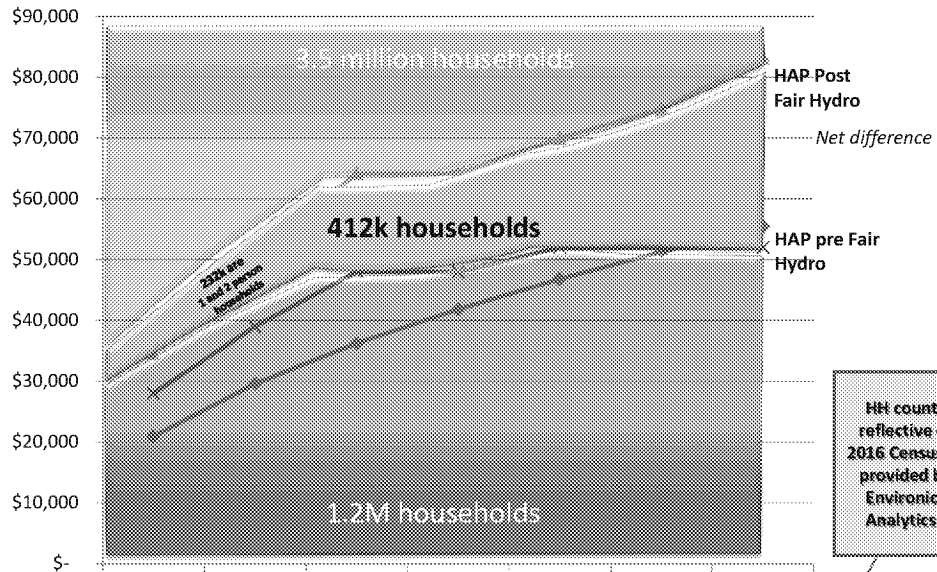


HAP Eligibility Impacts

Estimated Market Potential (using Statscan data)*

*Data captures total households in Ont. And Includes ineligible housing (eg. Bulk - Metered units) that could not access either program



HH counts reflective of 2016 Census as provided by Environics Analytics*

	1	2	3	4	5	6	7
LIM Net	\$20,933	\$29,604	\$36,257	\$41,866	\$46,808	\$51,275	\$55,384
OESP Post Fair Hydro	\$34,700	\$51,000	\$64,200	\$64,200	\$70,000	\$74,760	\$83,236
LIM Gross	\$28,000	\$39,000	\$48,000	\$48,000	\$52,000	\$52,000	\$52,000
Net Difference	81,085	131,135	82,765	39,375		58,030	

<https://neuvoo.ca/tax-calculator/>

HAP Eligibility Impacts

- 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