|                            | Propane |                    | Natural Gas |                    | Heat Pump (Air-<br>Source) |           | Heat Pump<br>(Geothermal) |           | Electric Resistance |                    | Heating Oil |                    |
|----------------------------|---------|--------------------|-------------|--------------------|----------------------------|-----------|---------------------------|-----------|---------------------|--------------------|-------------|--------------------|
| Efficiency                 |         | Avg.<br>Efficiency |             | Avg.<br>Efficiency | 6.50                       | HSPF****  | 3.3                       | COP       |                     | Avg.<br>Efficiency |             | Avg.<br>Efficiency |
| Fuel Cost                  | 2.66    | \$/gal.*           | 1.02        | \$/therm**         | 0.0854                     | \$/kwh*** | 0.0854                    | \$/kwh*** | 0.0854              | \$/kwh***          | 3.79        | \$/gal.*-*         |
| Heat Value                 | 91,500  | BTU/gal            | 100,000     | BTU/therm          |                            |           |                           |           | 3,413               | BTU/kwh            | 138,000     | BTU/gal            |
| Therm Capacity             | 1.093   | gal/therm          | 1           | therm/therm        | 15.38                      | kwh/therm | 8.88                      | kwh/therm | 29.30               | kwh/therm          | 0.7246      | gal/therm          |
| Cost/Therm                 | 3.73    | \$/therm           | 1.31        | \$/therm           | 1.31                       | \$/therm  | 0.76                      | \$/therm  | 2.63                | \$/therm           | 3.52        | \$/therm           |
| Winter Heating<br>Cost*-** | 5       |                    | \$ 1,308    |                    | \$ 1,314                   |           | \$ 758                    |           | \$ 2,634            |                    | \$ 3,521    |                    |

## Heating Cost Comparison Chart (Winter 2012-13; Western North Carolina)

\* U.S. Energy Administration, average Lower Atlantic Region (NC) residential propane spot price, 11/12/2012 (note: local pricing trends closely to LAR spot pricing)

\*\* Source: Piedmont Natural Gas, Effective 11/1/2012, NC residential rate

\*\*\* Source: Duke Energy, effective 9/1/2012, all-electric RE schedule residential rate for NC Nov.-June (avg. for over and under 350 kWh rates)

\*\*\*\*Typical 7.7 HSPF air-source heat pump (per DOE a 7.7 HSPF correlates to 6.5 actual in Asheville)

\*-\* U.S. Energy Administration, average Lower Atlantic Region (NC) residential heating oil spot price, 11/16/2012

\*-\*\* 1,000 therms of total seasonal heat which would be required for average construction 3,000 sq. ft. home in Asheville

Notes: 1 therm = 100,000 Btu



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