

# The Between Us

2019 Customer Meeting

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#### **COMPLETING THE TRANSITION**



#### **OWNERSHIP CHANGES**



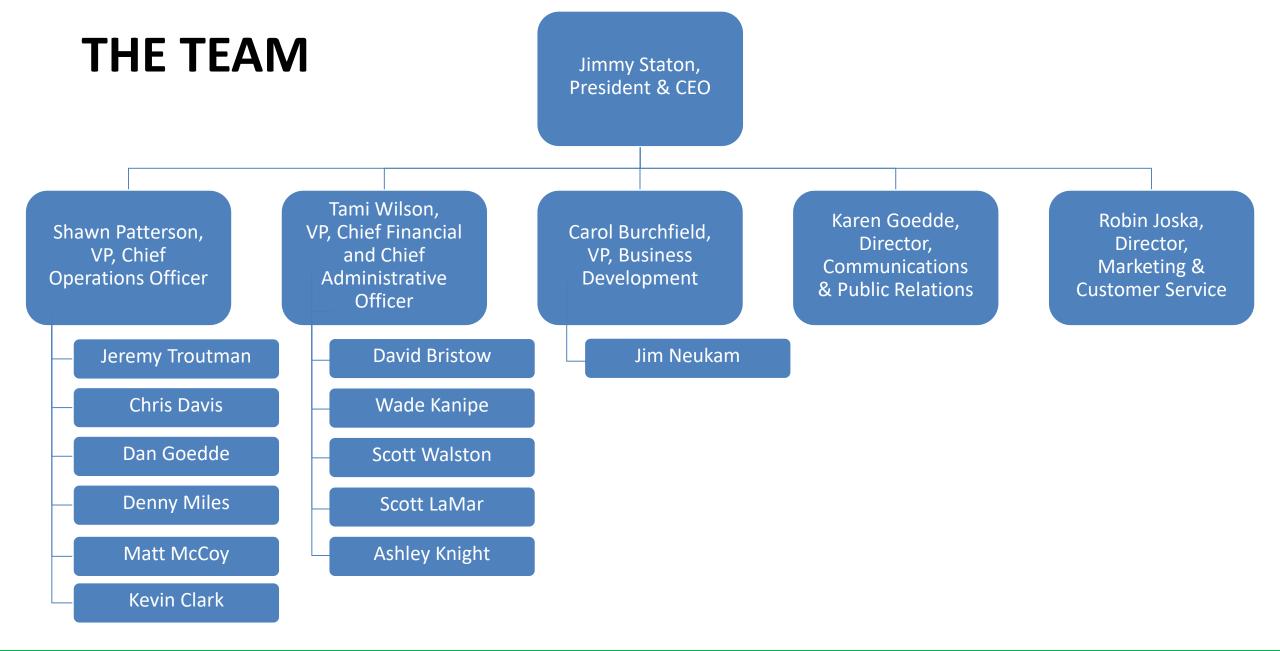




#### **Implications**

- Strong, long-thinking ownership
- Well-capitalized
- Positioned for consistent investment





#### **Building the Team**

#### THE PLAN

- Continue to attach gas supplies
- Modernize
  - Facilities
  - Technology
  - Interactions
  - Pricing
  - o Brand
- Greater optionality
  - New Interconnects







## OUR TEAM Marketing & Customer Service



Robin Joska
Director, Marketing &
Customer Service



Tamara Morgan Administrative Assistant, Sr.















Kurt Gregson

Manager,

Commercial

Marketing



Chris Williams
Representative
II,
Customer
Service

David Tipmore
Representative
II,
Customer
Service

Kevin Gray
Manager,
Capacity
Scheduling &
Contract
Administration

Derek Hibbs

Leader,
Customer
Billing &
Measurement

Ryan Edge Leader, Customer Projects

#### **Building A Solid Foundation with Customer Focus**

### OUR TEAM Capacity Scheduling & Contract Administration



Kevin Gray
Manager,
Capacity Scheduling
& Contract
Administration



Ronnie Hensley Analyst Sr., Business

Contract

**Administration** 



Susan Morrison
Analyst Sr.,
Capacity
Scheduler



Kevin Renshaw Analyst Sr., Capacity Scheduler





Tammy Glahn Analyst, Sr., Cust. Contract Administration



Kurt Stranathan
Analyst Sr.,
Capacity
Scheduler



Amy Baker Analyst Sr., Capacity Scheduler



Will Higdon Analyst, Capacity Scheduler



Buster Ashley
Analyst,
Capacity
Scheduler



Angiy Mason
Analyst Sr.,
Capacity
Scheduler



Julie Price Analyst, II Cust. Contract Administration

**Building a Solid Foundation with Customer Focus** 

# OUR TEAM Customer Billing & Measurement



Derek Hibbs Leader, Customer Billing & Measurement





Carene Hobson Analyst Sr., Measurement Data



Leia Westerfield Analyst I, Measurement Data



Patsy Miles Analyst III, Measurement Data





Lisa Bryant Analyst Sr., Billing

#### KEY ELEMENTS TO RAISING THE SERVICE BAR

- CSI Enhancement Project
- Improved Communication Focus
- Enhanced Planned Service Outage (PSO)
- Maximize Opportunities and System Capabilities
- Focus On Employee Development

#### **CSI ENHANCEMENT PROJECT - 2019**

- Electronic Data Interchange (EDI)
- Complex Rate Adjustments
- Capacity Release Enhancements
- Customer Enhancements (CAST)

#### **ELECTRONIC DATA INTERCHANGE (EDI)**

- Incorporate modern technology to Southern Star's EDI system
- Final testing ongoing with outstanding EDI customers
- Planned In-service Date: 7/1/2019



#### **COMPLEX RATE ADJUSTMENTS**

- Increasing the processing speed and accuracy of rate adjustments
- Discount Agreements will be made available for electronic signature
- Planned In-service Date: 12/16/2019



#### **CAPACITY RELEASE ENHANCEMENTS**

- Update Capacity Release screens and functionality
- CAST Team input
- Goal Compliant and User Friendly
- Planned In-service Date: 12/16/2019



#### 2019 CSI IN-SERVICE TIMELINE





#### **CUSTOMER ENHANCEMENTS (CAST)**

- Cut Notice Enhancement In-service 2/19/2019
- Contract Notification Change In-service 2/19/2019
- Report Favorites is back In-service 3/15/2019
- Constraint History Posting In-service 5/10/2019
- PSO Dashboard Preview In progress

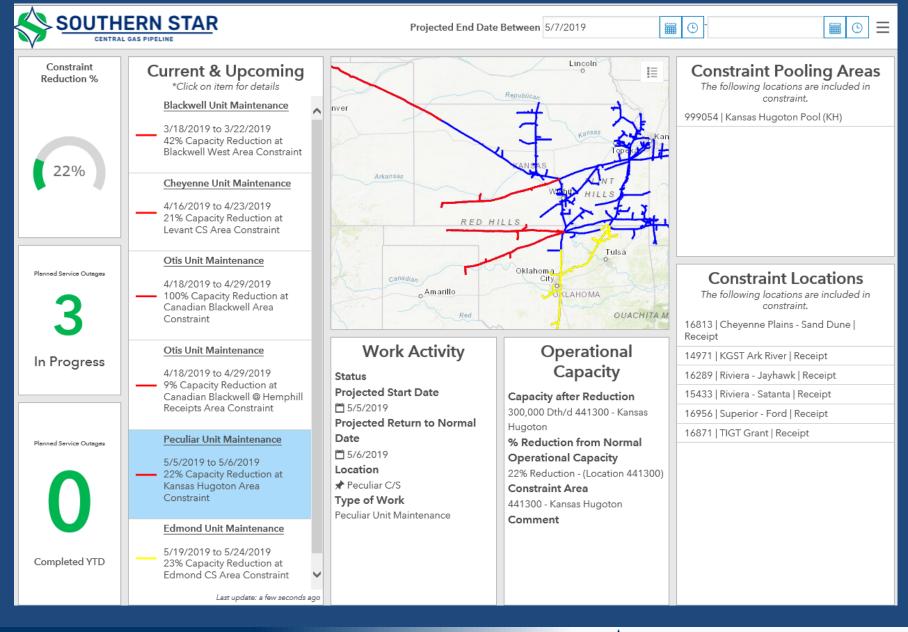


#### CONSTRAINT HISTORY POSTING

#### Average ID3 Scheduled Volume through Constraints (Dth/d)

ConstraintNumber	ConstraintName	Active	30 day	60 day	90 day	6 month	1 year
441300	Kansas Hugoton	Υ	278,453	256,182	239,787	238,963	217,172
442350	Sedalia @ Ottawa	Υ	54,483	63,838	67,551	63,889	82,070
442351	Little Mo	Υ	18,709	21,623	25,356	28,227	28,445
443150	Straight Blackwell	Υ	196,332	214,080	225,199	232,557	229,546
443152	Straight Blackwell @ Beaver Deliveries	Υ	0	0	0	0	7,452
443157	Straight Blackwell @ Beaver Receipts	Υ	0	0	0	0	7,452
443158	Straight Blackwell @ Salt Plains	Υ	227,224	224,899	227,279	226,095	230,464
443402	Cement West Receipts	Υ	54,882	52,915	55,245	61,695	69,564
443800	Edmond Blackwell	Υ	129,432	122,918	128,115	132,566	124,907







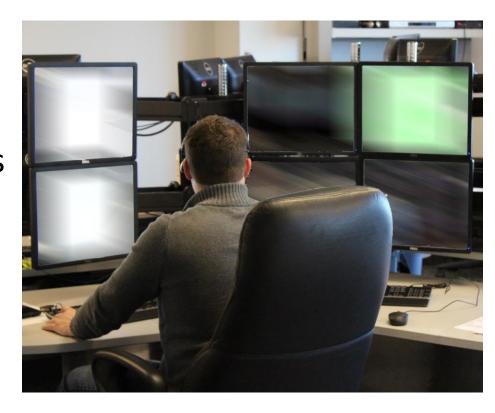
#### IMPROVED COMMUNICATION FOCUS

- Customer Webex
  - Monthly Company Updates
  - Variety of Topics Make it Fresh
  - Notice Posted on CSI Monthly to Sign Up
- Monthly Newsletter
- CAST Team
  - Customer Advisory and Success Team (CAST)
  - Important Partnership
  - Enhancement Opportunities
- Customer Strategic Meetings



#### **ENHANCED PLANNED SERVICE OUTAGE (PSO)**

- Better Coordination
- Importance of Timing and Planning
- Minimize Monday Maintenance Start Dates
- Combine Outages
- Frequent Updates
- PSO Dashboard In Progress
- Enhanced Historical Flow Information



#### **MAXIMIZE OPPORTUNITIES AND SYSTEM CAPABILITIES**

- Increased system throughput
- Greater interconnectivity
- Capacity Offerings through Open Seasons
- Supply optionality
- Pricing Desk and Pricing Platforms add credibility
- Value-added offerings



#### **FOCUS ON EMPLOYEE DEVELOPMENT**

- DOA changes to speed up response time
- Redeployment of Customer Care Teams
- People Development Knowledge Transfer and Improvement







#### **OUR TEAM**



Tami Wilson
VP, Chief Financial
Officer & Chief
Administrative Officer



David Bristow Controller



Wade Kanipe
Treasurer



Scott Walston
Director, Supply Chain
Services



Scott LaMar
Director, Rates &
Regulatory



Ashley Knight
Director, Human
Resources

### WHAT ARE WE DOING TO IMPACT THE CUSTOMER EXPERIENCE?

- Human Resources
  - Enhancing our culture
  - Hiring talent with a customer-focused mindset
- Finance & Accounting
  - Easing contract review and approval process
  - Improving organizational efficiencies
- Overhauling our Supply Chain Function
- Evaluating ERP capabilities
- Rates & Regulatory
  - Maintain a collaborative approach to rate making process
  - Being more creative in our approach to rates



# THE ANATOMY OF FINANCIAL DISCIPLINE







#### **BUSINESS DEVELOPMENT TEAM**



Carol Burchfield Vice President



Jim Neukam Director, Market Research



Robbie Clark Account Manager



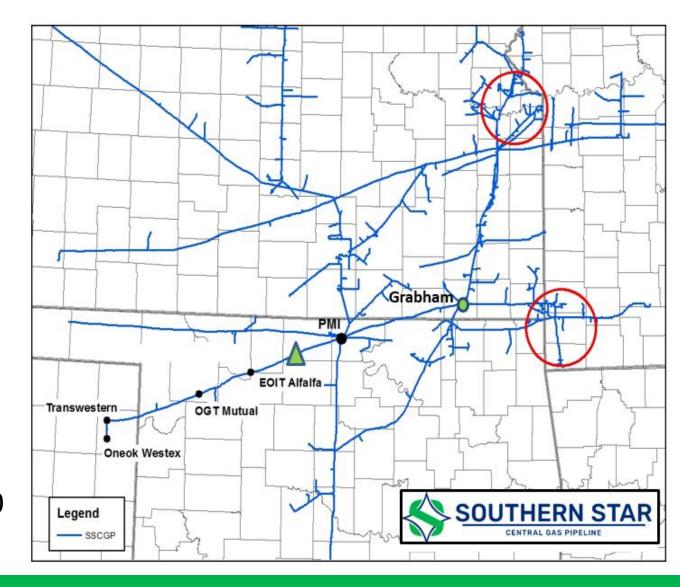
Chad Priar Account Manager



#### **Project Summary**

- Southern Star concluded a non-binding open season to create more capacity on our Canadian-Blackwell (CB) line with the addition of compression
- Project scope will involve compression in our production area on the CB line and modifications downstream of the PMI in our market area, at Grabham Station
- This project will create up to 40,000/d incremental capacity on CB and up to 40,000/d in the Market area
- Project duration would be 9-12 months (60 Day Prior Notice)

#### **MIDWEST MARKET ACCESS**



#### **Capacity Expansion**

#### **Strategy**

 Provide customers with additional supply diversity and market outlets

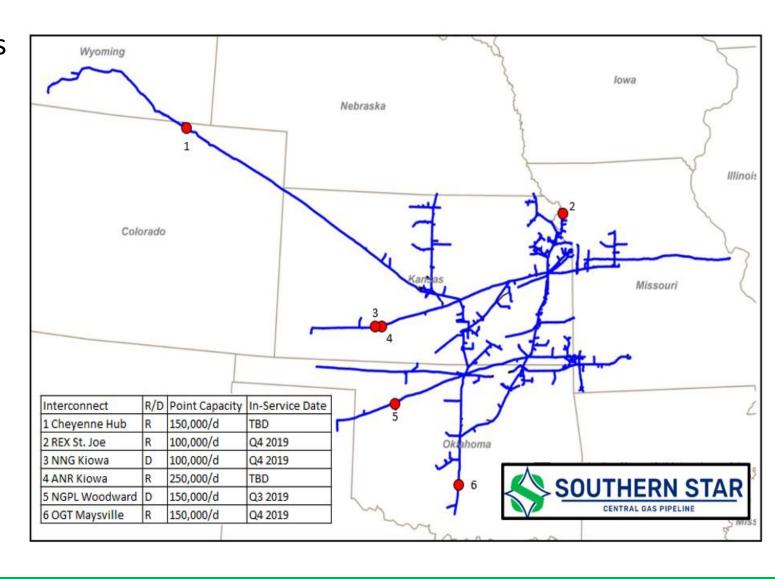
#### **2019 Focus**

- NGPL Woodward, Oklahoma delivery
- Tallgrass REX St. Joe, Missouri receipt
- Northern Natural Kiowa, Kansas delivery
- OGT Maysville, Oklahoma receipt

### Additional Interconnects Under Consideration

- CIG or REX Cheyenne Hub receipt
- ANR Kiowa Kansas receipt

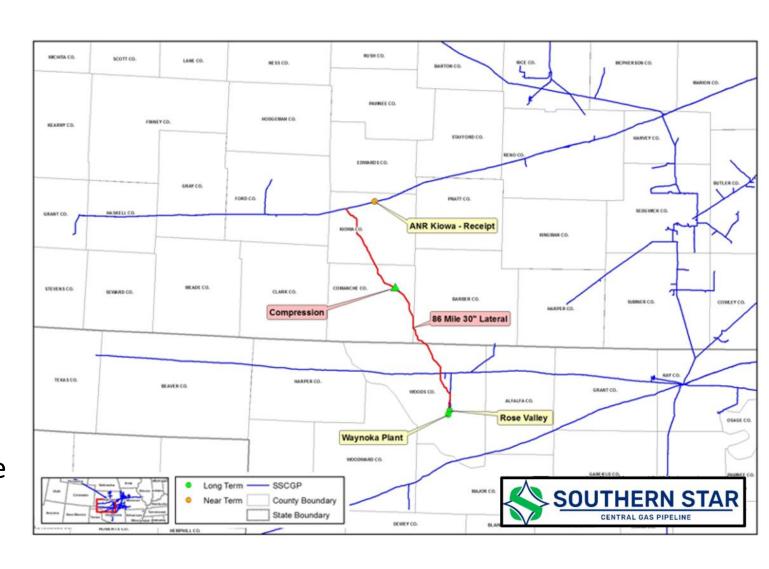
#### PIPELINE INTERCONNECTS



#### **Project Summary**

- Provide supply options for KH shippers
- Install a new 24" Western Header from the Waynoka lateral in Woods County, Oklahoma to the KH line in Kiowa County Kansas
  - 86 Miles of 24" pipeline
  - o 300,000-400,000/d capacity
- 30-36 month project duration
- Southern Star will seek rolled-in rate treatment

#### **WESTERN HEADER**



#### KH SUPPLY CONCERNS

#### **Hugoton Field Decline**

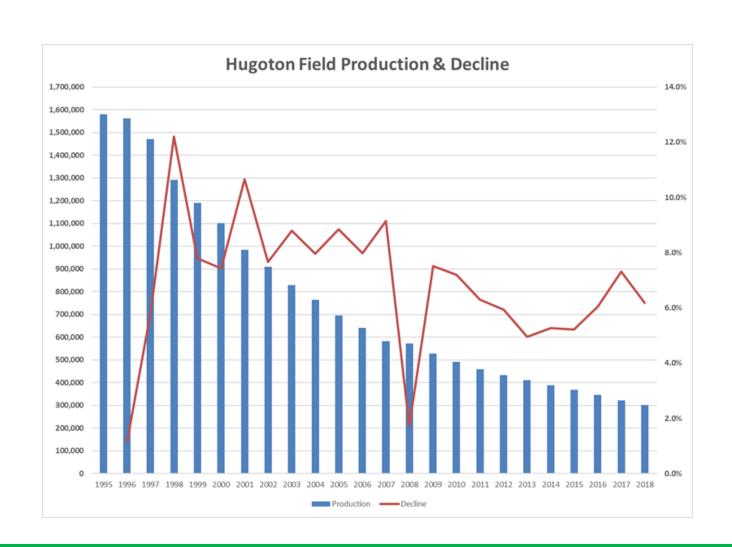
 The historic and projected decline is 5 to 7 % per year

#### **Cheyenne Plains Conversion**

 Kinder Morgan is pursuing abandonment of line

### Southern Star Supply Attraction

 Southern Star needs to add supply to KH



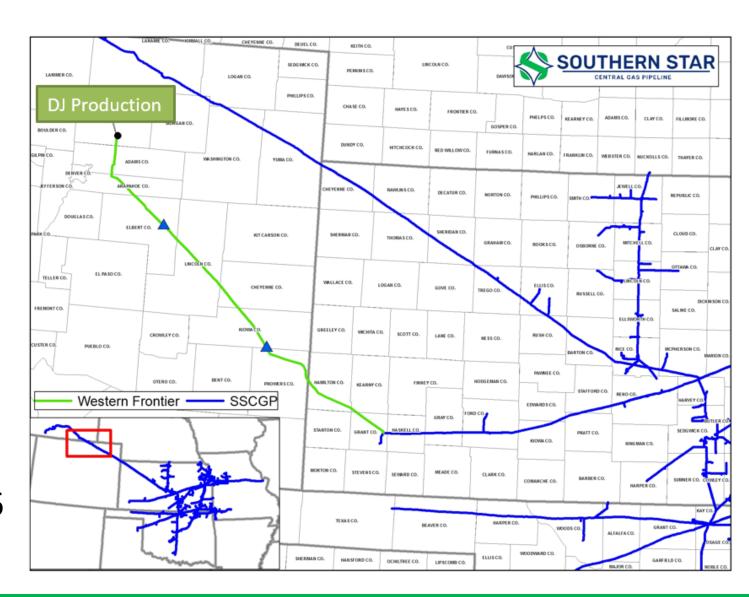
#### WESTERN FRONTIER

#### **Project Summary**

 Opportunity to provide new outlets for Southern DJ production

#### **Commercial Summary**

- Transports Niobrara gas out of Colorado and into the Midwest and Rockies regions
- Project duration would be 30-36 months (FERC 7(c) filing)



#### **Rockies Supply Outlet**

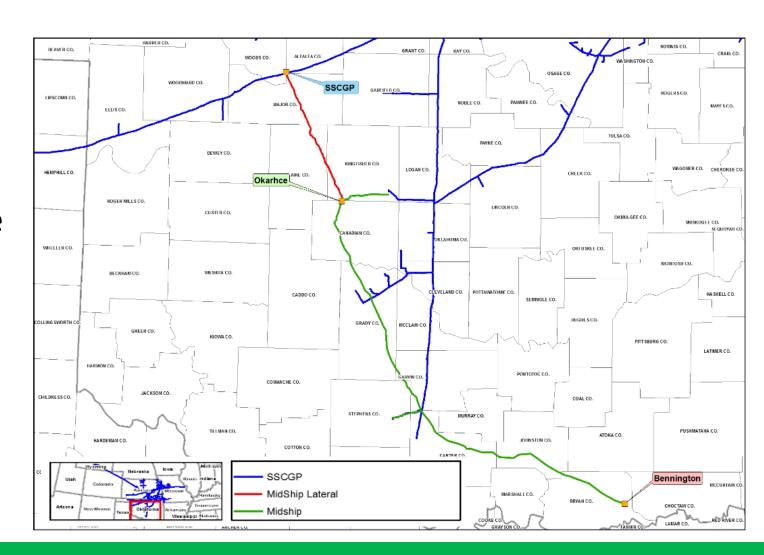
#### MIDSHIP LATERAL

#### **Project Summary**

- Moving NW SCOOP / STACK gas to Midship
- Intrastate Transmission service
- 18 month Project Timeline

#### **Target Markets**

LNG Exports, Southeast
 Utilities, Industrial,
 Petrochem, and Power Gen



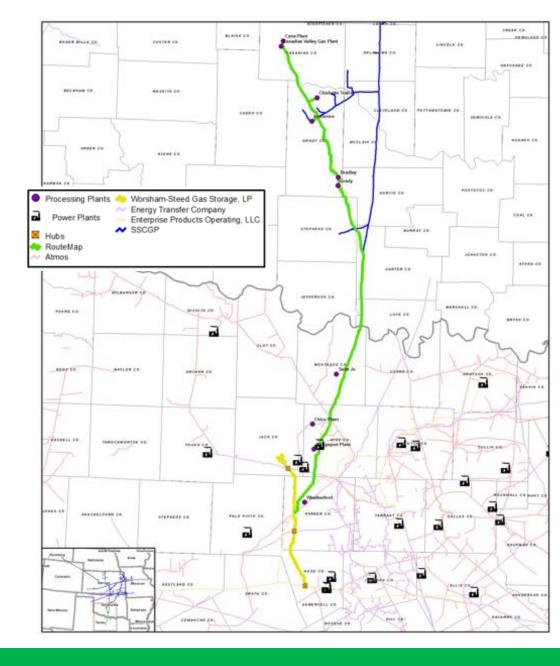
#### **TOLAR HUB**

#### **Project Summary**

 Evaluating options taking Scoop & Stack production south to the Tolar Hub located West of Dallas – Ft. Worth metroplex

#### **Market Access**

 Atmos, Enbridge, ETC, NorTex, North Texas Pipe, Southeast Utilities, Industrial, Storage and Power Gen







### What? The FERC!



**Regulatory Update** 



### RECENT SOUTHERN STAR DOCKETS

### RP19-289: Tax Cut & Modernization Settlement

- Unopposed Settlement Filed November 14, 2018
- Approved as Filed by FERC Order issued January 31, 2019
- Compliance Filing Made on February 5, 2019
- Approved as Filed by FERC Letter Order issued March 14, 2019

### RP19-773: Fuel Tracker with New Storage Fuel Methodology

- Unopposed Filing made on March 1, 2019
- Approved as Filed by FERC Letter Order issued March 15, 2019

### Working Together for Rate Certainty

## RP19-289: TAX CUT & MODERNIZATION SETTLEMENT Overview:

- Resolved all issues related to the rate effect of the Tax Cuts and Jobs Act of 2017
- Established a cost recovery mechanism for the modernization of facilities on Southern Star's system
- Moratorium on NGA Section 4 or 5 filings or new tracker filings until November 1, 2021
- Next General Rate Case to be effective November 1, 2021

### Settlement Governs Rates until 11/1/2021

## RP19-289: TAX CUT & MODERNIZATION SETTLEMENT Tax Cuts and Jobs Act of 2017:

- Resolved all issues
- 7.8% Reduction in reservation components of maximum rates
- Rate reduction effective January 1, 2019
- Southern Star's 501-G proceeding closed by FERC
   Order issued February 27, 2019



## RP19-289: TAX CUT & MODERNIZATION SETTLEMENT Modernization Cost Recovery Mechanism (CRM):

- Recovers Eligible Capital Costs related to Eligible Facilities placed into service during 2019 and 2020
- Capital Costs are one-time capital investments
- Eligible Facilities are Modernization Projects listed in the Eligible Facilities Plan (reviewed annually with customers)
- Maximum Annual Eligible Capital Cost Limit of \$88MM
- Additional Annual Capital Maintenance Obligation of \$50MM

### Initiative to Modernize Southern Star's System

## RP19-289: TAX CUT & MODERNIZATION SETTLEMENT Modernization Cost Recovery Mechanism (CRM):

- CRM Surcharges to be collected from March 1, 2020 through October 31, 2021
  - File by 1/31/2020 to establish the CRM Surcharge to be effective 3/1/2020 until 3/1/2021
  - File by 1/31/2021 to establish the CRM Surcharge to be effective 3/1/2021 until 11/1/2021
- True-up at end CRM term

## RP19-289: TAX CUT & MODERNIZATION SETTLEMENT Related FERC Certificate Dockets

- CP19-18 Blackwell Redundant Compression Project
  - Prior Notice: Approved, Construction underway, Completion this fall
- CP19-31 Lines DT and DS Replacement Project
  - Section 7 Certificate Filing made December 21, 2018
  - Responded to FERC Data Requests
  - Environmental Assessment scheduled for September 9, 2019
  - Certificate anticipated December 2019 or January 2020

### **Major Modernization Projects**

## RP19-773: NEW STORAGE FUEL & LOSS METHODOLOGY Overview:

- Two-year waiver of tariff methodology approved in RP17-438 expired April 1, 2019
- Return to previous tariff methodology for storage fuel and loss likely to result in volatile rates
- New stable base rate methodology intended to eliminate undesirable rate volatility
- Effective April 1, 2019

### Creating a Stable Storage Fuel & Loss Rate

## RP19-773: NEW STORAGE FUEL & LOSS METHODOLOGY New Storage Fuel Recovery Methodology:

- Two-component storage fuel & loss rate filed annually:
  - A stable base rate of 3.24%
  - Plus or minus a potential surcharge adjustment if the over or under recovery is outside a 2,500,000 Dth band
- The amount in excess of the band (over or under) would be divided by the most recent ten-year average of injections to determine the surcharge component

### Creating a Stable Storage Fuel & Loss Rate

### FERC MATTERS OF GENERAL INTEREST

Rate Effect of Cut in Federal Income Tax Rate (RM18-11)

Six Section 5 Investigations

FERC Certificate Policy Notice of Inquiry (NOI) in PL18-1

No current activity

FERC Return on Equity (ROE) NOI in PL19-4

- An electric docket, but could change ROE calculation in pipeline rate cases
- Comments due June 26

Politics at the Commission

LaFleur's term ends June 30, creating two open seats at FERC later in 2019

### The Fun at FERC Never Ends ...



### **OUR TEAM**

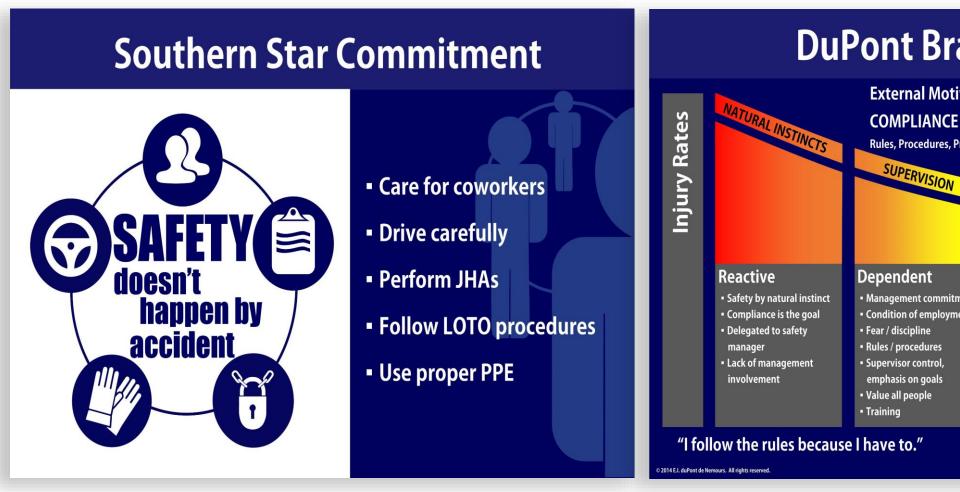


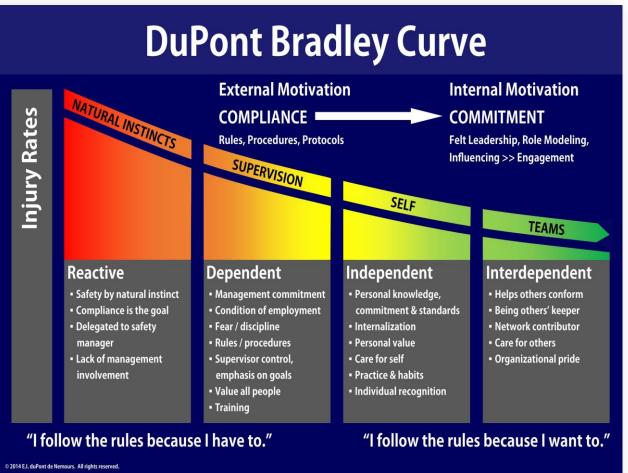
### **OPERATIONS UPDATE**

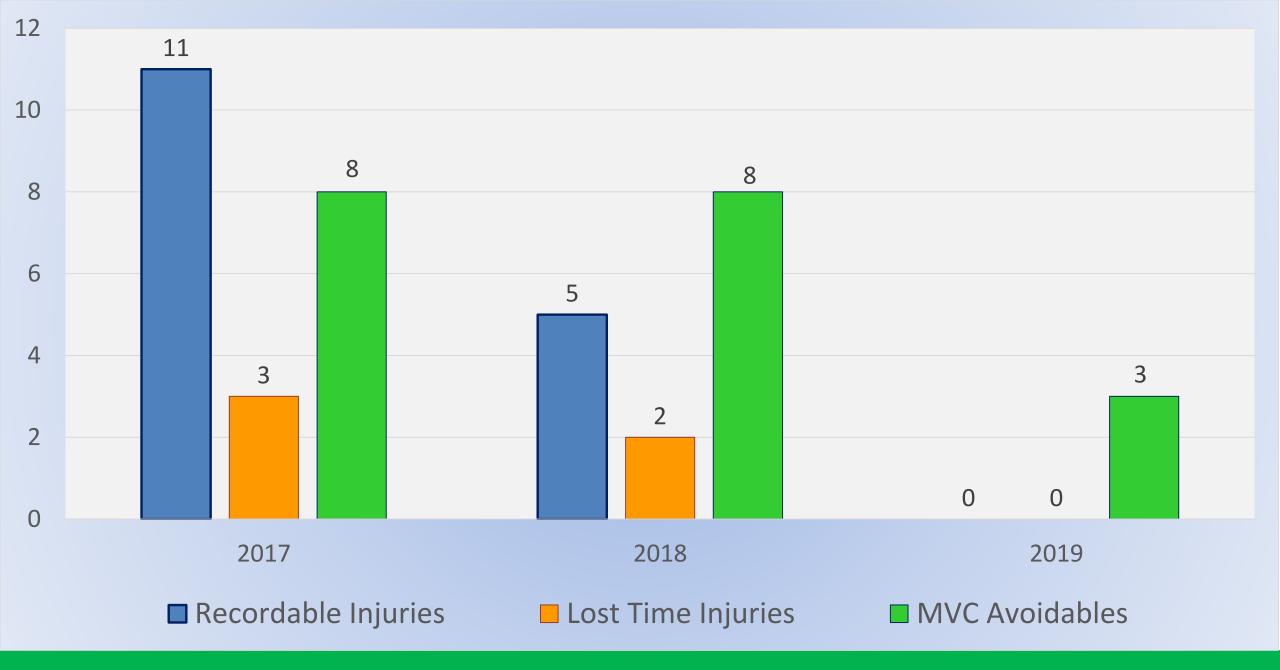
- Advancing our Safety Culture
- Improving System Performance
- Targeted Capital Plan
- Enhancing Integrity & Reliability
- Information Technology



### SAFE EMPLOYEES DELIVERING SAFE GAS SERVICE







Southern Star Safety - Direct Correlation to Excellent Customer Service

### WINTER 101: GAS PIPELINE EDITION

Field Operations & Gas Control	Customer
Timely CSI Notices & PSO Updates	Allows you to plan your business
Staffed critical stations during weather events	Provides you greater reliability
Storage deliverability	It's there when you need it
Communication	Face-to-face meetings, Webex, etc.
System health checks	Being proactive, staying ahead of problems
Device testing & calibration	Ensures accuracy of measurement, invoicing, etc.
It takes a team	Partnership between pipeline & customer

### Safety, Reliability, Communication – Winter 2018-2019



Coldest Market Temperature (Kansas City): -7° F/ -22° C



Peak Storage Withdrawals: 1.225 Bcf @ 11:32am



Peak ratable deliveries: 2.891 Bcf @ 7:42am



Gas Day 30 totals: total in Southern Star history)

System Throughput – 2.513 Bcf (5<sup>th</sup> highest

Storage Withdrawals – 987,654 Mcf

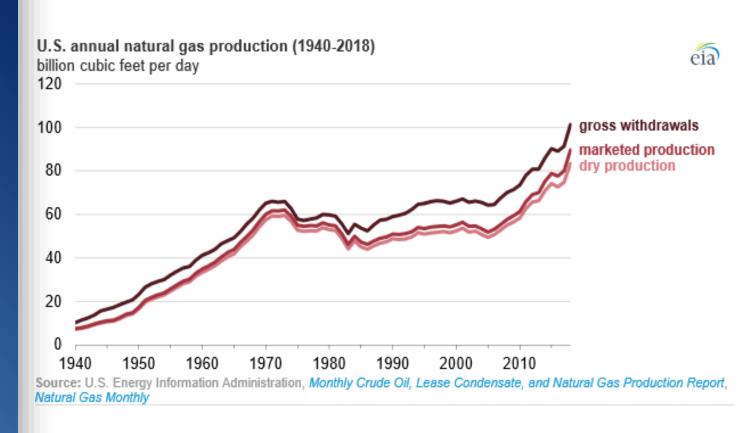


99.988% Critical Engine Availability



### No Service Interruptions

- Southern Star saw increased throughput (~17%) and supply availability in 2018.
- Customers enjoyed increased optionality & opportunity both on the BUY and SELL side.
- Southern Star pricing allowed customers to capture opportunities when they were available.







### **Greater Operational Efficiency**

- Better Planning (PSO/Outages)
- Systematic Approach

### Go Live June 10!



### Sustainable Process Improvement

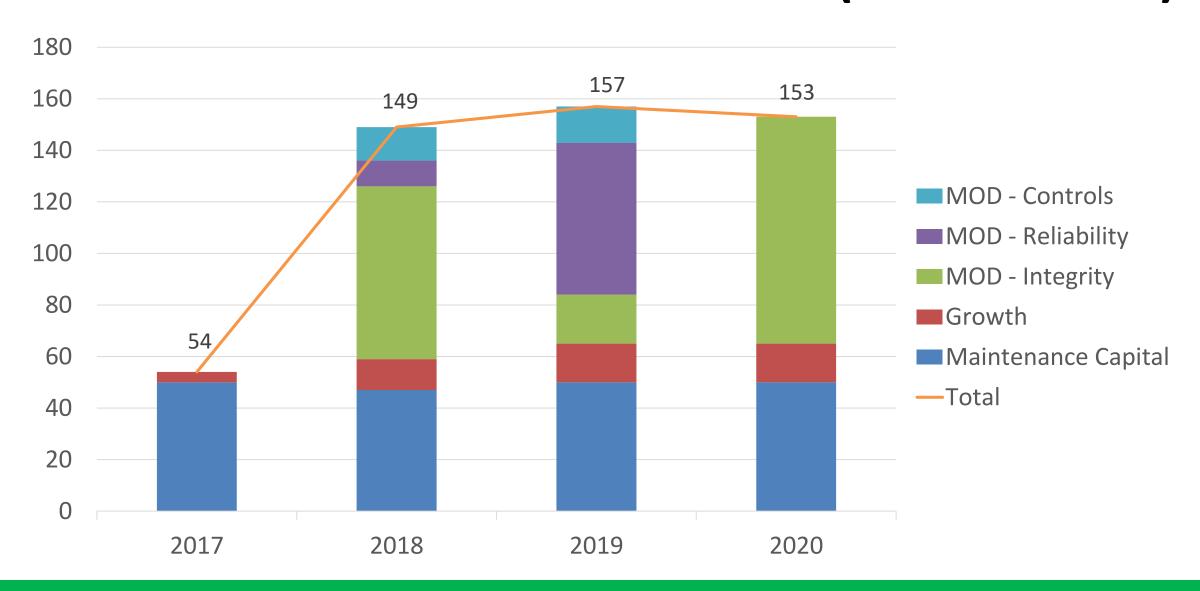
- Process Analysis
- Identify and Engage Process Owners



### Increased Safety and Reliability

- Goal of fewer repairs...PREVENTION!
- Interdependent

### 4-YEAR CAPITAL EXPENDITURES (IN MILLIONS)



### **MODERNIZATION**

Through
Modernization,
Southern Star
is able to...







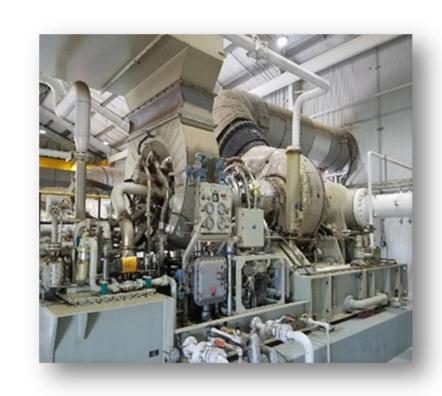


- Blackwell Compressor Addition \$29MM
- Welda Flow Control and Measurement Upgrade \$7MM
- Measurement Upgrades \$5MM
- Piggabilty Upgrades \$4MM
- Pipeline Replacement \$1.2MM

2019 Modernization \$88MM Target

# INSTALLATION OF REDUNDANT HORSEPOWER AT BLACKWELL COMPRESSOR STATION KAY COUNTY, OKLAHOMA

- Blackwell Station currently transports 650MM of gas daily
- Station modifications for installation of Centaur 50 turbine
  - Increased reliability over existing reciprocating compressors
  - Improved fuel efficiency and air emissions.
  - Requires less daily maintenance than reciprocating compression.
  - Redundant horsepower should eliminate customer impacts due to outages caused by compressor maintenance
    - Estimated 2-year spend \$33MM
    - YTD Spend \$15.3MM
  - Planned In-Service date August 28, 2019



### **Enhancing Reliability**

## WELDA FLOW CONTROL AND MEASUREMENT UPGRADE ANDERSON COUNTY, KANSAS

- Replacement of orifice measurement with ultrasonic measurement at Welda Station (80 miles southwest of Kansas City)
  - Improved measurement accuracy of gas flowing into and out of storage field
  - Improve loss and unaccounted for gas
  - Improved flow control of gas into and out of storage fields
  - Increased safety and reliability
  - Estimated 2019 costs \$6.8MM
    - YTD Spend \$2.7MM
  - Planned in-service date September 27,2019



### **Modernizing Our Assets**

## COMPREHENSIVE ASSET MANAGEMENT PROGRAM Corrosion Control, Integrity Management, and PHMSA Compliance

- Always compliant
- Protect the public and environment
- Risk-based approach
- Proactive assessments
- Engineering sound remediation
- Avoid failures and interruption of service

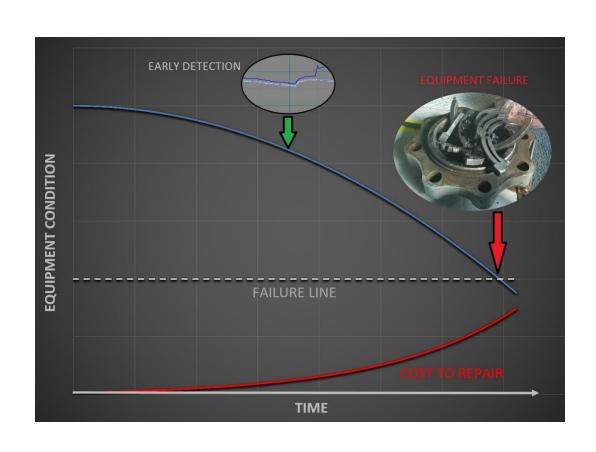






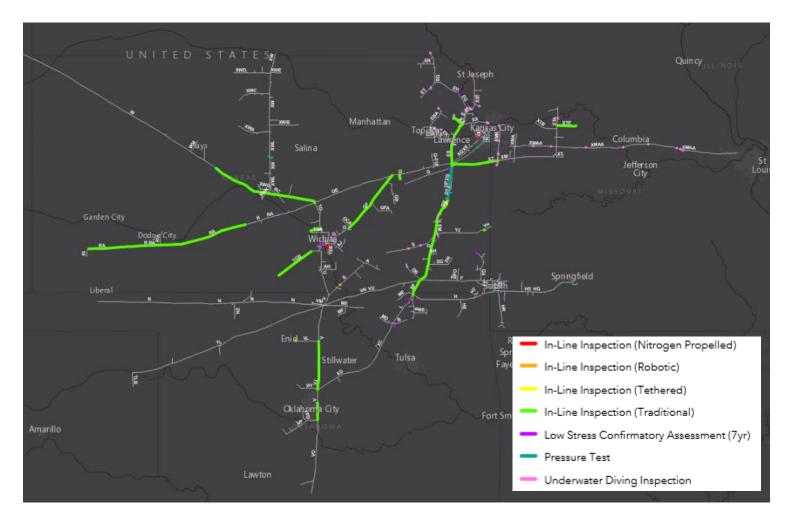
### **ENTERPRISE ANALYTICS**

- Early Detection and Intervention
  - Prevents Catastrophic Failure
  - Reduced Commercial Risk
  - Reduced Unplanned Maintenance
  - Reduced Maintenance Cost
  - Improved Reliability
  - Choreographed Response



### **COMPREHENSIVE INTEGRITY MANAGEMENT PROGRAM**

CORROSION CONTROL, INTEGRITY MANAGEMENT, AND PHMSA COMPLIANCE



2019 Integrity Assessments	
Method	Mileage
Caliper/MFL ILI	651
EMAT ILI	37
Pressure Test	32
Low Stress	3
Underwater Diving	2
Total	725

### Exhaustive, Methodical, Systematic

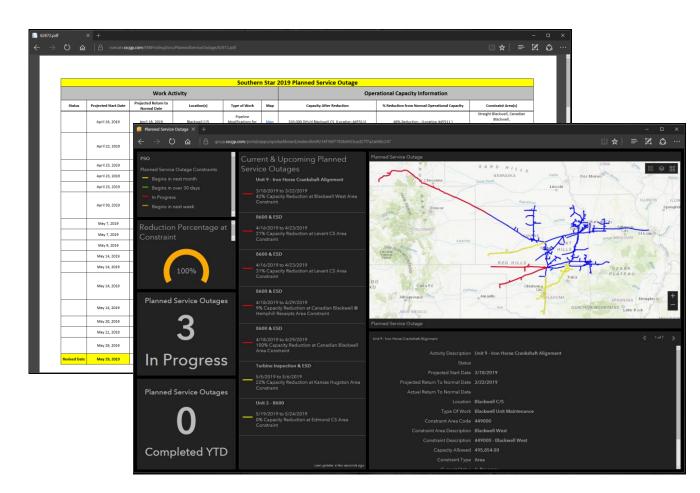
### **CSI ENHANCEMENTS**

#### **Completed**

- Reduced scheduling cut notices
- Service Request and Amendment email updates

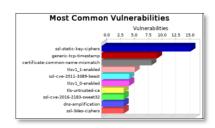
#### **In Progress**

- EDI rewrite
- Enhanced Rate Adjustments
- Capacity Release screens rewrite
- Enhanced PSO notifications (Business Intelligence)



Interactive PSO Visualization

### **ENABLING TECHNOLOGY**

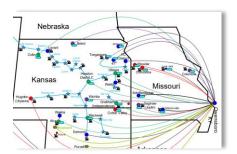


**Security Assessments** 

nimble



**Data Collection** 



**Bandwidth Upgrades** 



Enterprise Asset Management



Analytics & Business Intelligence



**CSI Enhancements** 

### **Customer Benefits**

Improved Reliability and Safety
Increased Data Collection
Enhanced Reporting/Visualization
Greater Operational Efficiency
Sustainable Process Improvement
Reduced Unplanned Maintenance

