



# Atmos Energy

Success Stories on Agreements/Challenges  
from a Large Utility Company

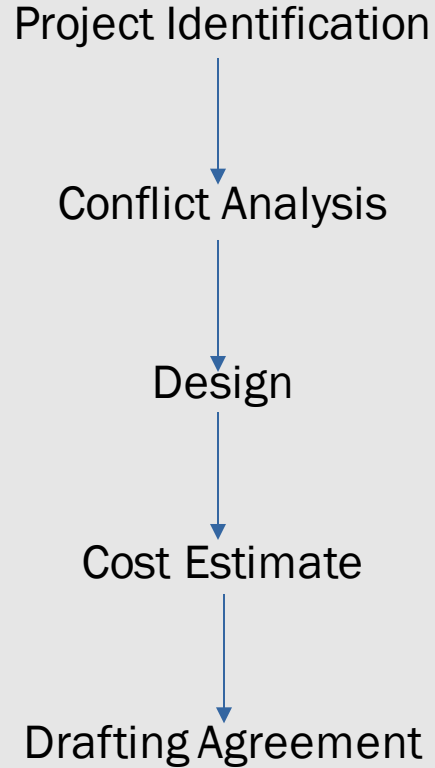
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- Largest natural gas only distributor in the United States
- Operations in 8 states (over 3 million customers total)
- Texas Operations (over 2 million customers)
  - Mid-Tex and West Texas Utility Divisions
  - Atmos Pipeline Texas, Intrastate Pipeline Division







## Budget

- Cost Estimates
- Cash Flow
- Change Orders

## Company Labor

- Engineering
- Right-of-Way
- Environmental
- Operations

## Pipeline System Outages

- Weather Dependent
- Critical Customers

## Project Management Skills are Critical

- Ability to coordinate internal resources is extremely important to the project's success
- Awareness of the project early provides flexibility



## Supply Chain and Permitting

- Standard Material Availability/Delivery
- Buy America Compliance
- Environmental Permits
- Railroad Permits

## Contractor Labor

- Survey
- SUE
- Engineering
- Construction

## Right-of-Way Acquisition

- Initial Offer Letters
- Final Offer Letters
- Condemnation (Potential)
- Multiple Landowners



## Lead Time and Contractor Options are Critical

- Time provides options
- Contractor resources and associated relationships build flexibility



Questions???