



# Commercial & Industrial, and Municipal Programs

*For NH Natural Gas Customers*

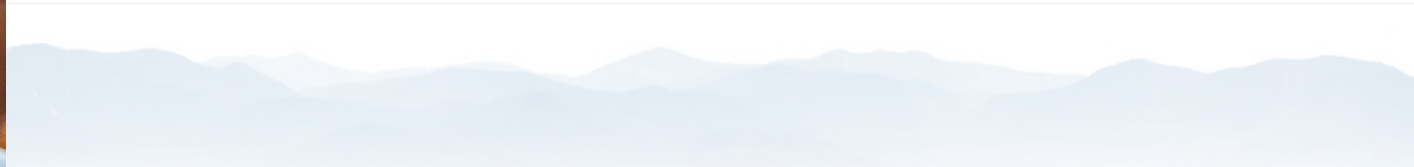
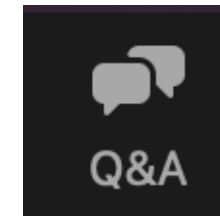
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# We look forward to hearing from you

Please put all your questions into the questions section with this icon.



# C&I Natural Gas Agenda

- Small Business Overview
- Large Business Overview
- Municipal Overview
- Program Offerings
- Incentive Applications
- Resources



**C&I Natural Gas-  
Small Business Program**

# C&I Natural Gas - Small Business Program

## Small Business Threshold

<40,000 Therms natural gas annual consumption

## Represents

97% of NH Utilities C&I accounts

## Offerings

Energy Assessments, Technical Assistance, & Incentives



# C&I Natural Gas - Small Business Program

Savings and Budgets	2024-2026	Annual Benchmarks		
		2024	2025	2026
Program Budget	\$6,757,503	\$2,078,803	\$2,299,267	\$2,379,433
Annual MMBtu Savings	64,560	20,570	21,588	22,402
Lifetime MMBtu Savings	946,506	299,305	317,509	329,693
No. of Participants	4,522	1,485	1,523	1,515



**C&I Natural Gas-  
Large Business Program**

# C&I Natural Gas – Large Business Program

## Large Business Threshold

>40,000 Therms natural gas annual consumption

## Represents

3% of NH Utilities C&I accounts

- **Large Business Energy Solutions (Retrofit and New Equipment & Construction) Program.** The program offers technical services and incentives to assist large C&I customers who are retrofitting existing facilities or equipment, adding or replacing equipment that is at the end of its useful life, or constructing new facilities or additions.



# C&I Natural Gas - Large Business Program

Savings and Budgets	2024-2026	Annual Benchmarks		
		2024	2025	2026
Program Budget	\$7,177,124	\$2,201,156	\$2,462,512	\$2,513,457
Annual MMBtu Savings	137,487	43,158	47,430	46,900
Lifetime MMBtu Savings	1,722,967	539,668	595,072	588,228
No. of Participants	991	321	341	329



**C&I Natural Gas-  
Municipal Program**

# C&I Natural Gas – Municipal Program

## Municipal Threshold

Municipal and School Facilities on a commercial natural gas rate with Liberty or Unitil.

## New to 2024-2026 NH Energy Efficiency Programming

Best of the legacy Small and Large program offerings tailored to Municipal Facilities

## Offerings

Energy Assessments, Technical Assistance, & Incentives

# C&I Natural Gas – Municipal Program

Savings and Budgets	2024-2026	Annual Benchmarks		
		2024	2025	2026
Program Budget	\$1,510,856	\$477,240	\$505,024	\$528,592
Annual MMBtu Savings	18,496	6,254	6,051	6,190
Lifetime MMBtu Savings	272,988	92,236	89,325	91,426
No. of Participants	785	261	261	263



**C&I Natural Gas-  
Program Offerings**

# C&I Natural Gas- Program Offerings

## New Equipment & Construction

Incentives Up to 75% of Incremental Costs

- New buildings where equipment is being installed for first time, **(or)**
- Existing equipment has reached end of useful life and is being replaced

## Retrofit

Incentives Up to 50% of Project Costs

- Altering or modification of existing equipment, **(or)**
- Current equipment is still functioning properly but could be made more efficient

## Technical Assistance

50% up to \$7,500\*

- When necessary to quantify energy savings of project as part of an engineering study
- Must be pre-approved by Liberty/Unitil and completed by an EE professional.

*\*Eligible for up to \$10,000 if customer gets two quotes for audit*

# Instant discounts at participating distributors

- **Midstream Natural Gas Water Heating:**

Sales of qualifying gas water heating equipment must be installed at a facility that pays a commercial or industrial rate for natural gas in Liberty or Unitil territory in New Hampshire to qualify for incentives.

- **Midstream Electric Heat Pump Water Heaters:**

Sales of qualifying electric heat pump water heaters must be installed at a facility that pays a commercial or industrial rate for electricity in Eversource, Liberty, NHEC or Unitil territory to qualify for incentives.

- **Midstream Foodservice:**

Sales of qualifying food service equipment must be installed at a facility that pays a commercial or industrial rate for electricity in Eversource, Liberty, NHEC or Unitil territory or a commercial or industrial rate for natural gas in Liberty or Unitil territory in New Hampshire to qualify for incentives.

# C&I Natural Gas - Direct Install Initiative

- **FREE**, no obligation, on-site energy assessment
- Technicians will install equipment and guarantee all work



Category	Measures	Rebate
Advanced Controls	Programmable Thermostats	100%
	Smart Thermostats	50%
	Wireless Building Controls	50%
	Boiler Reset Controls	50%
	Demand Circulators	50%
Air Sealing & Insulation	Air Sealing	50%
	Building Insulation	50%
	Pipe & Duct Insulation	50%
Water Efficiency	Pre-Rinse Spray Valves	100%
	Showerheads	100%
	Faucet Aerators	100%
	Salon Valves	100%





# C&I Natural Gas - Space & Water Heating

Online Forms  
Available via  
NHSave.com

## HIGH-EFFICIENCY NATURAL GAS EQUIPMENT REBATES

HEATING EQUIPMENT					
CONDENSING BOILERS (CB)	RATING	REBATE	INFRARED HEATERS (IR)	RATING	REBATE
1701 to 2000 MBH	90% Thermal Efficiency or greater	\$10,000	All Sizes	Low Intensity	\$750
1000 to 1700 MBH	90% Thermal Efficiency or greater	\$7,500	BOILER/WATER HEATER (WBH)	RATING	REBATE
500 to 999 MBH	90% Thermal Efficiency or greater	\$4,000	Integrated Condensing with On-Demand Hot Water	95% AFUE* or greater	\$1,500
301 to 499 MBH	90% Thermal Efficiency or greater	\$2,000		90% AFUE* or greater	\$1,000
Up to 300 MBH	95% AFUE* or greater	\$1,500	(Must be considered one unit by manufacturer)		
Up to 300 MBH	90% AFUE* or greater	\$1,000	CONDENSING UNIT HEATER (CUH)	RATING	REBATE
FURNACE (F)	RATING	REBATE	Up to 300 MBH	90% Thermal Efficiency or greater	\$750
Up to 150 MBH	97% AFUE* or greater & ECM motor	\$450			
Up to 150 MBH	95% AFUE* or greater & ECM motor	\$300			

*\*All C&I Natural Gas Customers can submit a rebate application if they did not receive a point-of-sale discount.*

CONTROLS AND STEAM TRAPS			
	REBATE		REBATE
Aftermarket Boiler Reset Controls	\$225	Programmable Thermostat (only replacing non-programmable)	\$25
Steam Traps	\$50	Wireless Thermostat (wireless connections must be enabled)	\$85

COMMERCIAL WATER HEATERS			
NATURAL GAS WATER HEATER	INPUT RATING	REQUIRED EFFICIENCY	INCENTIVE AMOUNT
Storage (S)	≥75 MBtuh	Thermal Efficiency ≥94%	\$2 / MBtuh
Tankless (T)	<200 MBtuh	Energy Factor ≥0.94 or Uniform Energy Factor ≥0.91	\$1 / MBtuh
Volume (Domestic Hot Water Boiler) (V)	≥75 MBtuh	Thermal Efficiency ≥94%	\$2 / MBtuh
Indirect (I)	N/A	N/A	\$200 / unit

# C&I Natural Gas - Kitchen Equipment

Online Forms Available via [NHSaves.com](https://www.nhsaves.com)

COMMERCIAL KITCHEN EQUIPMENT (HIGH-EFFICIENCY (HE) OR ENERGY STAR (ES))			
TYPE OF EQUIPMENT	REBATE	TYPE OF EQUIPMENT	REBATE
Combination Oven (ES)	\$1,000	Fryer (ES)	\$1,000
Convection Oven (ES)	\$1,000	Rack Oven (ES)	\$1,000
Conveyor Broiler less than 22" wide (HE)	\$2,000	Steamer (ES)	\$1,000
Conveyor Broiler 22" to 28' wide (HE)	\$2,500	Griddle (ES)	\$500
Conveyor Broiler greater than 28" wide (HE)	\$3,000	Pre-Rinse Spray Valve (HE)	\$50
Conveyor Oven (HE)	\$1,000	Underfired Broiler	\$650

A list of qualifying kitchen equipment is available at [NHSaves.com](https://www.nhsaves.com)

*\*All C&I Natural Gas Customers can submit a rebate application if they did not receive a point-of-sale discount.*



# Custom Project - Essential Details

RETROFIT CUSTOM INCENTIVE WORKSHEET			
For approved and qualified projects not covered by prescriptive Incentives.			
PROJECT DESCRIPTION			
Energy Efficiency Measure:			
ex: Replacing two Air Compressors/receiver with new compressors			
Existing Equipment or System			
ex: two 21 yr old 75 hp fix speed Air Compressors, 400 gallon receiver			
Proposed Energy Efficient Equipment/Measures			
ex: two new 75 hp VFD Air Compressors, 1060 gallon receiver			
Total Energy Efficiency Cost	\$		
Project Type: <input type="checkbox"/> Electric Only <input type="checkbox"/> Gas Only <input type="checkbox"/> Dual Fuels Additional Info: _____			
PROJECT COSTS AND INCENTIVES			
Energy Efficiency Project Material	\$	Estimated Incentive*	\$
Energy Efficiency Project Labor	\$	Incentive* 35%	\$
Energy Efficiency Project TOTAL	\$	Incentive* 1 Yr	\$
			Benefit Cost =

\* Incentive shall not exceed 35% of the project cost or buy down to 1 year pay-back.  
Incentive is calculated by Utility Representative. Customer Caps may apply.

- Project Scope of Work/Measure Description
- Total Cost Quote
- Energy Savings Calculations (Utility can help here!)

# C&I Natural Gas- Multifamily

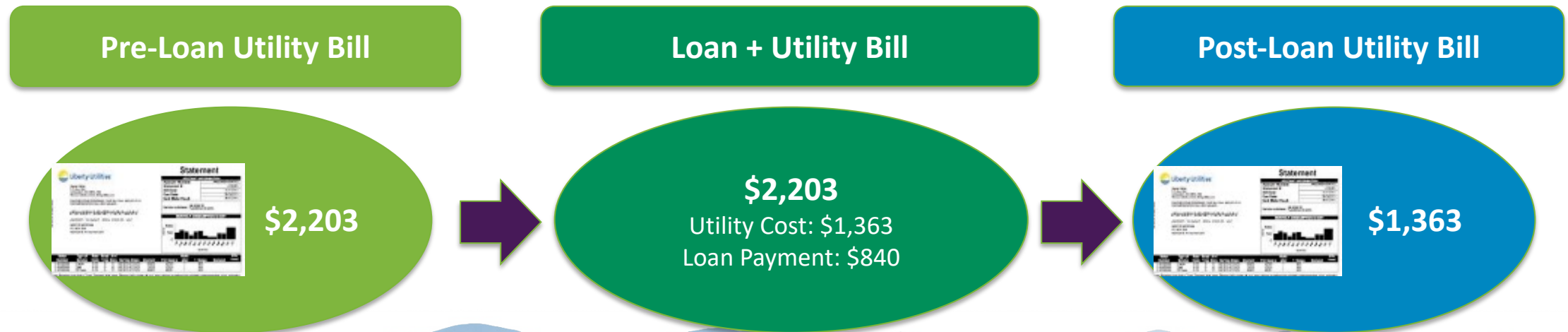
Commercially Metered  
Only

- Space heating and water heating systems
- Steam system upgrades
- Building insulation and air sealing
- Thermostats and water saving devices



# Liberty Natural Gas - Commercial On-Bill Financing

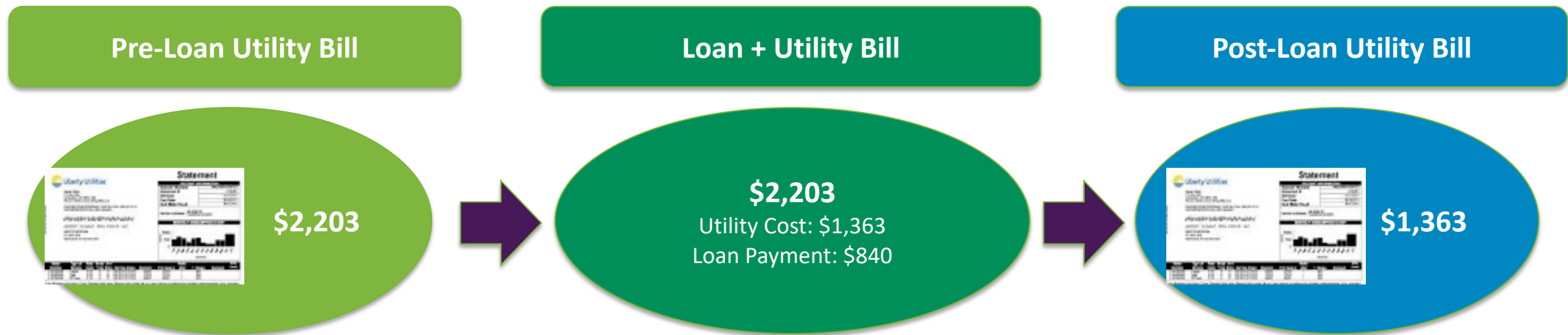
- Available for qualifying energy efficiency projects
- Up to \$50,000 loan per qualifying project
  - Maximum \$150,000 loan per customer, per year
- 0% Interest with Terms up to 5 years (based on payback)




*Loan approved and applied to cover full cost of EE project*

# Unitil Natural Gas - Commercial On-Bill Financing

- Available for qualifying energy efficiency projects
- Up to \$15,000 loan per qualifying project
- 0% Interest with Terms up to 3 years



*Loan approved and applied to cover full cost of EE project*



**Pathways to Energy Efficiency  
New Construction Updates**

# THE INTRODUCTION OF 2 NEW PATHWAYS TO ENERGY EFFICIENCY

INTRODUCED TO NH IN 2020

## ZERO NET ENERGY AND LOW EUI BUILDINGS

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- For large-midsize projects
- Passive House goals
- Net-Zero goals
- Most program benefits

## HIGH PERFORMANCE BUILDINGS

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- For small-midsize projects
- Energy use reduction goals
- Most commonly pursued path
- Residential common spaces

## PRESCRIPTIVE SYSTEMS (EXISTING PATH)

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- For small projects
- For energy efficiency equipment
- Late engagement





**Unitil and Liberty Natural Gas  
Program Resources**

# NHSaves.com



Rebates

Services

Learn

Shop

## 10 Energy-Saving Tips for Your Business

According to ENERGY STAR®, small businesses spend over \$60 billion per year on energy costs.

- Incentive and Services Information
- Business Online Marketplace
- Education materials
- Videos/blog
- Project case studies



EVERSOURCE



# C&I Natural Gas- Contacts

## NATURAL GAS

## Commercial/Industrial Programs and Incentives

For energy efficiency inquiries, or to get started with your application, please **contact us** at:



**Program Administrator:** Bob Reals [Bob.Reals@libertyutilities.com](mailto:Bob.Reals@libertyutilities.com)

**Liberty Implementation Contractor:** RISE Engineering  
[LibertyNH@RISEengineering.com](mailto:LibertyNH@RISEengineering.com) 603-595-2304

**Prescriptive Rebate Assistance:** Resilient Buildings Group  
**Rebate Application Contact:** [NHSaves@rbgnh.com](mailto:NHSaves@rbgnh.com)



**Program Administrator:** Joe Van Gombos  
[vangombos@unitil.com](mailto:vangombos@unitil.com) 603-294-5023





**THANK YOU**