or stable rate plan.

**Fixed Rate Plan:** A constant rate for the contracted period.

**Mcf:** One thousand cubic feet; a unit used to measure natural gas usage.

**Stable Rate Plan:** A variable rate for a fixed period of time.

**Standard Choice Offer (SCO) Rate:** The SCO rate is a monthly variable rate that is based on the New York Mercantile Exchange month-end settlement price, plus a Retail Price Adjustment of \$1.00. The SCO varies each month and represents costs associated with securing natural gas for eligible DEO customers.

**Supplier Name:** PUCO-certified suppliers that are actively enrolling new customers within your local distribution company's service area.

**Supplier Total Rate:** Comprised of the supplier's natural gas commodity price and DEO's transportation rate charge.

**Total Usage-Based Charge (f/k/a Transportation Delivery Rate):** The Total Usage-Based charge or Transportation Delivery Rate can fluctuate quarterly.

**Variable Rate Plan:** A fluctuating rate within the contracted period.

## Self-Calculation Worksheet

Under DEO's new SCO rate structure, the SCO rate is now directly comparable with the supplier rate in terms of monthly gas costs. Use the "[Compute Your Monthly Gas Savings](#)" section for a comparison. If you would still like an estimate of your monthly bill, the "[Estimate Your Monthly Bill](#)" section will provide you with an estimate based on DEO's SCO rate and the supplier rate you choose for comparison. You may also wish to visit [www.PUJO.ohio.gov](http://www.PUJO.ohio.gov) to access our interactive Apples to Apples calculator to automatically calculate your estimated monthly bill.

Current DEO SCO Rates Effective 10/10/12 to 11/7/12

	Example	Your Calculation
<b>Step 1:</b> DEO SCO Current Rate	\$3.6230 per mcf	\$3.6230 per mcf
<b>Step 2:</b> Insert Supplier Gas Rate	\$5.100 per mcf	\$ _____ per mcf
<b>Step 3:</b> Subtract Supplier Gas Rate from DEO SCO Rate (Note: Value may be negative)	(\$1.477) per mcf	Step 1 - Step 2 = \$ _____ (\$3.623 - Your Supplier Rate)
<b>Step 4:</b> Insert Your Average Monthly Usage	7.50 mcf/month	_____ mcf/month
<b>Step 5:</b> Estimated Monthly Gas Cost Difference	(\$11.08) per month	Step 3 x Step 4 = \$ _____
<b>Step 5a:</b> Sales Tax on Monthly Gas Cost Difference	(\$0.73) per month	Step 5 x Your Local Sales Tax Rate \$ _____
<b>Step 5b:</b> Estimated Total Monthly Gas Cost Difference	(\$11.81) per month	Steps 5 + 5a = \$ _____

<b>Estimate Your Monthly Bill</b> <b>DEO SCO Bill Estimator</b> <b>Your Supplier Bill Estimator</b>	<b>Step 6:</b> Estimated Gas Cost, based on DEO SCO Rate	\$3.623 x 7.5 = \$27.17	Step 1 x Step 4 = \$ _____ (3.623 x Your Monthly Usage)
	<b>Step 7:</b> Estimated Sales Tax on Gas Cost @ 6.5%	\$27.17 x 0.065 = \$1.77	Step 6 x Your Local Sales Tax Rate \$ _____
	<b>Step 8:</b> Estimated Usage Based Cost	\$1.1561 x 7.5 = \$8.67	Usage Based Rate x Step 4 = \$ _____ (\$1.1561 x Your Monthly Usage)
	<b>Step 9:</b> Basic Monthly Charge	\$21.92	\$21.92
	<b>Step 10:</b> Estimated Monthly Bill, based on DEO SCO Rate	\$27.17 + \$1.77 + \$8.67 + \$21.92 = \$59.53	Steps 6 + 7 + 8 + 9 = \$ _____
	<b>Step 11:</b> Estimated Gas Cost, based on Supplier Gas Rate	\$5.10 x 7.5 = \$38.25	Step 2 x Step 4 = \$ _____ (Supplier's Rate x Your Monthly Usage)
	<b>Step 12:</b> Estimated Sales Tax on Gas Cost @ 6.5%	\$38.25 x 0.065 = \$2.49	Step 11 x Your Local Sales Tax Rate = \$ _____
	<b>Step 13:</b> Estimated Usage Based Cost	\$1.1561 x 7.5 = \$8.67	Usage Based Rate x Step 4 = \$ _____ (\$1.1561 x Your Monthly Usage)
	<b>Step 14:</b> Basic Monthly Charge	\$21.92	\$21.92
	<b>Step 15:</b> Estimated Monthly Bill, based on Supplier Gas Rate	\$38.25 + \$2.49 + \$8.67 + \$21.92 = \$71.33	Steps 11 + 12 + 13 + 14 = \$ _____

Note: DEO's SCO rate is a monthly variable rate that will change each month based on market indices. This example is only a comparison based on their current rate offer.