

THE AVERAGE BUSINESS CUSTOMER IN THE CHATTANOOGA GAS COMPANY MARKET:

- Is in a building that was built between 30 and 50 years ago
- Is at a low risk of paying in a delinquent manner
- Heats their business using a public/piped heat supply
- Has a public sewer and a public water supply



D&B PRESCREEN SCORES

- 6%** of customers are at a **high risk of paying in a delinquent manner**
- 45%** of customers are at a **moderate risk of paying in a delinquent manner**
- 49%** of customers are at a **low risk of paying in a delinquent manner**



HEATING FUEL TYPE

- 100%** of customers **heat their business using a public/piped heat supply**



SEWER TYPE

- 3%** of customers **have a null sewer**
- 7%** of customers **have a private sewer**
- 90%** of customers **have a public sewer**



WATER SUPPLY TYPE

- 3%** of customers **have a null water supply**
- 1%** of customers **have a private water supply**
- 97%** of customers **have a public water supply**



YEAR BUILT

- 3%** of customers' business buildings **were built less than 10 years ago**
- 30%** of customers' business buildings **were built between 10 and 29 years ago**
- 34%** of customers' business buildings **were built between 30 and 50 years ago**
- 33%** of customers' business buildings **were built more than 50 years ago**

Firmographic Profiles Pulled: 3/11/2021

Internal Customer Data Matched with Market Vue Residential Data Compiled from the Following Sources:

- Experian consumer data, over 120 million household addresses, more than 230 million individual adult consumers; basic demographics, lifestyles, financials, utility block group spending averages
- Infutor parcel property data on over 120 million US addresses
- BigDBM consumer data on over 250 million adult consumers

- Data1 consumer data on over 260 million adult consumers with higher coverage among lower income households
- AnalyticsIQ financial data
- Market Vue Partners custom consumer segmentation models and spatial routines, Consumer Segments, Energy Scores, Green Segments, Prospect distance calculations to nearest customer meters, and market territories

*Estimations due to monthly changes

