

Schedule 3.8

Reports for Incentive, Retention and Winback Programs

1 Growing and maintaining the customer base continues to be important under the new Liberty
 2 ownership. The corporately funded Fuel for the Future Fund in the amount of \$5 million available
 3 since the ownership changed from Enbridge to Liberty on October 1, 2019 provides additional
 4 resources and tools normally available under the regulated ratepayer programs that have been used
 5 under EGNB since 2017. Although the plan is to return with regulated ratepayer funded programs
 6 in the future when the \$5 million fund has been exhausted, Liberty does not currently have revenue
 7 requirement budget in 2021 for the Residential and Commercial Incentive Programs, the Retention
 8 Program or the Propane Winback Program as approved by the Board.

9 In Matter 398, the Board approved EGNB’s proposal to use unspent approved budgets for these
 10 programs in future years. The table below provides the details for each of the programs including
 11 unspent amounts for each year and the amount currently available as at June 30, 2020.

Residential Incentive					Commercial Incentive				
	Budget	TOTAL	Committed	Variance		Budget	TOTAL	Committed	Variance
2017	100,000	100,000	88,250	11,750	2017	-	-	-	-
2018	100,000	111,750	136,500	(24,750)	2018	250,000	250,000	31,000	219,000
2019	250,000	225,250	152,950	72,300	2019	500,000	719,000	709,869	9,131
2020	-	72,300	34,000	38,300	2020	100,000	109,131	107,200	1,931

Propane Winback					Retention				
	Budget	TOTAL	Committed	Variance		Budget	TOTAL	Committed	Variance
2017	-	-	-	-	2017	100,000	100,000	63,650	36,350
2018	100,000	100,000	20,038	79,962	2018	100,000	136,350	41,263	95,087
2019	50,000	129,962	128,352	1,610	2019	50,000	145,087	119,721	25,366
2020	50,000	51,610	50,600	1,010	2020	-	25,366	24,125	1,242

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