

1 **Q. With reference to Technical Workshop presentation slide 21 (pdf page 21 of 37):**

2 Please reconcile the values from Application Tables L-1 and L-2 (pdf page 495 of 509) with the
3 values shown in the Technical Workshop presentation slide 21 (pdf page 21 of 37).

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6 **A. Tables L-1 and L-2 outlines the energy usage and costs, respectively, for the three electrification**
7 **programs proposed within the Electrification, Conservation and Demand Management**
8 **("ECDM") Plan 2021–2025 over the course of the five years that the ECDM Plan would be in**
9 **effect.¹**

10 The analysis provided on slide 21 of the technical conference presentation reflects all costs and
11 revenues associated with electrification for the 15-year period 2021–2034. This analysis includes
12 capital costs related to charging infrastructure and various other program-related costs such as
13 planning and pilot studies.² Additionally, the analysis provided on slide 21 reflects forecast
14 energy consumption from all vehicle types, including medium-duty, heavy-duty, and busses,
15 which would not be reflected in Table L-1.

¹ The three electrification programs proposed within the ECDM Plan are: (i) Residential Electric Vehicle ("EV") & Charging Infrastructure Incentives Program; (ii) Commercial EV & Charging Infrastructure Incentives Program; and (iii) the Custom Commercial Program.

² Newfoundland and Labrador Hydro's Application for Approvals Required to Execute Programming Identified in the Electrification, Conservation and Demand Management Plan 2021–2025 requests approval to defer such costs in its ECDM Cost Deferral Account for recovery through the ECDM Cost Recovery Adjustment.