

Midstream Opportunities

Presented by: Madison Corbeil and Ellen Pfeiffer

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EVERSOURCE

 **Liberty**[®]

 **NEW HAMPSHIRE
Electric Co-op**

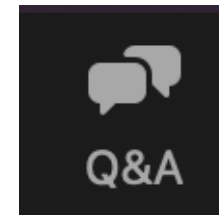
 **Unitil**

1/29/2025



We look forward to hearing from you

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



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What is Midstream?

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Lighting Opportunities

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**HVAC & WH
Opportunities**

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**Food Service & Life
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Q&A

What is NHSaves?

NHSaves is a collaboration of New Hampshire's electric and natural gas utilities working together to provide NH customers with information, incentives, and support designed to save energy, reduce costs, and protect our environment statewide.

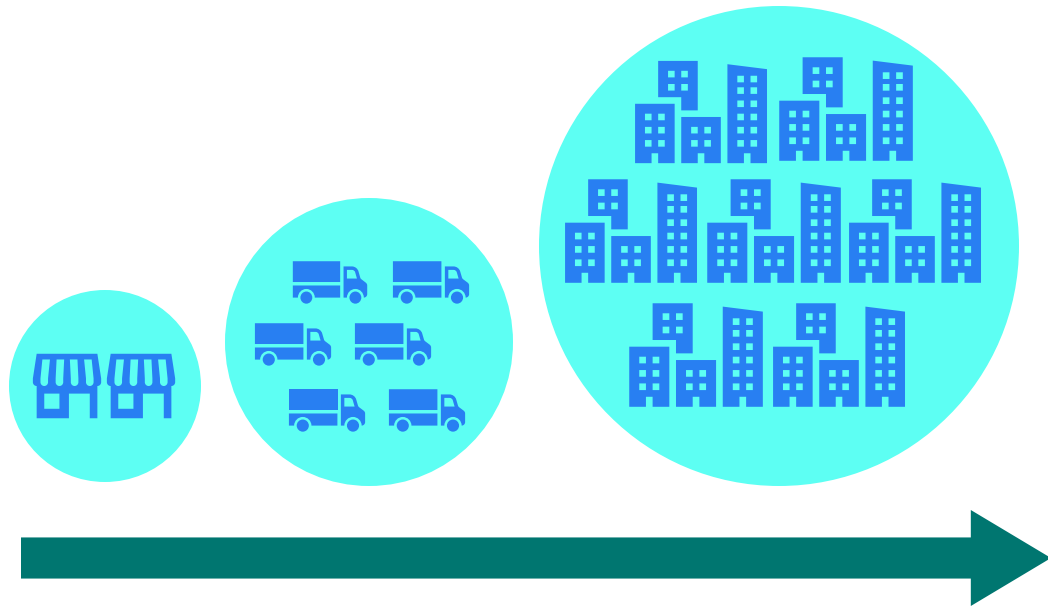
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 **Unitil**



Funding & Goals

The NHSaves utility partners work with wholesalers to offer monetary incentives on high-efficiency equipment to residential, commercial and industrial customers.

The primary funding for energy-efficiency programs in New Hampshire is supported from a charge on customers' natural gas and electricity bills.

The goal of the Initiatives is to increase customer access to high-efficiency equipment at a lower price.

Midstream Initiative Process

1. Wholesaler explains the benefits of high-efficiency and incentive opportunity
2. The customer/installer provides the customer's name and installation address
3. The wholesaler confirms customer eligibility and applies available incentives as a discount on the purchase price. If the sale is to a contractor rather than direct to an end-use customer, the contractor passes the incentive along in pricing to the customer with itemized invoicing
4. The customer receives high-efficiency equipment at a lower price without having to complete any paperwork



Customer Benefits of Participation



Lifetime energy savings



No paperwork required



Increased building value and comfort



More affordable equipment



Midstream Lighting



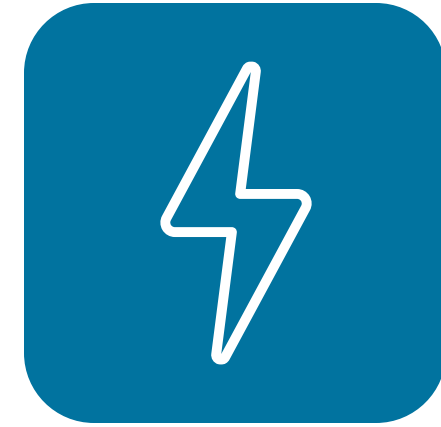
2024 Program Success



70,000+ products
incentivized



Over \$3 Million
paid in incentives



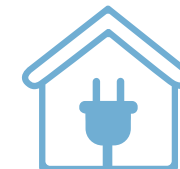
~28 Million kWh
saved



The carbon sequestered
in a year by **12,398**
acres of forest



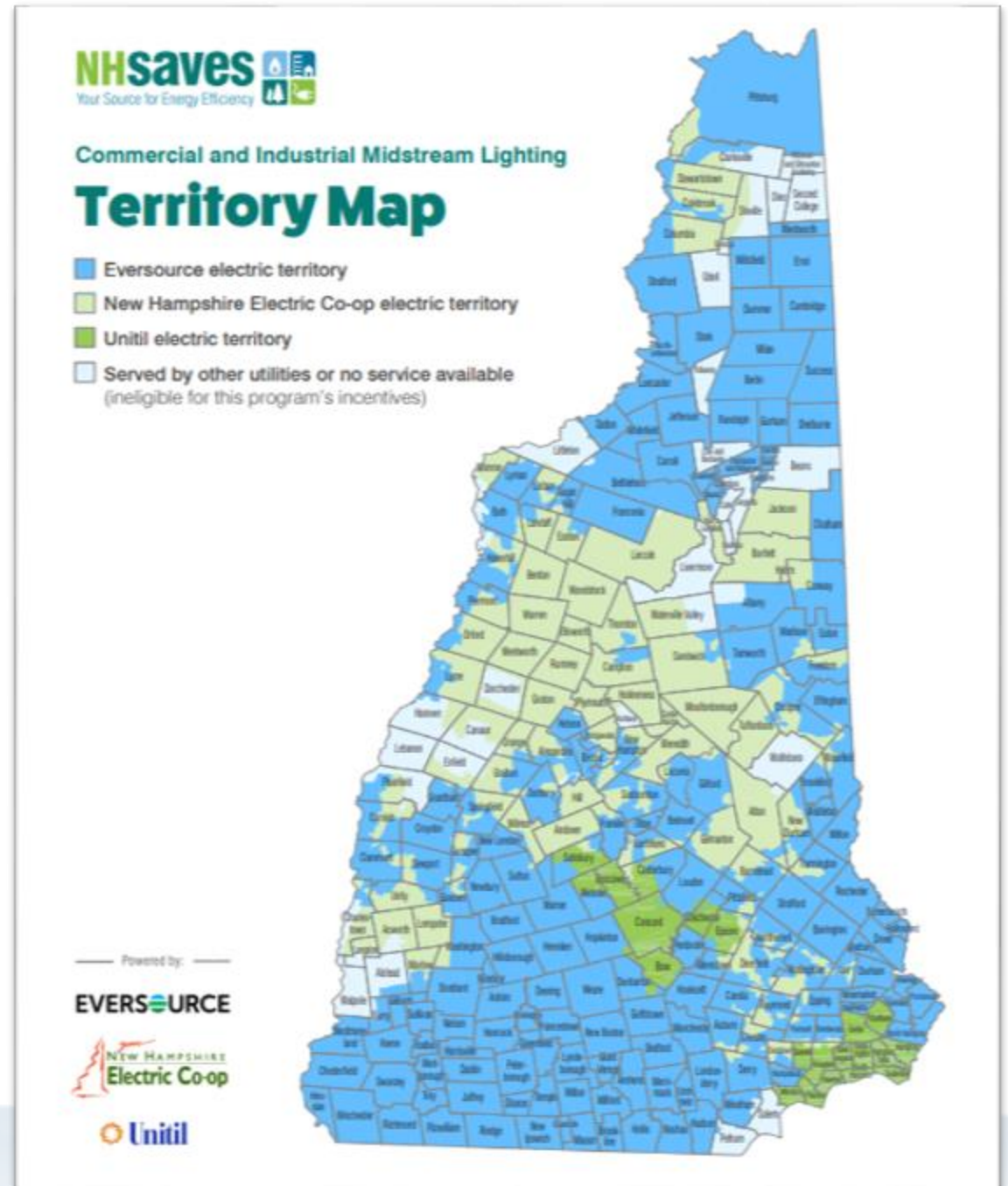
The yearly emissions of
2,883
passenger vehicles



2,140
homes' electricity
usage in a year

Who is eligible for an incentive?

- Commercial or industrial Eversource, NHEC, or Unitil electric customers
- New construction or retrofit projects



Which products qualify for an incentive?

- Must be on the [DLC Qualified Products List](#)
- Reach out to a participating distributor for more information on detailed eligibility requirements

Product Type	Product Subtype	Incentive	Incentive w/ Occupancy Sensor* *see below	Incentive w/ Dual Sensor	Incentive w/ LLLC/ NLC ²
LED Tube	2 ft T8	\$3	N/A	N/A	N/A
	3 ft T8	\$3	N/A	N/A	N/A
	4 ft T8	\$3	N/A	N/A	N/A
	6 ft T8	\$3	N/A	N/A	N/A
	4 ft T5	\$3	N/A	N/A	N/A
	T8 U-bend	\$3	N/A	N/A	N/A
LED Troffer	1x4, 2x2, 2x4 LED Troffer	\$20	\$50	\$60	\$60
	1x4, 2x2, 2x4 LED Troffer Retrofit Kit	\$15	\$45	\$55	\$55
LED Linear Ambient	Linear Strip/Wrap	\$25	\$45	\$55	\$55
LED Low Bay	Mid Output (5,000–10,000 lumens)	\$50	\$70	\$80	\$80
LED High Bay	High Output (> 10,000–30,000 lumens)	\$100	\$140	\$150	\$150
	Very High Output (> 30,000 lumens)	\$130	\$170	\$180	\$180
LED Stairwell	Low-output w/ sensor	N/A	\$50	N/A	N/A
	Mid-output w/ sensor	N/A	\$60	N/A	N/A
LED Exterior, Parking Garage, and Canopy	Low Output (250–5,000 lumens)	\$30	\$50	N/A	N/A
	Mid Output (> 5,000–10,000 lumens)	\$60	\$80	N/A	N/A
	High Output (> 10,000–30,000 lumens)	\$90	\$110	N/A	N/A
	Very High Output (> 30,000 lumens)	\$130	\$150	N/A	N/A
LED Mogul Lamp	Mogul Interior High Bay	\$50	N/A	N/A	N/A
	Mogul Interior Low Bay	\$30	N/A	N/A	N/A
	Mogul Exterior Low Output (250–5,000 lumens)	\$30	N/A	N/A	N/A
	Mogul Exterior Mid Output (> 5,000–10,000 lumens)	\$40	N/A	N/A	N/A
	Mogul Exterior High Output & Very High Output (> 10,000 lumens)	\$50	N/A	N/A	N/A

Controls Eligibility – Installation Requirements

To be eligible for the control incentives, a sale must meet the following eligibility criteria:

Control Tier	Other Requirements
Occupancy Controls	Must be installed with integrated occupancy sensor
Dual Controls	Must be installed with dual sensor (daylight and occupancy)
LLLC/NLC	Must be installed with an integrated sensor and be part of a networked and commissioned lighting control system

Product Eligibility - Installation Requirements



High/Low Bay

- Must be used for downlighting only
- Low bays must be installed at a height greater than 12 feet and less than or equal to 20 feet
- High bays must be installed at a height greater than 20 feet
- Must not be installed in a stairwell



Linear Ambient

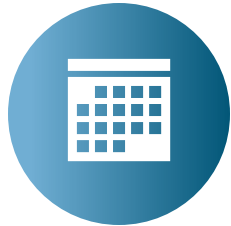
- May be used for up or downlighting
- Must be installed at a height of 12 feet or less
- Must not be installed in a stairwell



Stairwell

- Must be installed with an occupancy sensor in a stairwell

Program Requirements



Installation must occur **within 30 days after sale**



Incentive must be acknowledged to purchaser on the invoice:
“Incentive provided by NHSaves Midstream Incentive.”



Random inspections will occur to confirm that products have been installed



Midstream HVAC & Hot Water



2025 Residential Program

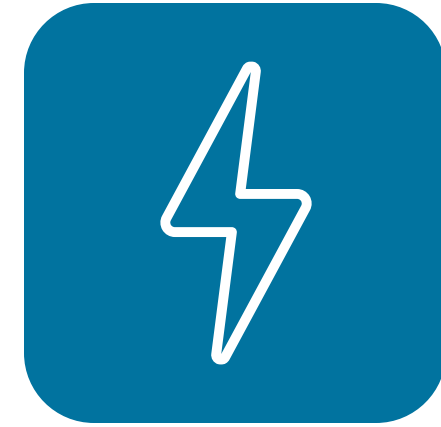
2024 Program Success



900+ products incentivized



~\$375,000 paid in incentives



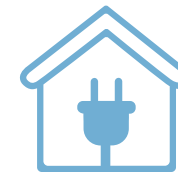
~Over 1,000 MMBTU saved



The carbon sequestered in a year by **182** acres of forest



The yearly emissions of **42** gas-powered passenger vehicles



31 homes' electricity usage in a year

Residential Midstream Eligible Equipment

Equipment	Existing Heating System Fuel Type	Customer Incentive (\$/unit)	Distributor Stipend (\$/unit)
ENERGY STAR® certified Heat Pump Water Heater	Electric, Oil, Propane, or Natural Gas	\$750	\$30

Equipment	Customer Incentive (\$/unit)	Distributor Stipend (\$/unit)
ECM Pumps	\$40	\$10

- Only for equipment sold for installation at a dwelling with **residential electric service from a participating NHSaves utility partner** – Eversource, Liberty, New Hampshire Electric Co-op, or Unitil
- **Reminder:** New construction projects are eligible for midstream rebates once pre-approved to confirm they are not already receiving incentives through the New Construction Homes program

Why Heat Pump Water Heaters?



Water heating is the **second largest** energy expense in most homes.



The NHSaves utility partners offer residential rebates of up to **\$750 per unit** up to 85 gallons.

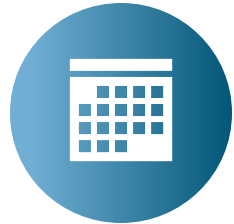


HPWHs are a **higher margin product** for distributors and contractors.



HPWHs can be up to **four times more energy-efficient** than conventional electric water heaters.

Residential Program Requirements



- Sale must be submitted to program **within 45 days of the sales date**
- Only finalized sales can be submitted
- Customers **already receiving an incentive** for eligible equipment through another program from a utility partner are **not eligible**



- Incentive must be acknowledged to purchaser on the invoice
- These requirements will be verified during randomly sampled invoice reviews



- All projects are subject to inspection
- Distributors will be notified of any failed inspections



2025 Commercial HVAC Program

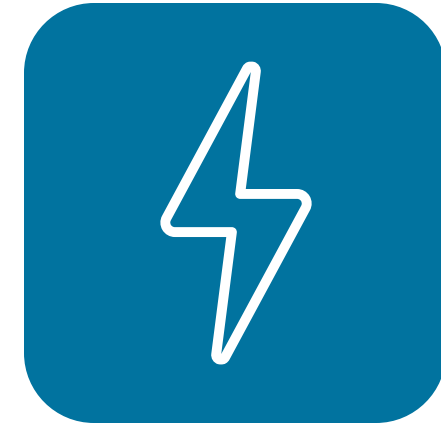
2024 Program Success



3,800+ products incentivized



~ \$2,200,000 paid in incentives



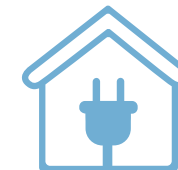
~Over 14,000 MMBTU saved



The carbon sequestered in a year by **1,841** acres of forest



The yearly emissions of **428** gas-powered passenger vehicles



318 homes' electricity usage in a year

C&I HVAC Equipment Eligibility & Incentive Overview

Equipment	Customer Incentive	Distributor Stipend (\$/unit)
Air Source Heat Pumps	\$250/ton	\$100
Variable Refrigerant Flow Systems	\$250/ton	\$100
Water Source Heat Pumps	\$80/ton	\$50
Ground Source Heat Pumps	\$80/ton	\$50
Packaged Terminal Heat Pumps	\$500/unit	\$50
Air Conditioners	\$50-\$70/ton	\$50
Dual-Enthalpy Economizer Controls	\$125/unit	\$250
ECM Circulator Pumps	\$100-\$400/unit	\$10
High-Efficiency Condensing Units for Refrigeration	\$200-\$400/HP	\$50

For detailed efficiency requirements and QPLs, make sure to visit [NHSaves.com](https://www.nhsaves.com)

Commercial HVAC Program Requirements

- Customer Eligibility:
 - Customers with a **commercial electric account** with a NHSaves utility partner are eligible for C&I HVAC and heat pump incentives (Eversource, Liberty, New Hampshire Electric Co-op, or Unitil)
 - Customers already receiving an incentive for eligible equipment through another program from a utility partner are NOT eligible
- Sale must be submitted to program within **90 days** of the sales date
- Sales of 10+ units and/or \$8,000 in incentives must receive preapproval to guarantee the incentive
- Incentive must be acknowledged to purchaser on the invoice



2025 Commercial Water Heating Program

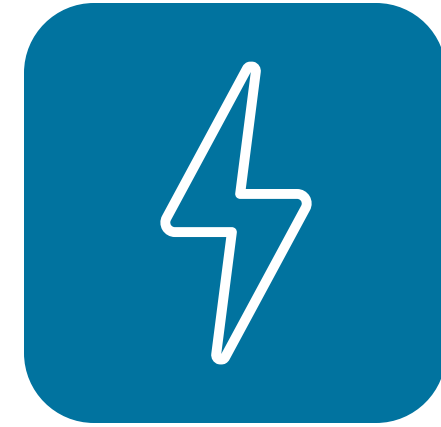
2024 Program Success



90+ products
incentivized



Around \$88,000
paid in incentives



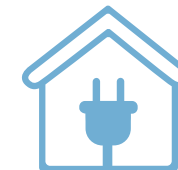
~Over 5,600
MMBTU saved



The carbon sequestered
in a year by **329**
acres of forest



The yearly emissions of
76 gas-powered
passenger vehicles



46
homes' electricity
usage in a year

C&I Water Heating Midstream Eligible Equipment

- Tankless Water Heaters
- Indirect Water Heaters
- Condensing Storage Water Heaters
- Domestic Hot Water Boilers (volume water heaters)
- High-Speed Clothes Washers
- Heat Pump Water Heaters

- New Construction sales are eligible for C&I midstream rebates
- Sale must be submitted to program within 90 days of the sales date
- Sales of 10+ units and/or \$8,000 in incentives must receive preapproval to guarantee the incentive
- Incentive must be acknowledged to purchaser on the invoice





LIBERTY NH AND UNITIL GAS TERRITORY ONLY

Natural Gas Water Heater	Input Rating	Required Efficiency	Customer Incentive
Storage	≥ 75 Mbtuh	Thermal Efficiency ≥ 94%	\$2/Mbtuh
Tankless	< 200 Mbtuh	Energy Factor ≥ 0.94 or Uniform Energy Factor ≥ 0.91	\$1/Mbtuh
Volume (Domestic Hot Water Boiler)	≥ 75 Mbtuh	Thermal Efficiency ≥ 94%	\$2/Mbtuh
Indirect	N/A	N/A	\$200/unit

Equipment	Fuel Type	Required Efficiency	Customer Incentive
High-Speed Clothes Washer	Natural Gas	> 200G	\$4/lb. capacity

Natural Gas Water Heaters and High-Speed Clothes Washers

Customers with a **commercial natural gas account** with a gas program utility partner (Liberty or Unitil) are eligible for natural gas water heater incentives.



**ELECTRIC SERVICE IN NEW HAMPSHIRE FROM EVERSOURCE, LIBERTY NH, UNITIL, OR NEW HAMPSHIRE
ELECTRIC COOPERATIVE**

Equipment	Sector	Existing Heating System Fuel Type	Size	Required Efficiency	Customer Incentive (\$/Unit)
Electric Heat Pump Water Heater (HPWH)	Commercial	Electric, Oil, Propane, or Natural Gas	≤ 80 Gallon	UEF ≥ 3.2	\$1,000
			81-120 Gallon	COP ≥ 3.6	\$2,200

Heat Pump Water Heaters

Customers with a **commercial electric account** with an electric program utility partner (Eversource, Liberty, New Hampshire Electric Co-op, or Unitil) are eligible for heat pump water heater incentives.



Foodservice and Life Sciences Program

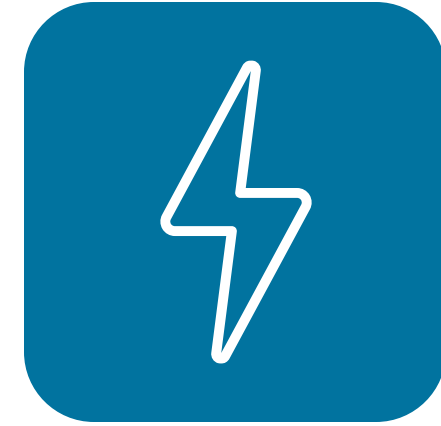
2024 Program Success



200+ products
incentivized



Around \$200,000
paid in incentives



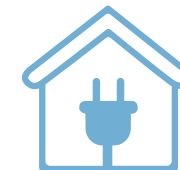
~Over 6,000
MMBTU saved



The carbon sequestered
in a year by **500**
acres of forest



The yearly emissions of
120 gas-powered
passenger vehicles



100
homes' electricity
usage in a year

Foodservice Products Eligible

Natural Gas Equipment

- Fryer
- Convection Ovens
- Combination Ovens
- Conveyor Ovens
- Steamers
- Griddles
- Rack Ovens
- Conveyor & Underfired Broilers

Electric Equipment

- Fryers
- Convection Ovens
- Combination Ovens
- Deck Ovens
- Griddles
- Dishwashers
- Holding Cabinets
- Ice Machines
- Refrigerators & Freezers
- Refrigerated Chef Bases
- Handwrappers
- Hot Food Holding Cabinets

Life Sciences Products Eligible

Qualified Product	Equipment Size
Lab-Grade High Performance Refrigerators	≥6 and <25 cu. ft.
	≥25 and <44 cu. ft.
	≥44 cu. ft.
Lab-Grade High Performance Freezers	≥6 and <22 cu. ft.
	≥22 cu. ft.
Ultra-Low Temp Freezers	>6 cu. ft.

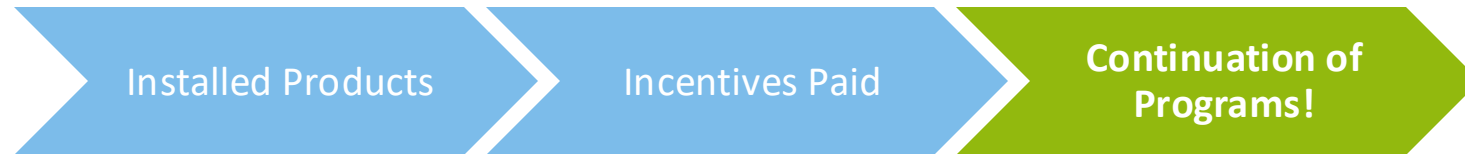
Program Requirements

- **Verify equipment eligibility:**
 - Must be on the ENERGY STAR® List or on the Qualified Products List (QPL).
- **Customer Eligibility**
 - Customers with a **commercial electric account** with an NHSaves utility partner are eligible for incentives (Eversource, Liberty, New Hampshire Electric Co-op, or Unitil)
 - Customers already receiving an incentive for eligible equipment through another program from a utility partner are NOT eligible
- The sale must be submitted to the program within **90 days** of the sale date
- For Life Sciences products - Sales of 10+ units must receive preapproval to guarantee the incentive
- **Sales Invoice Line Item**
 - Qualifying sales made to customers must include a line item on the customer invoice containing the phrase “NHSaves Incentive,” or another phrase as approved by the Initiative Implementer.

Inspections

All applications are subject to verification. You can help facilitate accurate verification results for your projects and protect incentives by providing:

- Accurate and precise equipment installation address
- A customer contact
- Accurate estimated installation date



Non-Lighting Contacts

Program Administrator Contacts

Eversource

- Jesus Pernia, jesus.pernia@eversource.com
- Aslam Kolia, aslam.kolia@eversource.com

Liberty

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New Hampshire Electric Co-op

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- Joe Lajewski, lajewskij@nhec.com

Unitil

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- Brad Hunter, hunterb@unitil.com

Implementation Team Contacts

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Foodservice & Life Sciences Inquiries

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Lighting Contacts

Program Administrator Contacts

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New Hampshire Electric Co-op

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Unitil

- Brad Hunter, hunterb@unitil.com

Implementation Team Contacts

Lighting Inquiries

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For more info, visit:

<https://nhsaves.com/businesses-towns/electric/lighting-and-controls/>

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