

# Small Business Programs

Powered by:

**EVERSOURCE**

 **Liberty**<sup>™</sup>

 **NEW HAMPSHIRE  
Electric Co-op**

 **Unitil**

2/7/24

# Program goals

- 1 Address expertise/staffing gap**
- 2 Help with landlord/tenant split**
- 3 Provide appropriate financial assistance**

# Customer Characteristics

- Under 200 kW (at the individual meter level)
- Almost every restaurant in the state
- Most commercial businesses (stores, restaurants, movie theaters, etc.)
- Houses of worship, nonprofits
- Municipal accounts



# Ways To Engage With Customers

1

Instant “Midstream”  
Program

2

Direct Install/Turnkey  
Program

3

Prescriptive Application  
Program

4

Custom Application  
Program

5

Whole Building  
Performance Pathway

6

Technical Assistance



## Direct Install/Turnkey

- Competitive RFP
- Full turnkey project development and implementation
- Production goals and record keeping requirements
- Utility oversight
- Excludes Liberty. Contact your PA to participate.
- Vendors expected to look at all opportunities



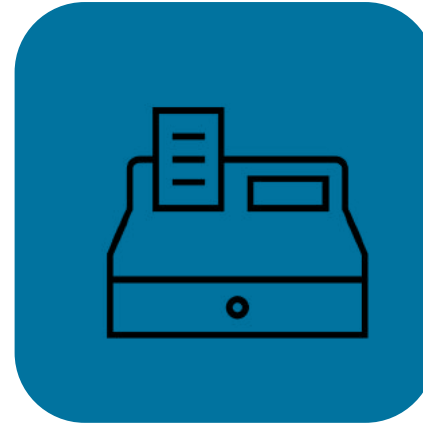
# Midstream Incentives



Covers lighting,  
HVAC, and food  
service



All NH distributors  
participate



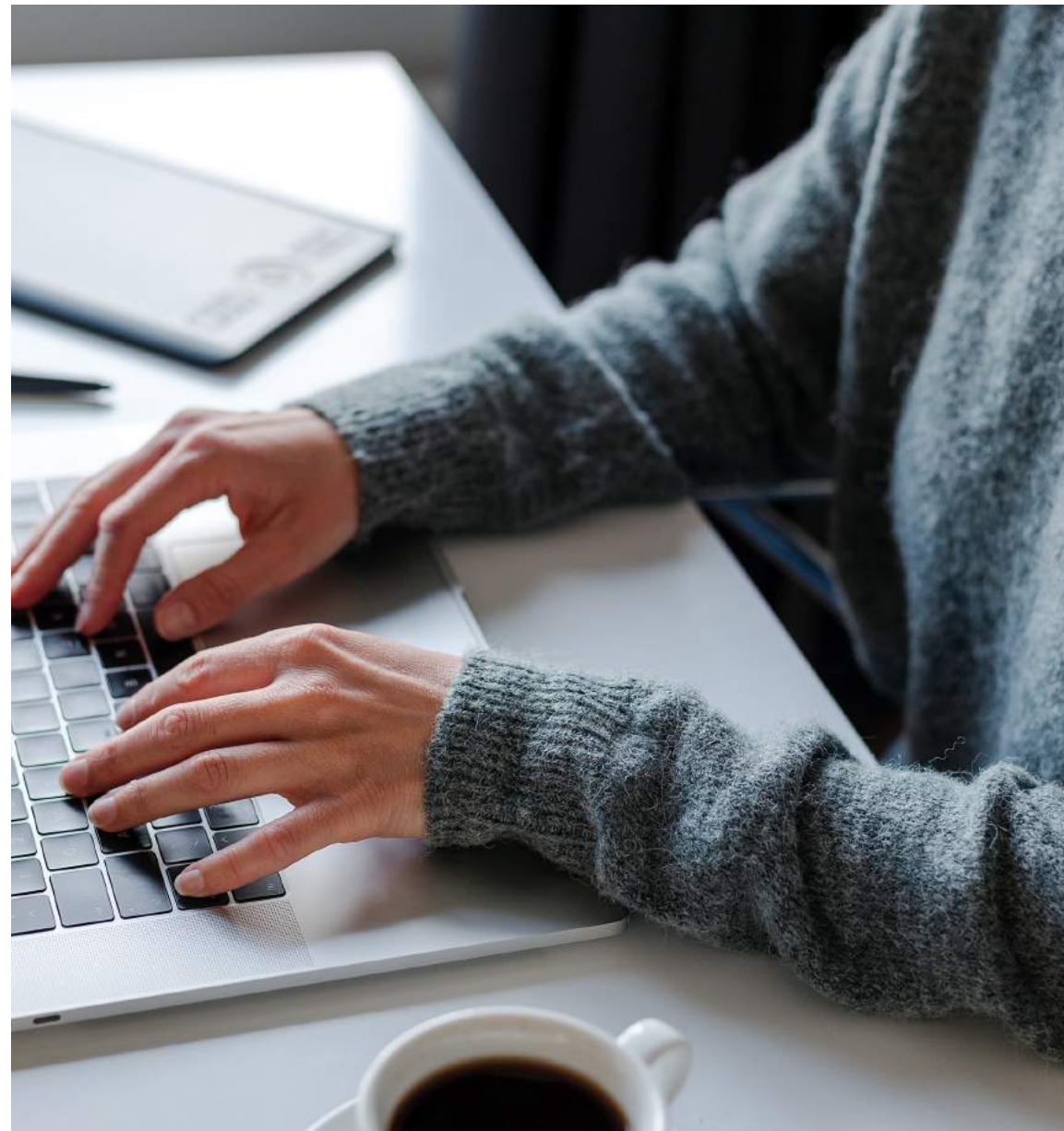
Incentives applied  
directly to price at  
time of sale



Incentives and  
distributor list at  
[NHSaves.com](https://www.nhsaves.com)

# Prescriptive Incentives

- Pre-determined incentives
- Open to any contractor
- Pre-set incentives applied at point of sale
- Preapproval required
- May be selected for pre or post inspection
- Details on [NHSaves.com](https://www.nhs.uk/nhs-saves)





## Assistance With Incentives

- Contracted vendor will organize info and administer incentives
- Looking to develop long-term working relationships
- Service offered at no charge
- Frees you up to service your customers, find additional projects
- Liberty, Eversource





## Other services

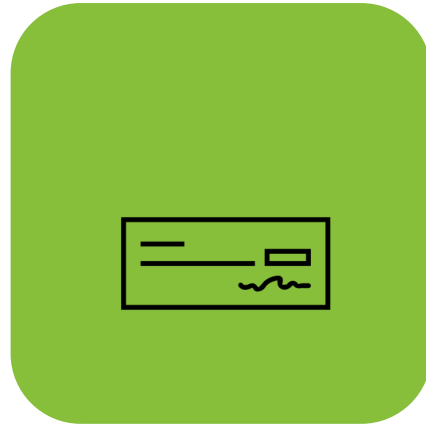
- Custom incentives
- Technical Assistance
- New Construction

# Financing





Smart Start  
(municipal)



On-bill  
(small commercial)



NEIF (third party)



# Training Opportunities

- Building Operator Certification
- Certified Energy Manager
- Compressed Air Challenge
- Lighting Controls
- Building Automation Systems
- EE Sales
- Code Updates





**NHSaves' utility partners offer a wide variety of rebates on the products and technologies that help New Hampshire businesses and municipalities save energy and money.**



# Small Business Contacts

Utility	Contact
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