

THE RUFFED GROUSE SOCIETY

- My background
- What we can do for you!
 - Construction
 - Operations
 - Acquisitions & Divestitures

*ARE YOU ALL THAT STANDS
BETWEEN YOUR COMPANY AND
DISASTER?*



WHAT WE CAN DO FOR YOU

- ▣ Move from “reactive” to “proactive”
 - ROW – great place for birding
 - Opportunity to save \$ by altering mowing regime and simultaneously benefitting wildlife
 - Use existing ROW to build support for future projects – school projects
 - Avoid avoidable costs, recapture avoided costs
 - Improve employee morale
 - Reduce permitting time by being perceived as wearing a white hat

CONSTRUCTION

- ▣ Facilitate permits
- ▣ Assist with revegetation
 - Seed mix
- ▣ Recognize opportunities for good will
- ▣ Assist with ROW acquisition by enhancing your image

**The Shortest Distance
Between Two Points is a
Straight Line**

**Last Minute Project Changes
Are a Fact of Life**

PROACTIVE VS. REACTIVE



INDUSTRY



GOVERNMENT



INDUSTRY



GOVERNMENT

OPERATIONS

- ▣ Enhance employee morale & thus productivity
 - Habitat projects at compressor stations
 - Blue bird boxes
 - Wood duck boxes
 - Purple martin houses – mosquito control
- ▣ Enhance your image
- ▣ “Certify” that you are doing good things for wildlife

GOOD ENVIRONMENTAL RECORD =

- Higher Bond Rating = \$ Saved
- Shareholder Confidence
- SEC Credibility

PROFIT CENTER

VS.

COST CENTER

ADVERSE IMPACT

- Stock Price
- Project Delays
- Liability (Superfund)
- Fines
- Criminal Charges
- Company Environmental Reputation

CHANGING OUR CULTURE



Environmental Affairs

ACQUISITIONS AND DIVESTITURES

- ▣ Assist in recognizing issues and opportunities
- ▣ Work with you as you prepare a data room
- ▣ Work with you as you begin to leave your footprint on a new acquisition

THAT'S ALL FOLKS

- ▣ Thank you Rich and thank you members of the interstate natural gas transportation industry for this opportunity.