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Sent: 2017-12-19 9:10:42 AM
To: Terry Young [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=872fa3f6e61a48709b11458c0c3b6ca6-Terry Young]
CC: Stephen Lachan [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=b795064171ea40078f9ad2baf6b93335-Stephen Lac]; Phil Bosco [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=52f6c5a9ac3440ee9353b42f5d743e58-Phil Bosco]
Subject: AFT/HAP Alignment for MoE
Attachments: AFT and HAP alignment - MOE prep GS.pptx

Terry,

Please see the updated materials attached for the meeting with the Ministry this afternoon. I've copied your speaking notes below which are captured on the second page of the materials. Please let me know if there's anything you feel we've missed.

- OESP has been an automatic qualifier for HAP since its inception and HAP has historically updated income eligibility criteria to align with OESP
- The changes to LICO + 35% will align eligibility with OESP, the Gas Low Income programs and reverts to the methodology used in the 2011-2014 version of HAP
 - Since HAP will be a co-delivered program between Save on Energy and GreenON it will align OESP, Gas, Save on Energy and GreenON
- HAP pre-qualification through other low-income programs is helpful to identify customers in need and simplifies the customer experience
 - OESP as eligibility allows customer to qualify with proof of receipt and removes need for additional income verification
 - OESP is a simply way for AFT to screen for eligibility
- HAP eligibility for a household of 4 persons will remain less than \$65,000 (total gross income of all adults in the home)

- All HAP participants will receive energy audit with delivery of energy-efficiency educational module and direct-install of eligible measures
 - HAP will also offer weatherization for all customers through collaboration with GreenON

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