

Columbia Retail Energy Statement

NiSource Retail Services has entered in an agreement with Interstate Gas Supply, Inc. (IGS) to provide IGS the use of the Columbia Retail Energy service mark in connection with the sale of IGS natural gas commodity products.

Columbia Retail Energy is a separate entity. It is not the utility.

Do you feel the agreement with IGS to license the name Columbia Retail Energy will impact your local brand?

No. Columbia Gas of Virginia has been operating safely and reliably in the state for 163 years. We will continue to deliver the gas to homes and businesses, provide safe reliable service without interruption, read customer meters, and continue to provide exceptional customer service and 24-hour emergency response. And we will continue to partner in the communities we serve to build strong, stable communities.

Is this new company a competitor to your local LDC?

No, we do not view any of our CHOICE program marketers as competitors with the utility. Columbia Gas of Virginia does not participate in the customer CHOICE program. Customers can continue to purchase natural gas from us or to participate in the CHOICE program.

Are you concerned about customer confusion?

No. We are focused on providing customer-focused energy solutions, and we believe this agreement provides customers another alternative as they consider their natural gas supply options.

How many CGV customers participate in the Virginia CHOICE program?

As of December 1, 2010 8,614 customers are enrolled in CHOICE: 5,739 residential; 2,860 commercial and 15 industrials.