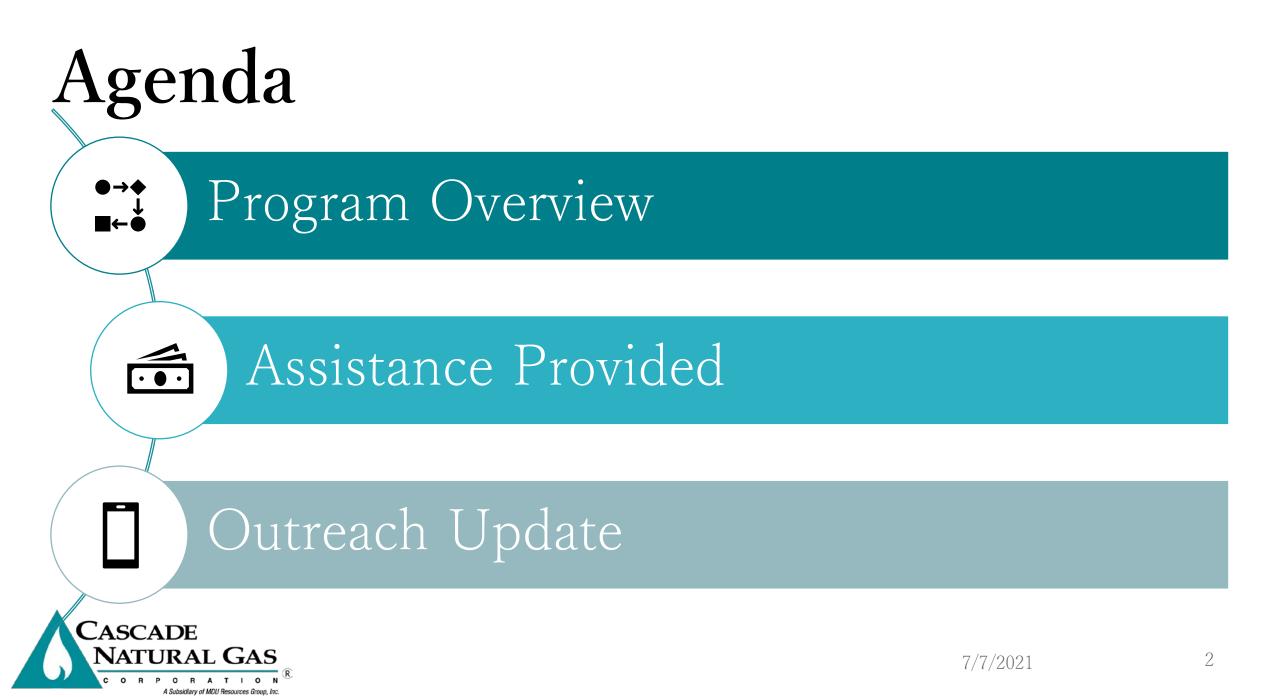
Big HEART Assistance Program

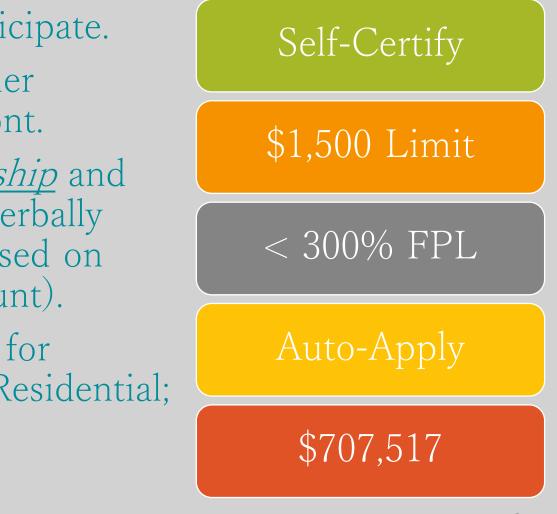




Program Overview

- Minimum burden and barriers to participate.
- Doesn't disqualify customers from other assistance, nor asks for payment upfront.
- Two types of grants: <u>Automatic Hardship</u> and <u>Financial Hardship</u> (Customers who verbally express hardship receive assistance based on benefit curve to determine grant amount).
- Time Payment Arrangements (TPAs) for outstanding balances (24-months for Residential; 6-months for Commercial).





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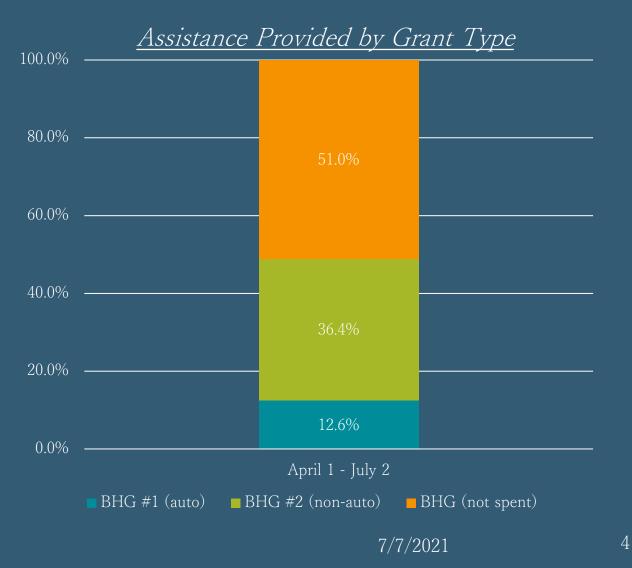
Assistance Provided

BHG #1 (auto) funds spent \$88,842; customers helped 276; average payout \$321.89.

BHG #2 (non-auto) funds spent \$257,814; customers helped 911; average payout \$283.00.

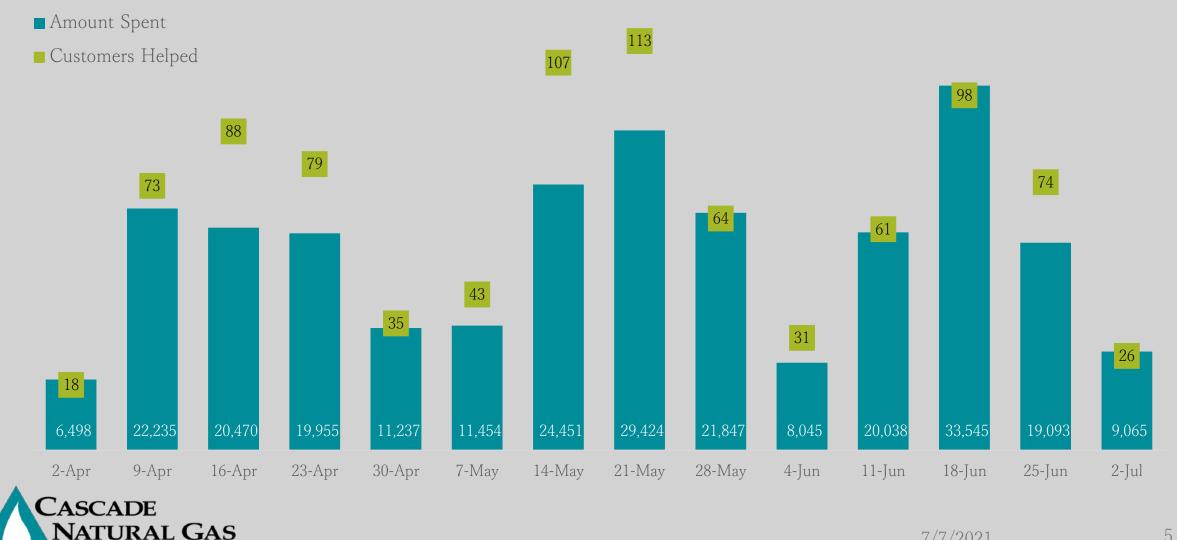
Total funds spent \$346,656; total customers helped 1,187; average payout \$292.04; 49.0% of total assistance funds spent.

No additional funding required currently.





Weekly Comparison of BHG #2



CORPORATION

A Subsidiary of MDU Resources Group, Inc.

7/7/2021

Outreach Update: April – June

Calls	Emails	Letters	Website	Other
 4,829 (placed) 20% (answered) 49% (voicemail) 	 2,669 (placed) 30% (opened) 	• 12,964 (mailed)	 6,126 (clicked) 75% Bounce Rate 	 Social Media Door Tags (over 850) Bill Onserts CBOs



Outreach Response

Response for BHG #2 (nonauto) by outreach type based on those willing to share.

<u>Top 3</u> outreach types are:

- Agent
- Letter
- Tie between:
 - Bill Insert/Onsert
 - Other (media)

This information is a manual process.





7/7/2021

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Arrears by the Numbers

Residential

	June 2019	May 2021	June 2021
# of Accts	6,872	5,850	5,578
Total Arrears	\$773,727	\$1,141,764	\$953,365
31-60 Days	\$215,376	\$309,795	\$168,140
61-90 Days	\$180,639	\$204,593	\$173,819
> 90 Days	\$232,385	\$464,454	\$477,855

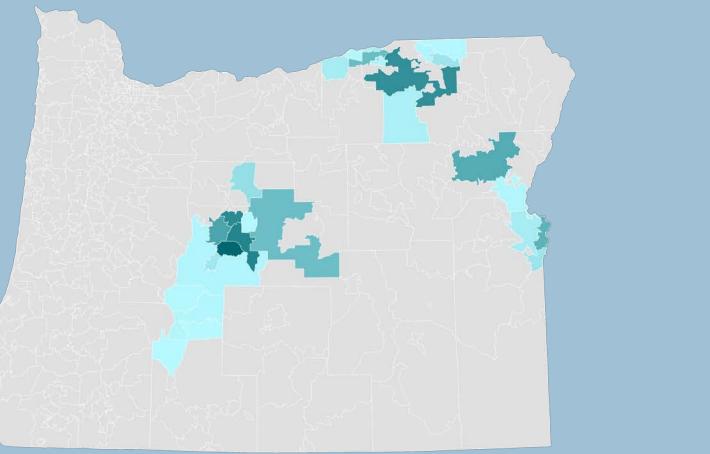
Commercial/Industrial

June 2019	June 2021
601	361
\$146,616	\$103,764
\$52,687	\$28,206
\$29,507	\$20,772
\$31,320	\$21,899



Arrearage Data by Zip Code

Residential Arrears by Zip Code (June 2021)





Arrears

\$129,745

\$790

Potential Program Adjustments

Allow Multiple Grants

Reduce Maximum Allowable Grant Adjust Benefit Curve or Amounts – e.g., full amount due covered, higher benefit at higher FPL, etc.



Cascade's Commitment

Keep customers connected that are:

- participating in TPAs.
- making partial payments.
- have a pledge or appointment to receive assistance from CAAs.
- who qualify for assistance, if funds available.
- communicated and are working with the Cascade.
- protected by other stipulations in the Order



Thanks

Any questions?

You can reach us at: <u>Christopher.Mickelson@cngc.com</u> <u>Michael.Parvinen@cngc.com</u> <u>Daniel.Tillis@mdu.com</u>



eart

Grant