



Commercial & Industrial, and Municipal Programs

For NH Natural Gas Customers

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EVERSOURCE

 **Liberty**[®]

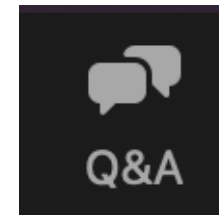
 **NEW HAMPSHIRE
Electric Co-op**

 **Unitil**



We look forward to hearing from you

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



C&I Natural Gas Agenda

1

Small Business
Overview

2

Large Business
Overview

3

Municipal Overview

4

Program Offerings

5

Incentive Applications

6

Case Studies

7

Trade Allies

8

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 Unutil.

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 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 ¹
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%



1: Rebate amount can be up to the designated percent, and is determined by the appropriate PA.

C&I Natural Gas – Space & Water Heating

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			

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

**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

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 Broile	\$650

A list of qualifying kitchen equipment is available at 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:

Electric Only

Gas Only

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

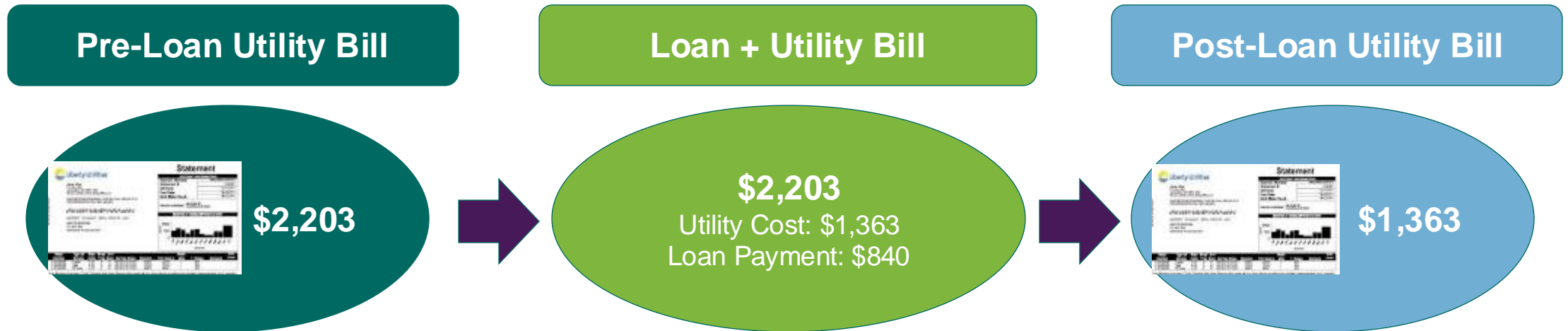
- Space heating and water heating systems
- Steam system upgrades
- Building insulation and air sealing
- Thermostats and water-saving devices

**Commercially Metered
Only**



Liberty Natural Gas – Commercial On-Bill Financing

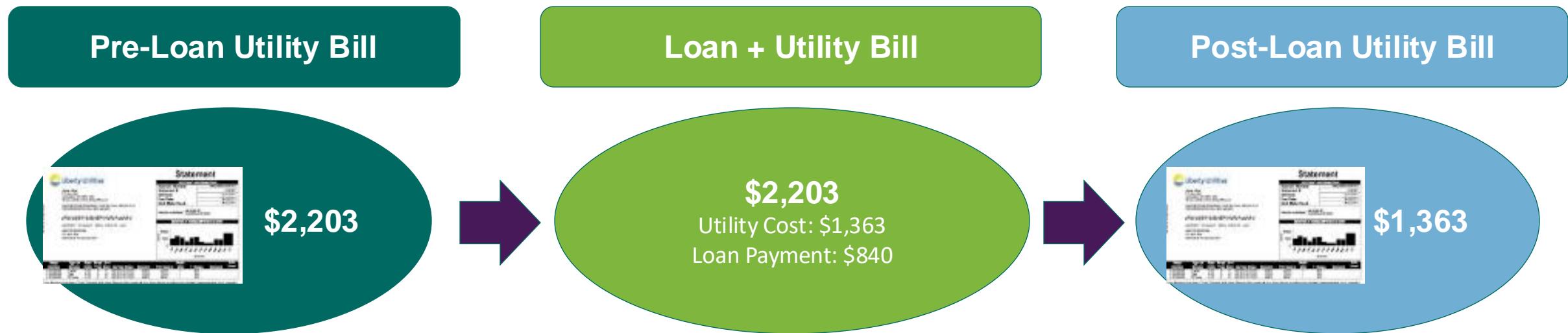
- Available for qualifying energy efficiency projects
- Up to \$50,000 loan per qualifying project
 - Maximum \$150,000 loan per customer, per year
- 0% Interest with Terms up to 5 years (based on payback)



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

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

HIGH PERFORMANCE BUILDINGS

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

PRESCRIPTIVE SYSTEMS (EXISTING PATH)

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

A landscape of rolling green hills and mountains under a cloudy sky. The foreground shows dense green vegetation, likely ferns or similar plants. The middle ground features several layers of rolling hills and valleys, with the hills becoming more distant and hazy. The sky is filled with soft, white clouds, and the overall lighting is bright and natural. The text "Case Studies" is overlaid in white, bold, sans-serif font in the lower right quadrant of the image.

Case Studies

Boscawen Town Hall

The Challenge:

- Poor weatherization and outdated furnaces were found during the site visit.
- Weatherization work was not on the Town's improvement list.

The Solution:

- Utilized a Liberty Enhanced Incentive + Unitil Incentive + Liberty OBF.
- Increased air sealing and insulation in attic and basement and replaced multiple outdated furnaces.

Outcome:

- \$5,900 savings realized annually + ~390MMBtu annual gas savings
- Payback period of less than five (5) years.
- \$900 in equipment rebate + \$17,000 Wx incentives.



Hunt Community

The Challenge:

- Poor weatherization and inefficient outdated equipment

The Solution:

- Weatherization Retrofit
- Energy Recovery Ventilator
- Two (2) Condensing Boilers
- High Efficiency Domestic Hot Water Heater

Outcome:

- Incentive worth 5% of total project costs
- 739 MMBtu gas savings annually



Durham Church

The Challenge:

- Severe lack of insulation and air sealing that had been a concern for multiple years and resulted in a frozen water pipe.

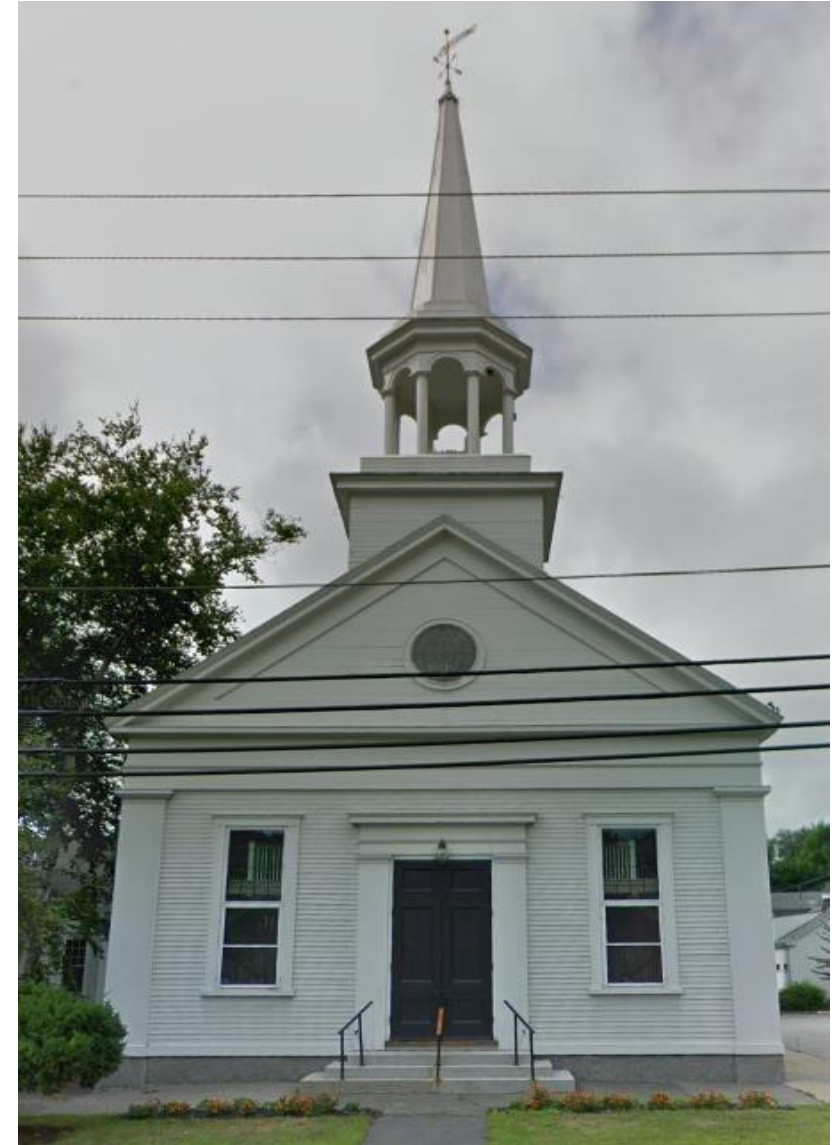
The Solution:

- Major weatherization retrofit.
- Collaboration between NH PAs to provide information, incentives, and support designed to save energy, reduce costs, and protect the environment statewide.

Outcome:

- \$28,222 energy efficiency incentive (~1/3 total project cost).
- 97.7 MMBtu gas savings and 1,422 kWh savings annually.

“Certainly, working with NHSaves program was a great process. That made it possible for us to be able to do the project.” Doug Becks, Durham Church Vice Chairman



T-BONES Great American Eatery

The Challenge:

- Restaurants often use 3x more energy per square foot than other commercial enterprises.

The Solution:

- ENERGY STAR® certified kitchen appliances.
- Kitchen hood controls.
- High-efficiency RTUs.
- Above-code insulation.

Outcome:

- \$10,526 energy efficiency incentive from Liberty.
- \$10,845 energy efficiency incentive from Unitil.
- Annual energy cost savings of \$11,268 for T-BONES.



Cost of Project	NH Saves Incentives	Annual Energy-Efficiency Savings	Simple Payback
\$50,288	\$21,371	\$11,286	2.6 years

A landscape of rolling green hills and mountains under a cloudy sky. The foreground shows dense green foliage, likely ferns. The middle ground features several layers of rolling hills and valleys, with the hills becoming more distant and hazy. The sky is filled with soft, white clouds. The overall color palette is dominated by various shades of green, from vibrant to muted, and white for the clouds and text.

Trade Allies

Trade Allies





**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

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



Liberty Implementation Contractor: RISE
LibertyNH@TheRISEgroupinc.com 603-595-2304

Prescriptive Rebate Assistance: Franklin Energy
Rebate Application Contact: NHSaves@FranklinEnergy.com



Program Administrator: Joseph Lajewski
lajewskij@unitil.com 603-379-3849



THANK YOU