

**Moore, Larine**

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**From:** Rob Beecham [robb@kelchner.com]  
**Sent:** Monday, January 14, 2013 3:24 PM  
**To:** LNGStudy  
**Subject:** LNG Study

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*By Docket Room at 11:26 am, Jan 14, 2013*

DOE

My business, Kelchner, Inc, provides support to the natural gas industry. We and many other firms in Ohio have benefitted greatly from the “shale gas revolution” which has provided a new and abundant source of this clean and economical fuel from the Utica field and other similar formations. We believe it is important for the natural gas industry to remain robust and productive, not only for our own business and employees, but also for the entire state of Ohio and for the whole country. We also believe the recent NERA Economic Consulting report commissioned by the Department of Energy provides strong support for allowing overseas sales of liquefied natural gas (LNG). This will help keep the industry strong and benefit the whole economy.

We were very pleased that the report found, under all the scenarios it analyzed, “the U.S. would experience net economic benefits from increased LNG exports” and that “across the scenarios, U.S. economic welfare consistently increases as the volume of natural gas exports increased.” The report noted that “U.S. LNG exports provide an opportunity for natural gas producers to realize additional profits” by selling gas in overseas markets.

This, of course, would directly benefit our business. But the positive effects extend well beyond natural gas producers and supply chain firms, and in fact well beyond Ohio. According to the report, overseas sales would improve our balance of trade and “result in a wealth transfer into the U.S.” This is a very important plus for exporting proposals, since the trade deficit has been a chronic problem for our country. And, as the report notes, overseas capital will help support construction of the facilities needed for LNG exporting, particularly liquefaction plants. This would also increase the “wealth transfer” into our country, and benefit businesses, working people and the economy in general.

New markets for this resource will help curb the “boom or bust” cycle we often see in natural gas drilling. With supply outstripping domestic demand, we are already experiencing a significant decrease in drilling activity. Opening overseas markets will help keep exploration and production efforts up and running. That will support our business, but it will also help ensure that our nation has adequate and affordable supplies of this valuable energy resource.

We support the NERA report’s findings and urge approval of the pending export applications.

Sincerely,

Rob Beecham

Director of Business Development



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