



Welcome

We will begin shortly

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01/31/2023



NH Opening Remarks

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Benefits of a Three-year Plan

- Increased customer and contractor stability
- More efficient allocation of resources
- Increased adaptability
- A best practice for energy efficiency programs



2024-2026 Plan Highlights



\$675,000,000

customer cost savings

Customer Energy
Cost Savings

\$2.27

in benefits for
every \$1 invested

Cost-effective
Offerings



42.5 MW

summer peak savings

Peak Demand
Reduction



2,000,000 tons

reduced greenhouse
gas emissions

Lower Greenhouse
Gas Emissions

ELECTRIC

2.6 Million MWH
in LT Saving

\$215 Million in
Budget over the
term

At a cost of 8.3
cents per kWh

GAS

6.45 Million
MMBTU in
thermal savings

\$39 Million in
Budget over the
term

At a cost of
\$6.02 per LT
MMBTU

Key Industries

Advanced Manufacturing

- 1,700 Manufacturers, 67,000 people

Life Sciences

- UNH, Dartmouth and 300 companies

Technology

- 44,000 people

Tourism/Hospitality

- 50,000 people

Large C&I Evolution

Lighting >>> Lighting Controls and future potential

65% of commercial building use – mechanical system and controls

Manufacturing support at many levels

No savings left behind, lets be comprehensive when we mobilize

Core utilities for the plant

Energy per production metric

Support for advanced organizations

Enablement for smaller organizations

Working With The Programs

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Electric Co-op**

 **Unitil**

1/30/2025

Eligible Customers

- 1** Business customers on a non-residential rate
- 2** Municipalities
- 3** Municipal accounts in municipal electric territories

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

Instant “Midstream”

- Simplest Program Offering Available
- Instant discount at point of purchase
- Products include LED Lighting, Food Service Equipment, Lab Equipment, and HVAC & Water Heating
- Installed within 30-90 days of purchase (depending on product category)
- To enroll as Participating Distributor, contact Energy Solutions at 617-440-5466 or InstantRebates-NE@energy-solution.com



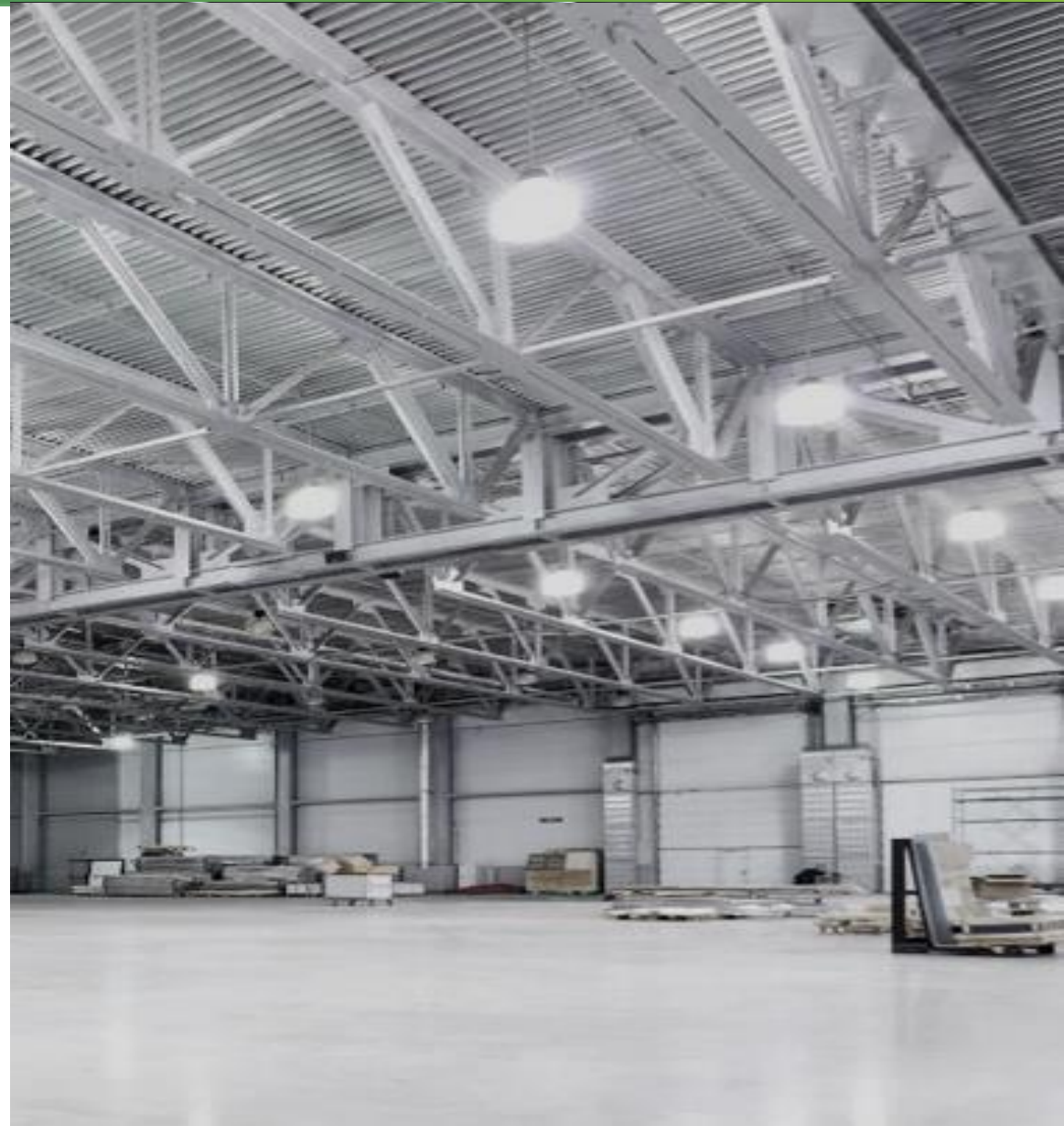


Direct Install/Turnkey

- Vendors are selected through RFP process
- Vendors to develop projects that encompass multiple measures
- Streamlined approach for vendors to participate
- Utility branding brings credibility to marketing efforts
- Contact PA's to learn more on how to become Direct Install/Turnkey Vendor

Prescriptive Program

- Covers high volume measures such as Lighting, VFD's, Compressed Air, Chillers, and HVAC.
- Predetermined incentive amounts based on equipment
- Pre-approval is required
- Applications located on [NHSAVES.COM](https://www.nhsaves.com)





Custom Projects

- For unique projects not covered under the other program offerings
- Projects must have documentable energy savings
- Projects are screened on an individual basis for incentive qualification
- Pre-approval is required
- Applications located on [NHSAVES.COM](https://www.nhsaves.com)

Whole Building Performance Pathway

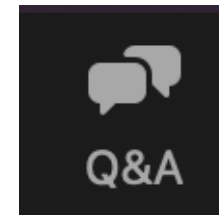
- Performance based incentives offered for comprehensive whole building design
- Early enrollment in design phase is required
- More details discussed in later presentation





We look forward to hearing from you

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



Keynote Speaker

Michael Skelton

President and CEO of the
Business and Industry
Association (BIA) of New
Hampshire





NHSaves Business Partner Event

An Economic Blueprint for New Hampshire

January 29, 2025



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About the BIA

NH's statewide chamber of commerce and leading nonpartisan business advocate.

MISSION

BIA is the unifying voice of business, championing a competitive business climate and prosperous economic future for New Hampshire.

HISTORY

1913: Group of manufacturers concerned about current legislation, government intervention and regulation form the New Hampshire Manufacturers Associations.

1970: Organization changes name to Business & Industry Association to reflect its diverse membership, but remains the manufacturing association for New Hampshire and state affiliate for the National Association of Manufacturing.

400+ Employers represented by BIA

Variety of industries: Manufacturing • High-tech • Software • Professional Services • Financial Services • Health care • Public utilities • Hospitality and tourism • Higher education • Insurance • Nonprofits

\$5 billion+

Member firms' annual contribution to New Hampshire's economy.

100,000+

People employed throughout New Hampshire by BIA member firms representing one in seven jobs.

UNITING THE BUSINESS COMMUNITY

BIA collaborates with 45+ regional and local chambers of commerce and dozens of trade associations on shared policy priorities and legislative issues.



BIA

What is the current state of NH's Economic Competitiveness?

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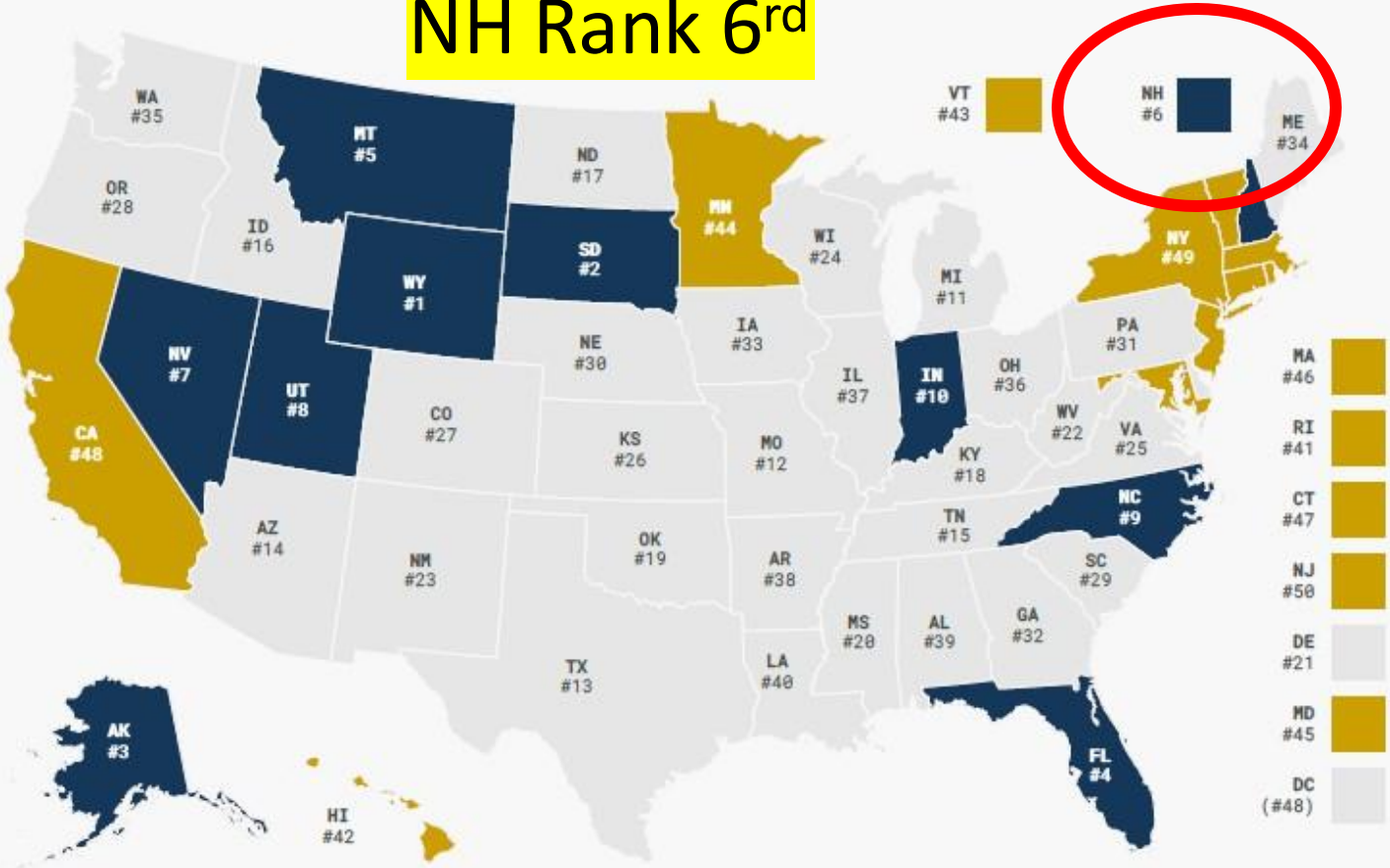
 **NEW HAMPSHIRE
Electric Co-op**

 **Unitil**

**BIA**

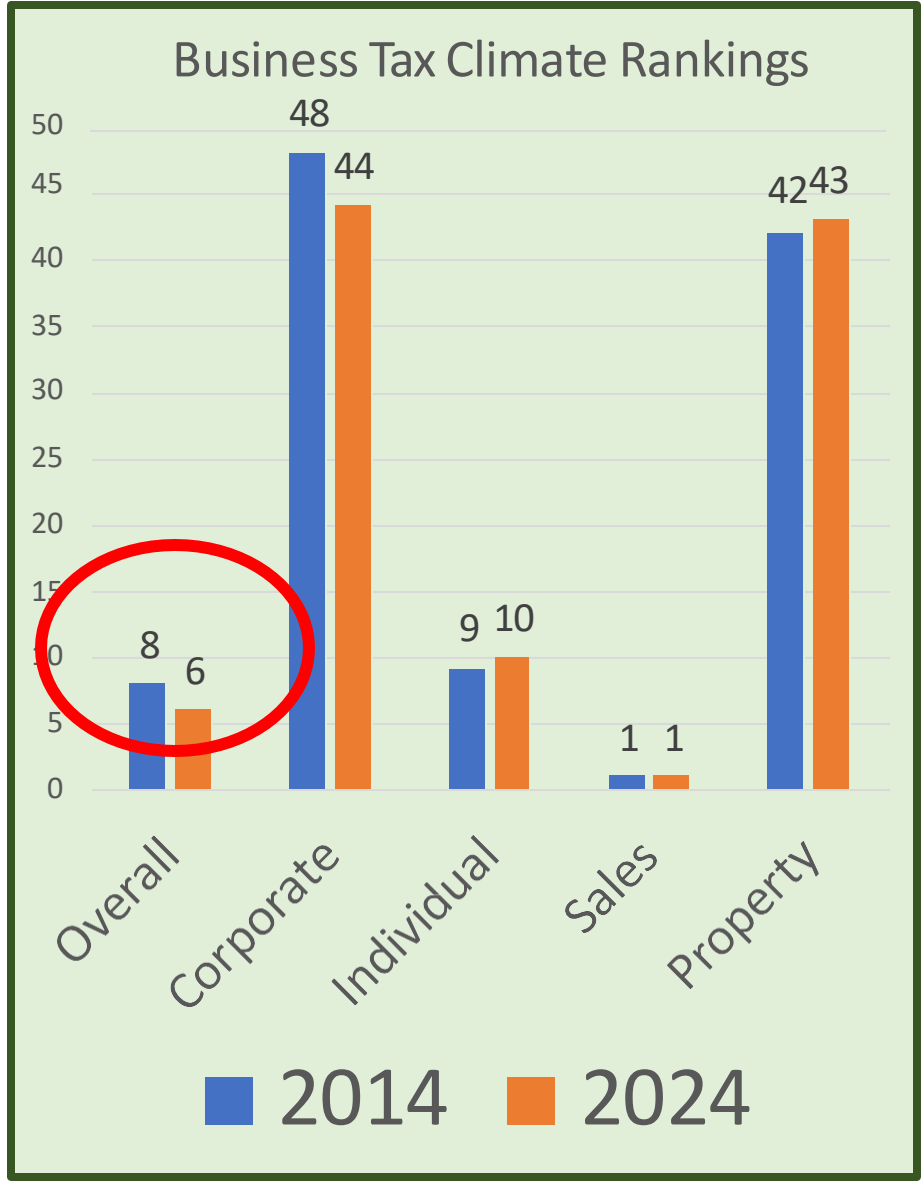
2024 State Business Tax Climate Index

NH Rank 6rd



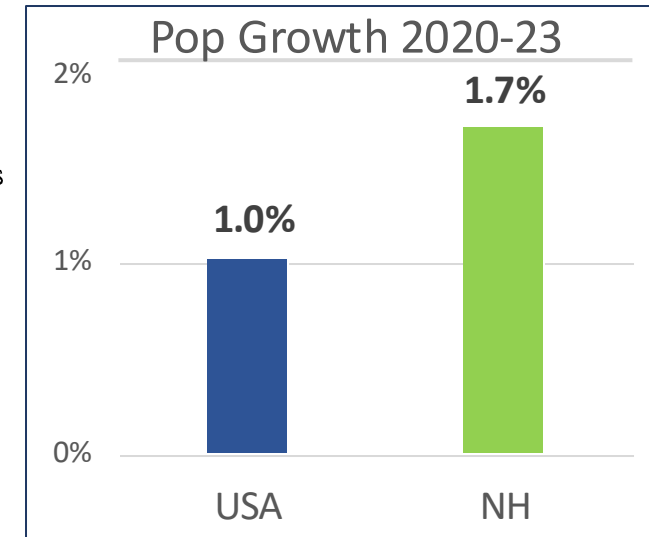
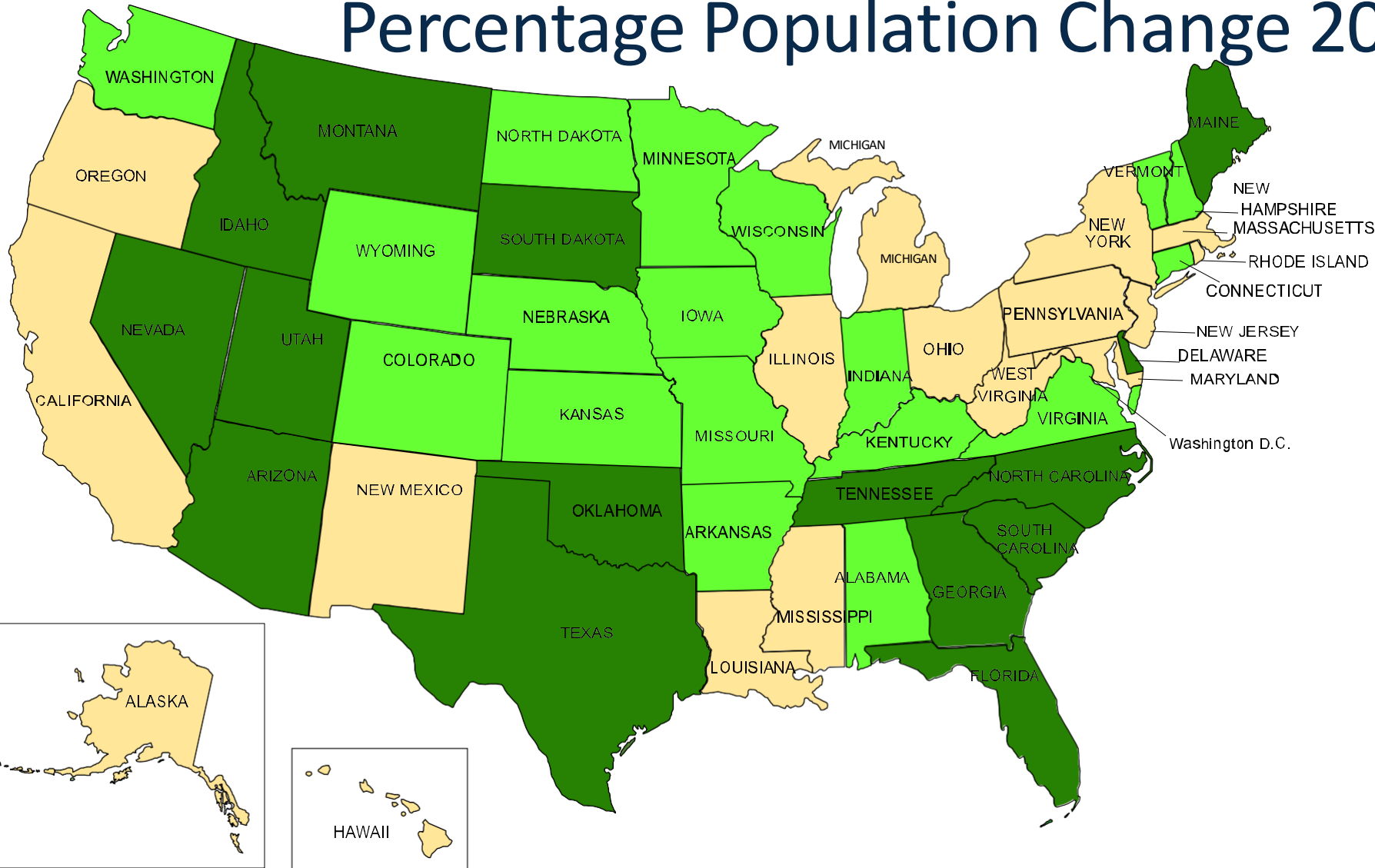
10 Best Business Tax Climates
10 Worst Business Tax Climates

Note: A rank of 1 is best, 50 is worst. D.C.'s score and rank do not affect other states. The report shows tax systems as of July 1, 2023 (the beginning of Fiscal Year 2024). Source: Tax Foundation.



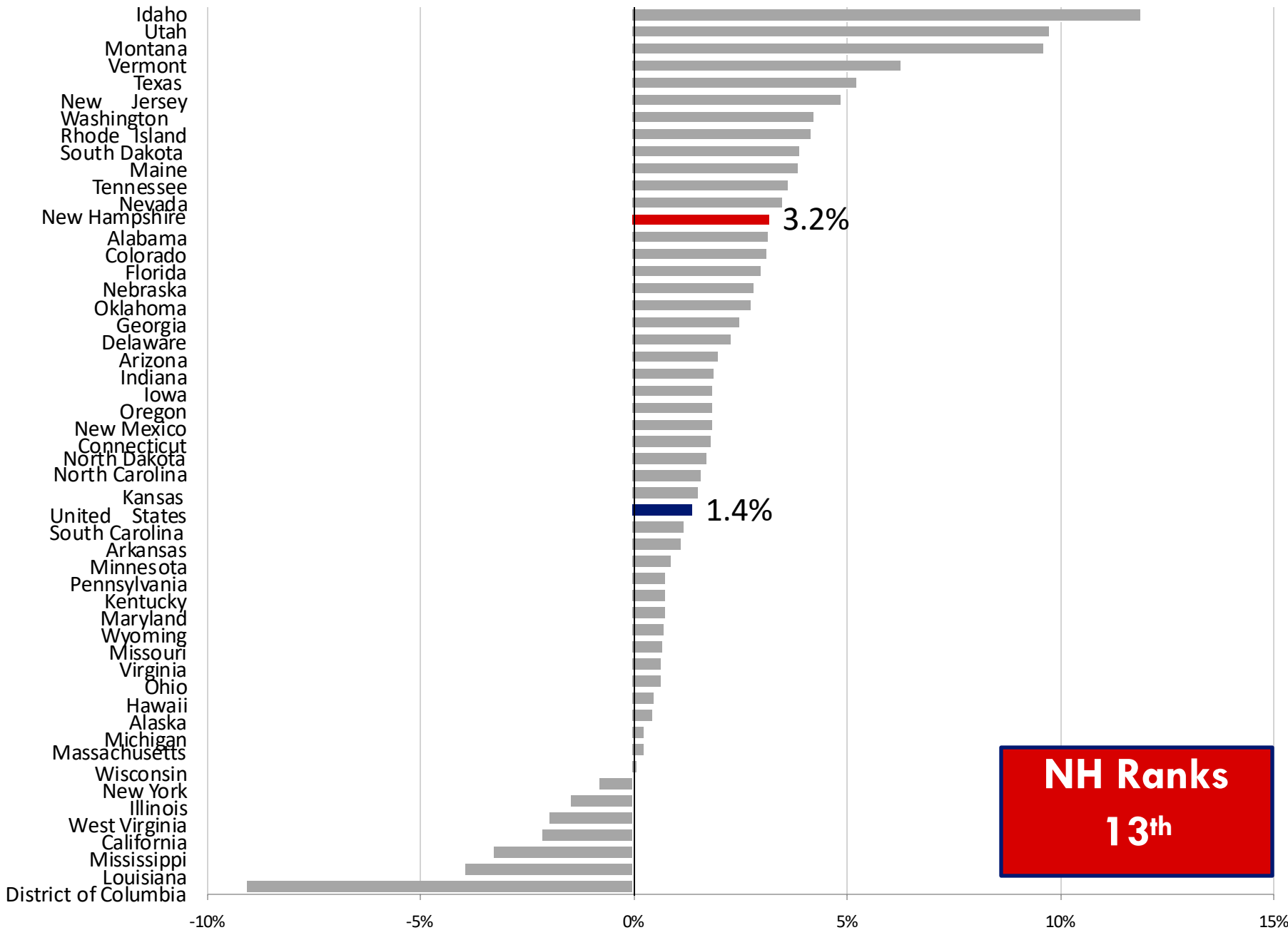
2014 2024

Percentage Population Change 2020-2023



- Over 2% gain
- 0.1% to 2% gain
- Under 0.1% gain or losing population

Prime Age Population Change by State, 2019-2023



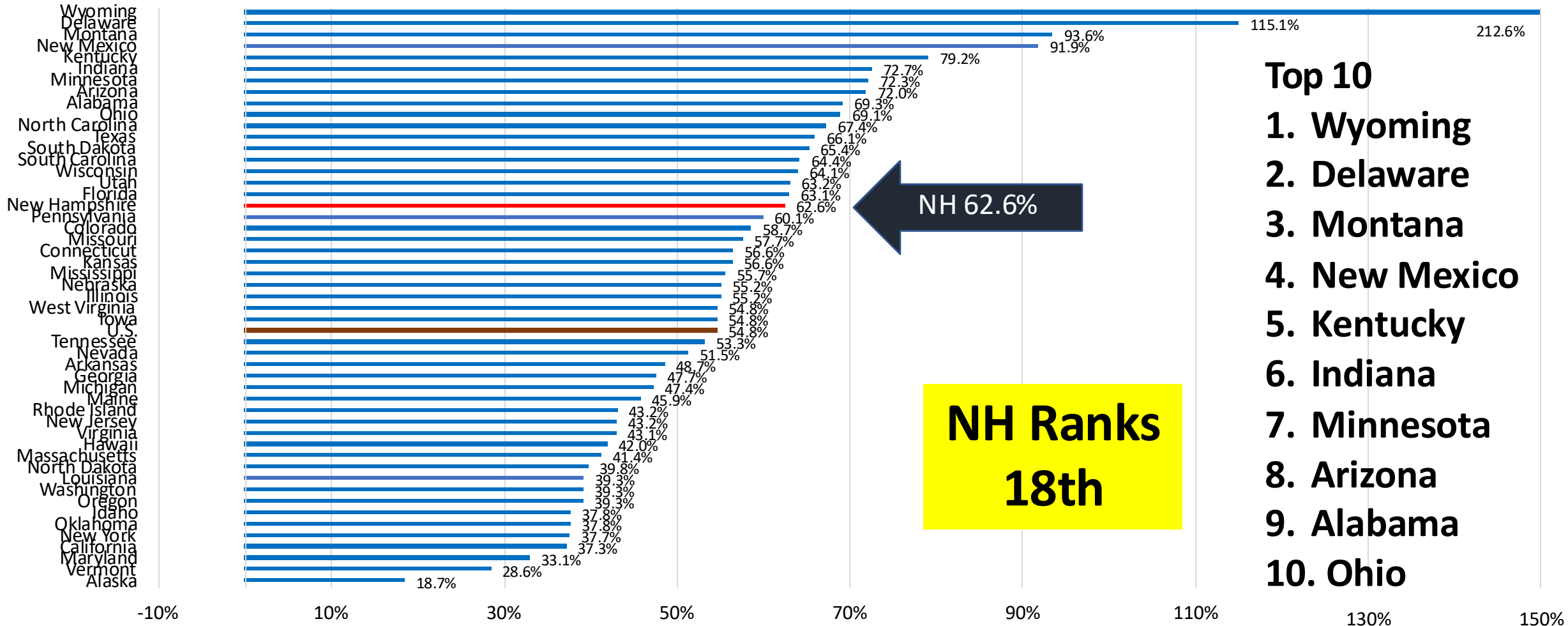
**NH Ranks
13th**



Source: EL calculations based on Lightcast 2024.1

U.S. Business Formations

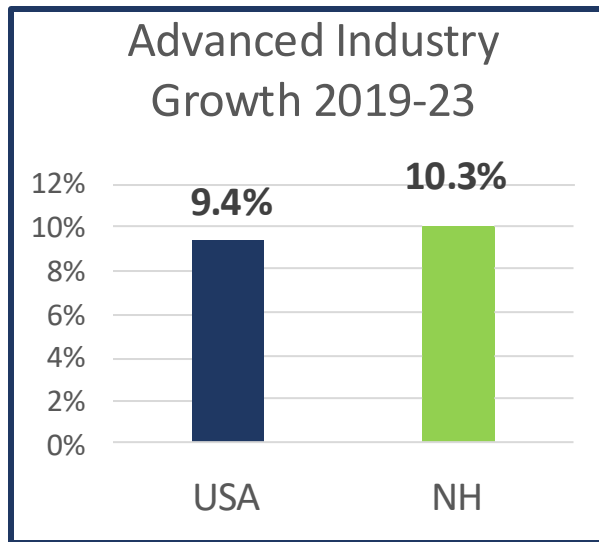
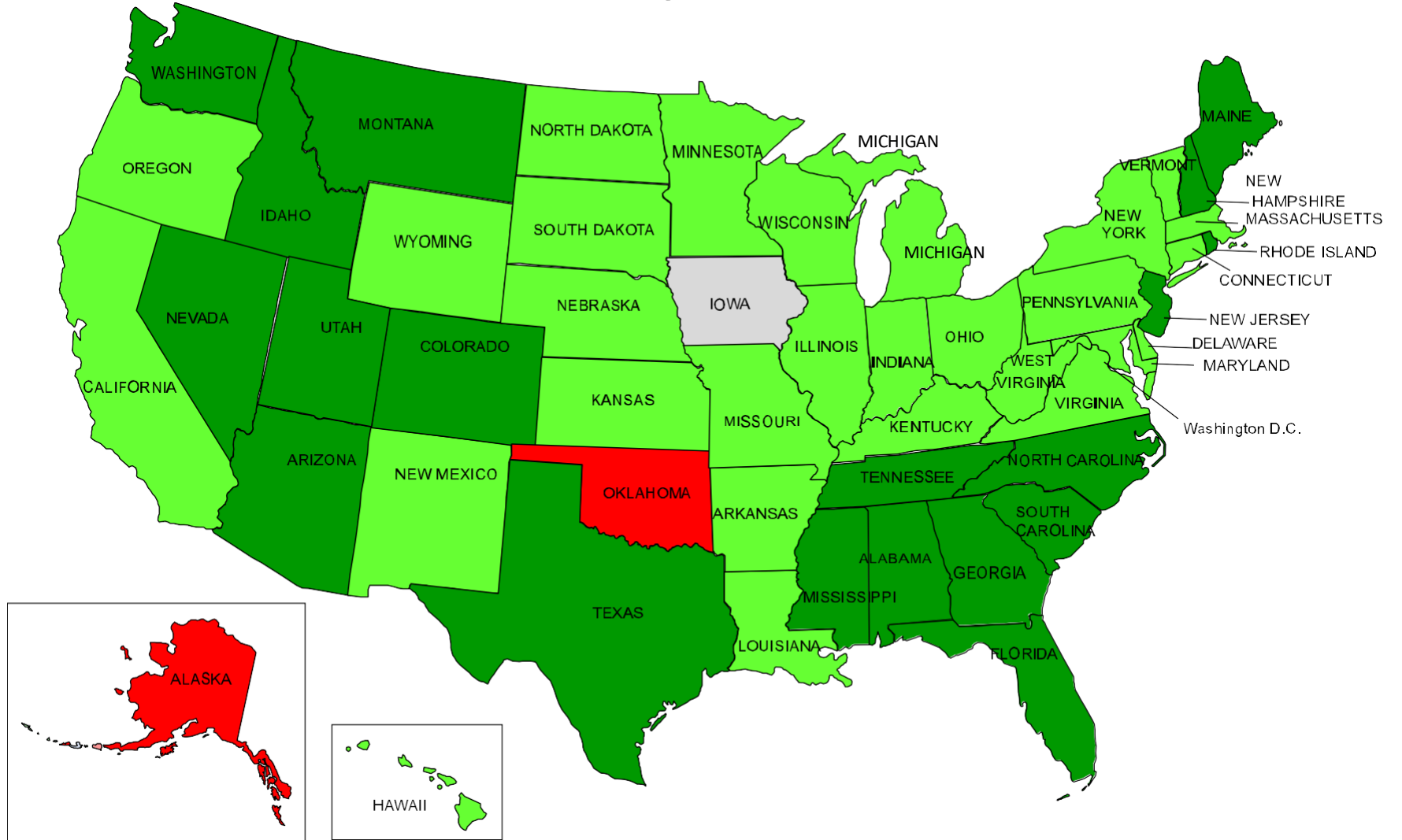
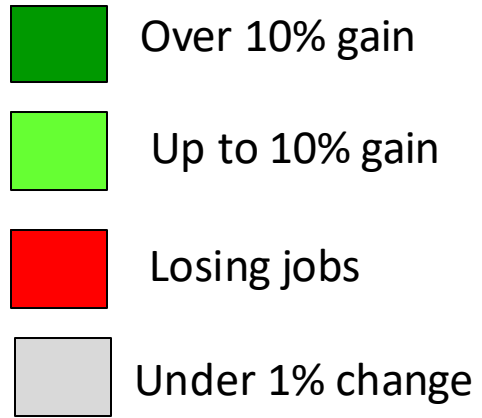
Percentage Change January 2020 to March 2024



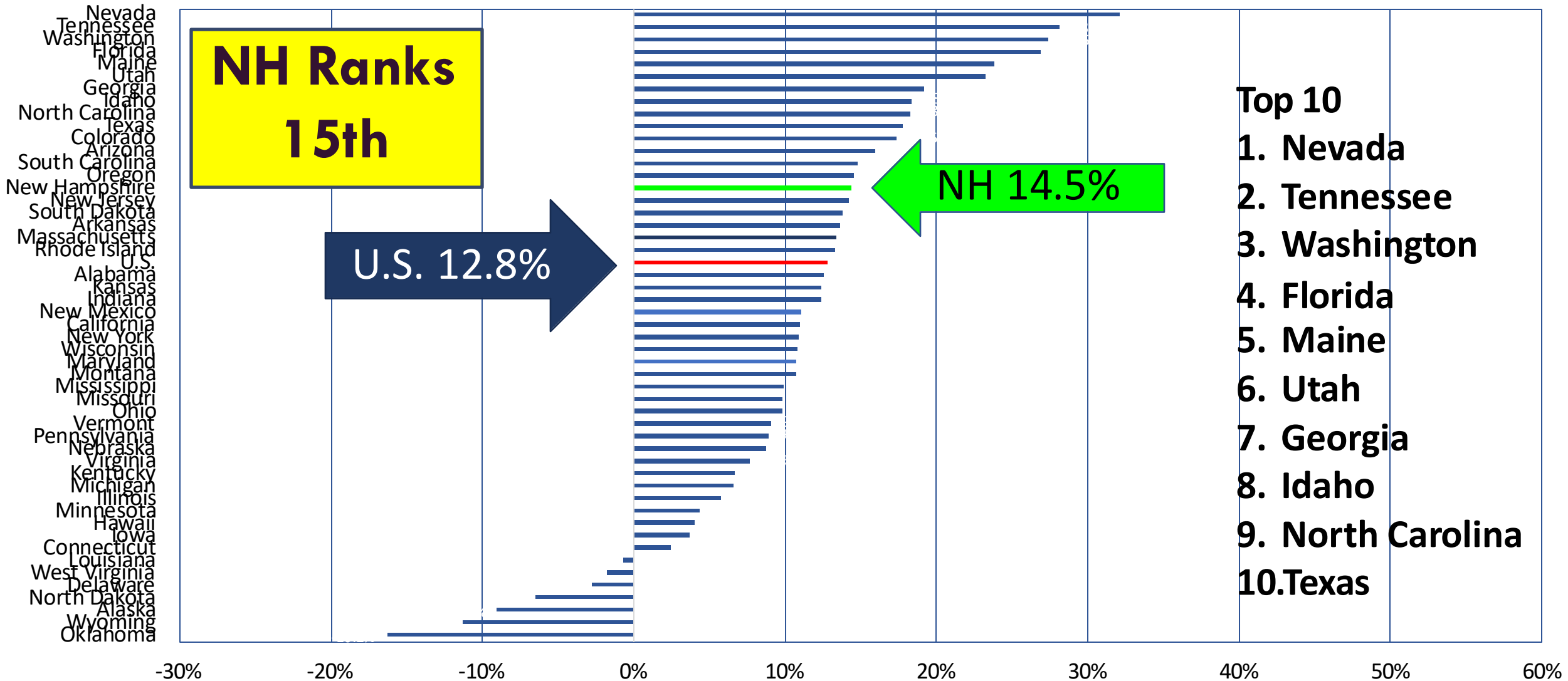
- Top 10**
1. Wyoming
 2. Delaware
 3. Montana
 4. New Mexico
 5. Kentucky
 6. Indiana
 7. Minnesota
 8. Arizona
 9. Alabama
 10. Ohio

**NH Ranks
18th**

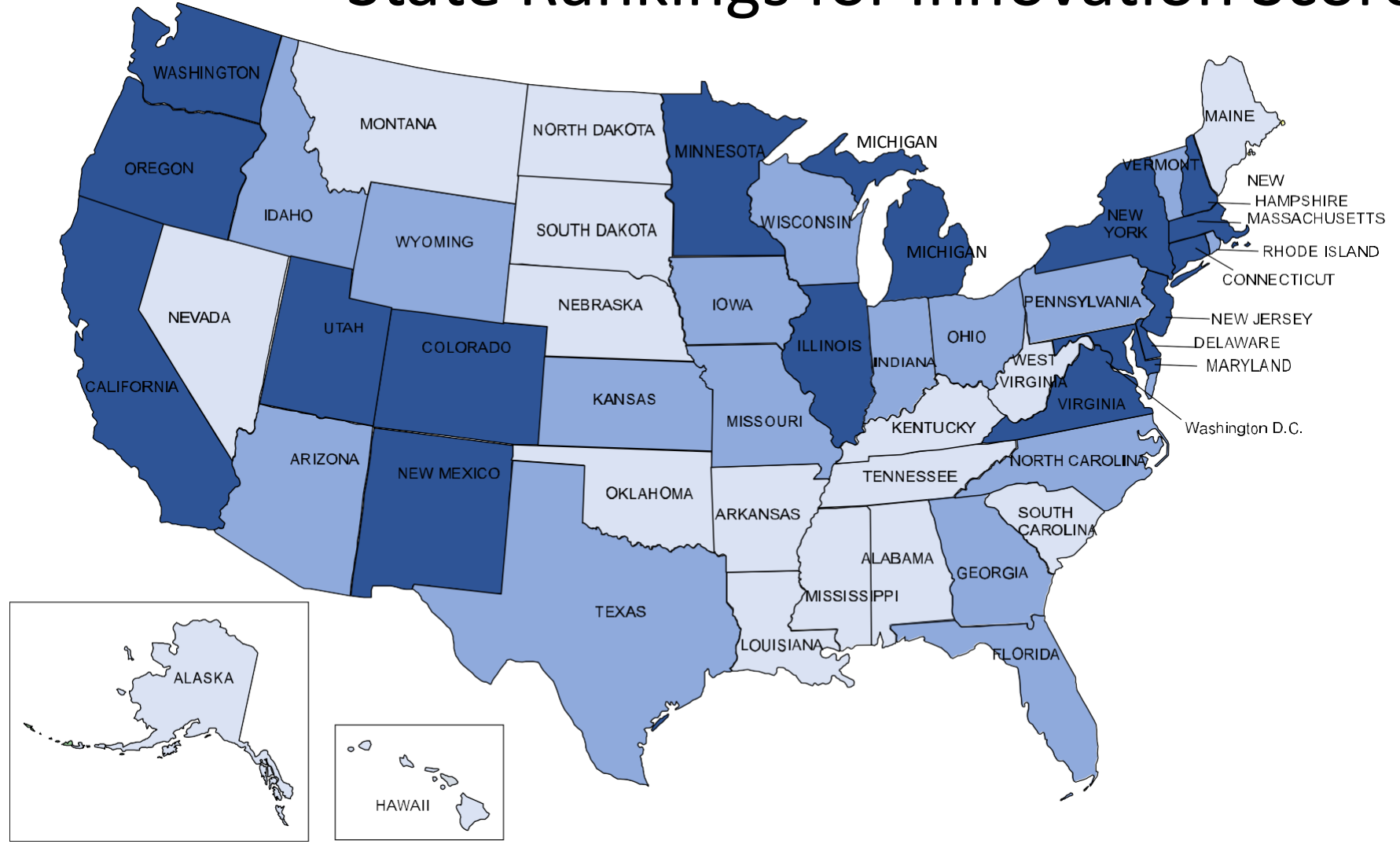
% Change Advanced Industry Jobs 2019-2023



Technology Industry Employment Growth, 2018-2023

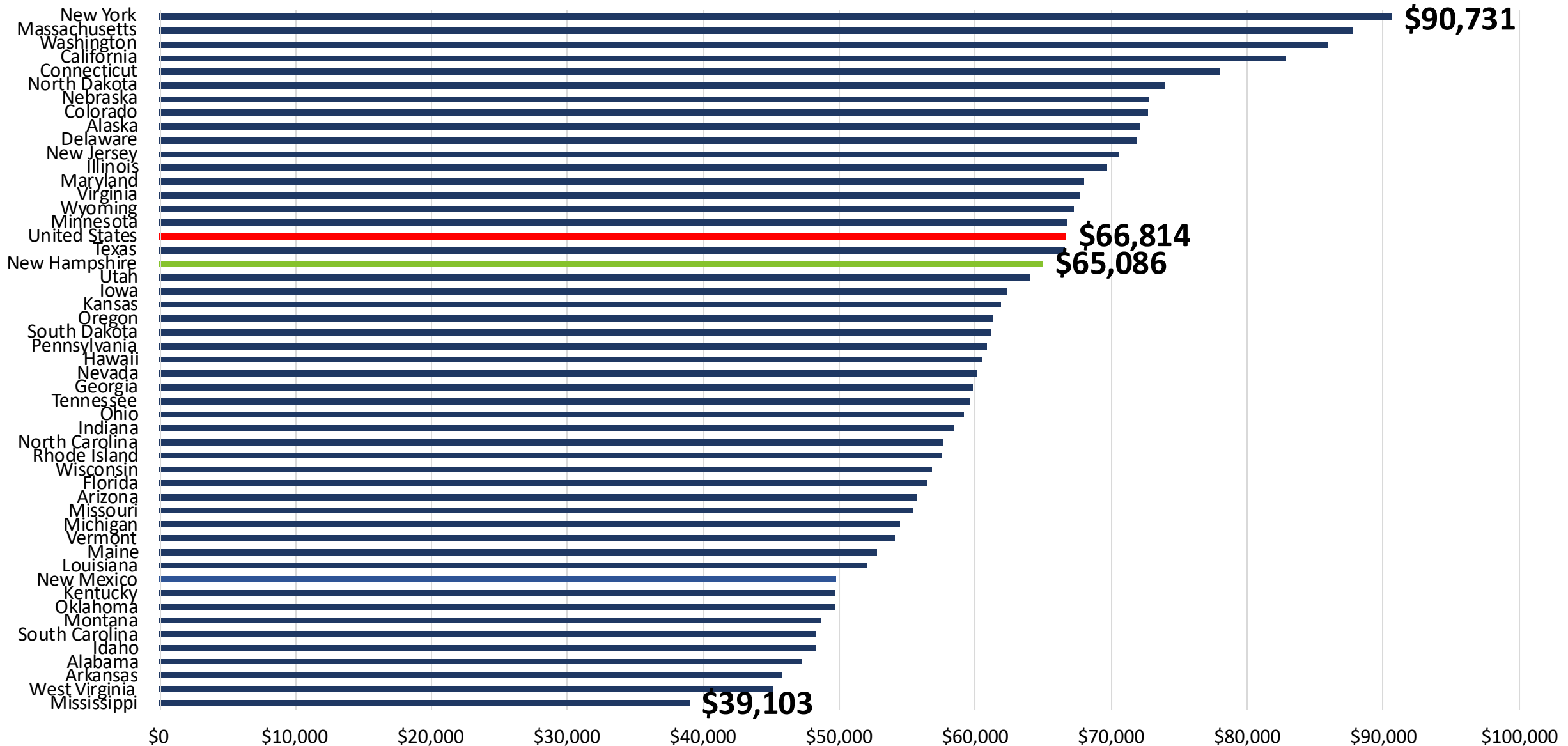


State Rankings for Innovation Scores



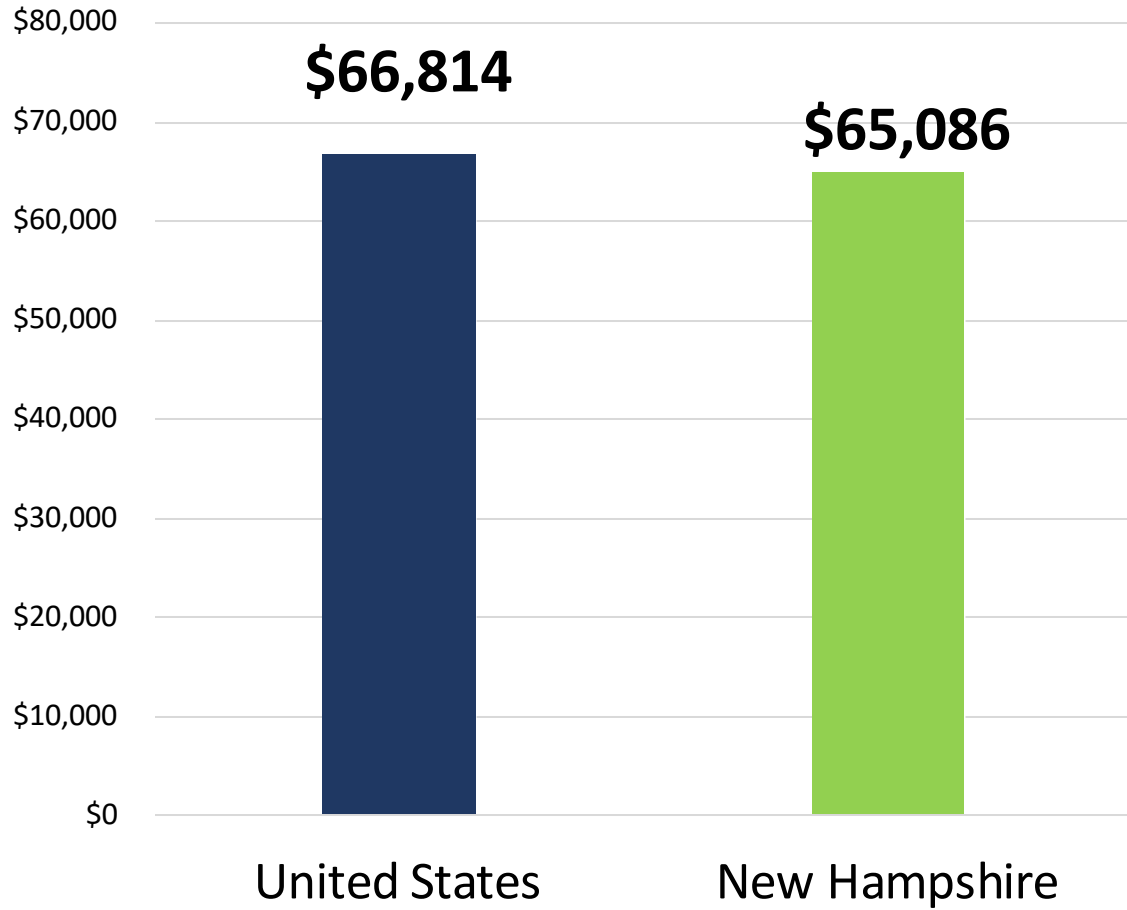
**New
Hampshire
Ranks 11th
Best**

GDP per Capita 2023

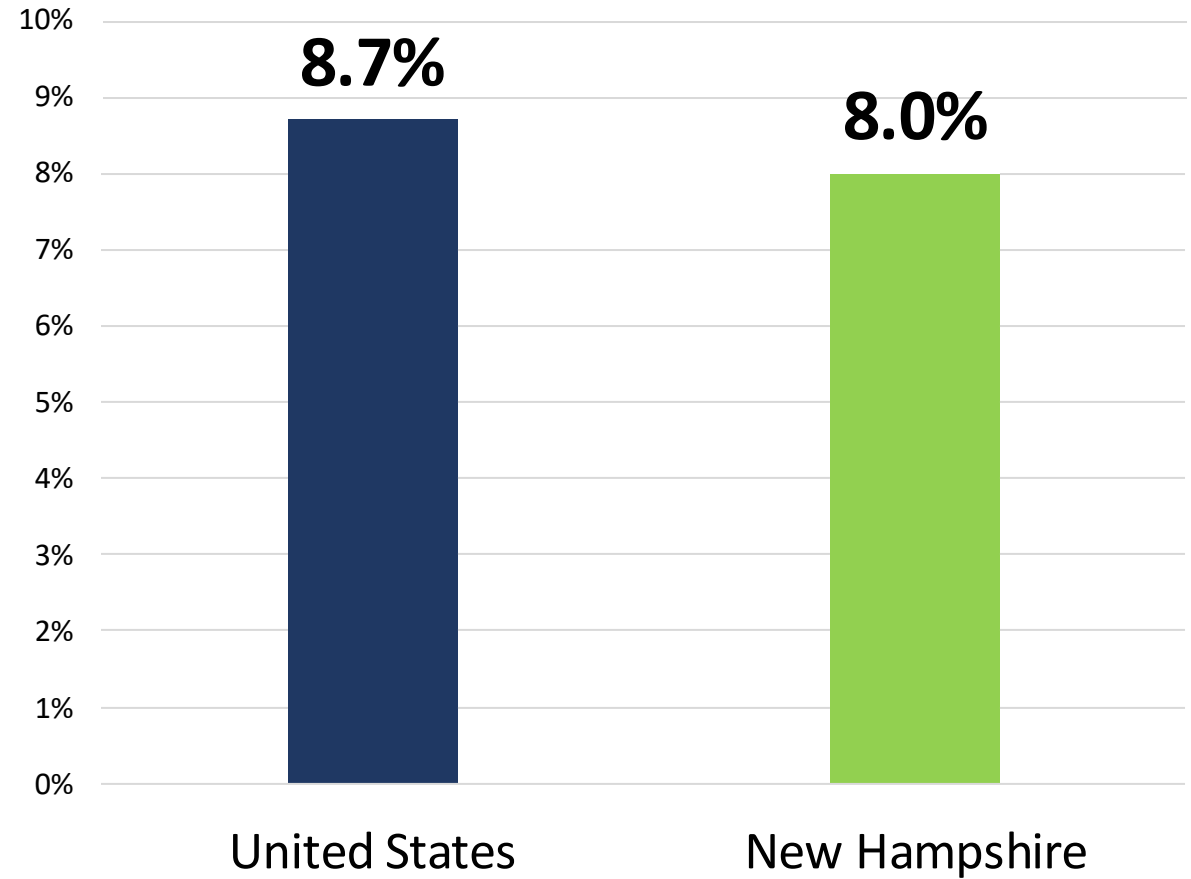


New Hampshire Compared to US Average

GDP Per Capita 2023

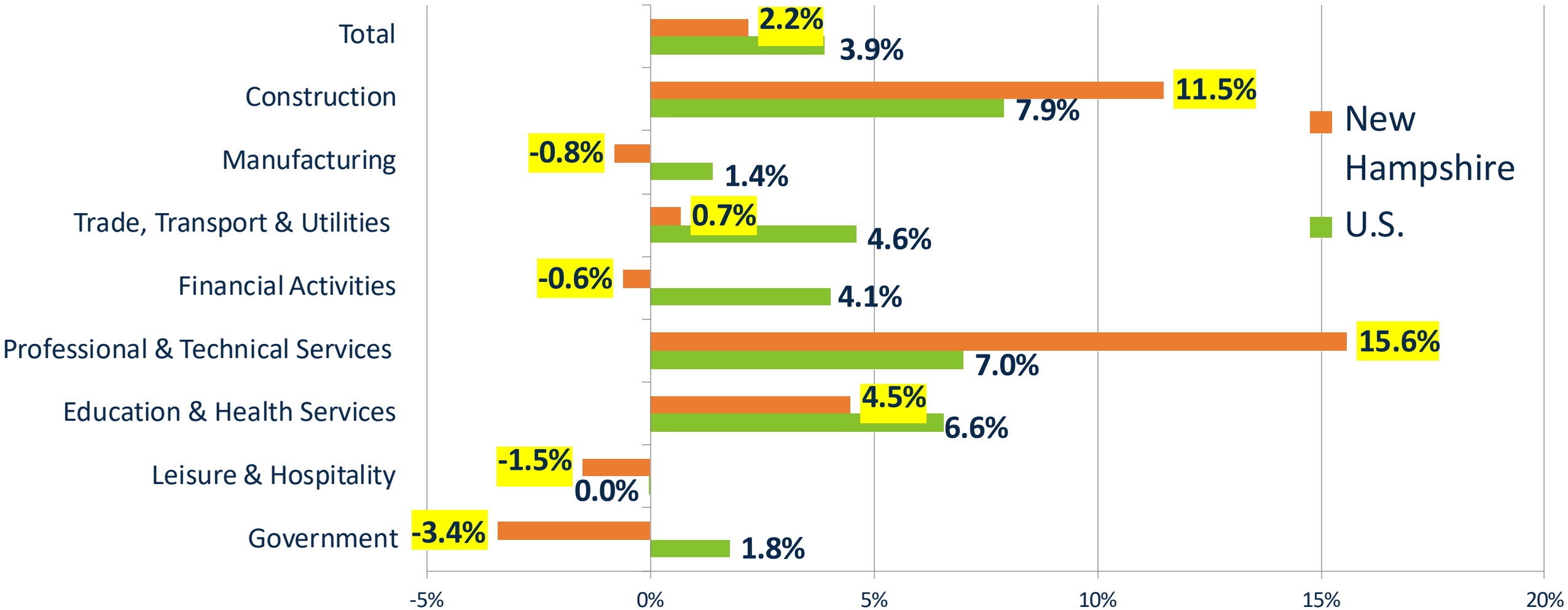


Change in GDP Per Capita 2018-2023



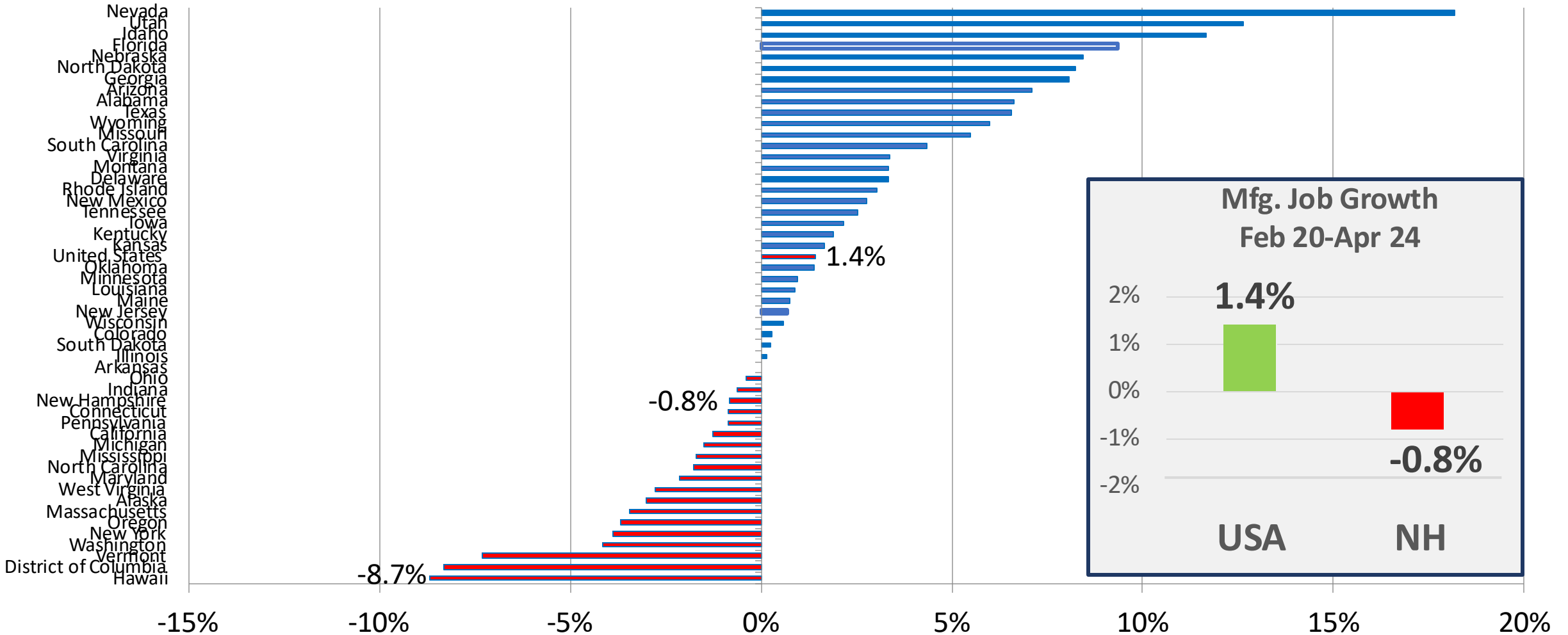
U.S. & New Hampshire Nonfarm Employment Change by Sector

February 2020 – April 2024

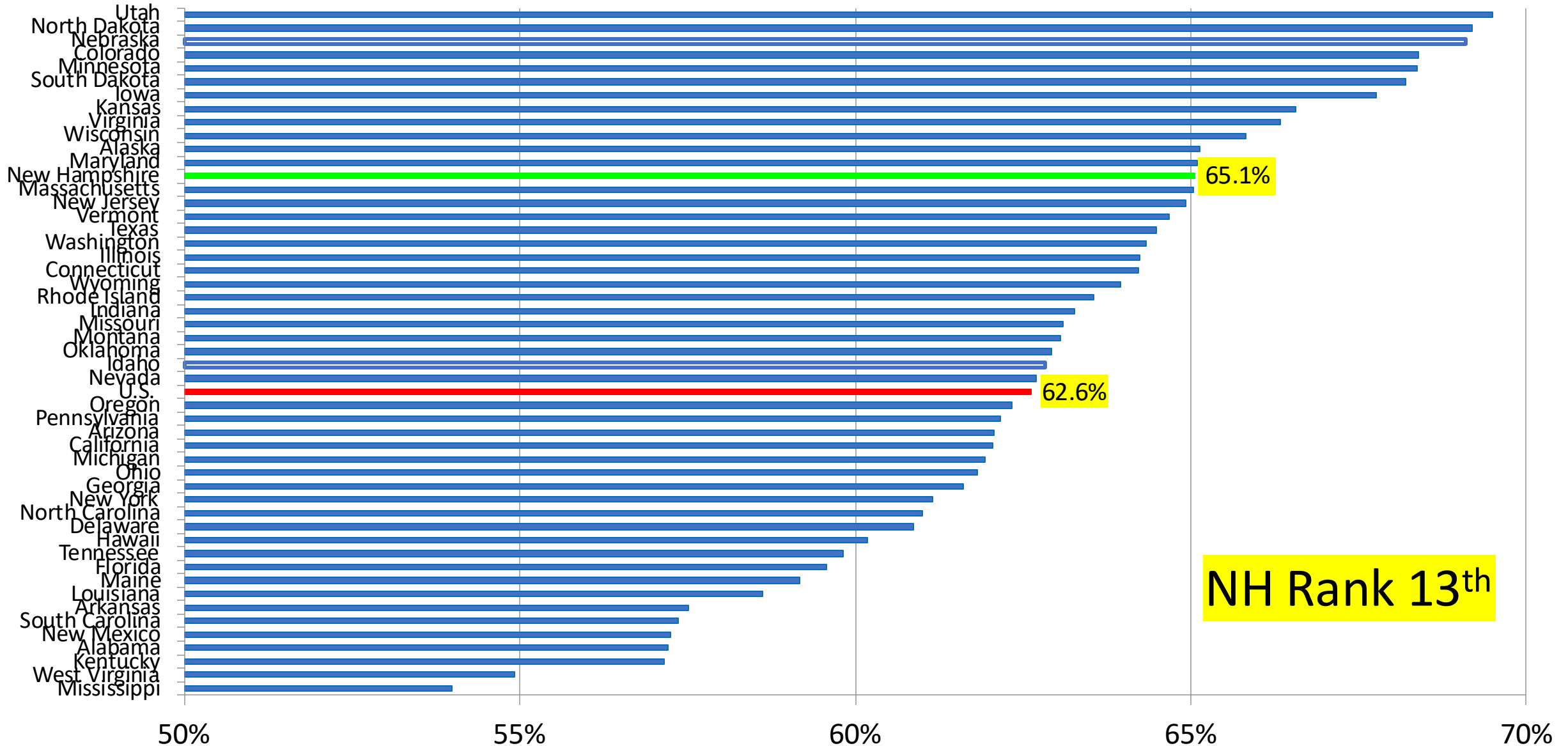


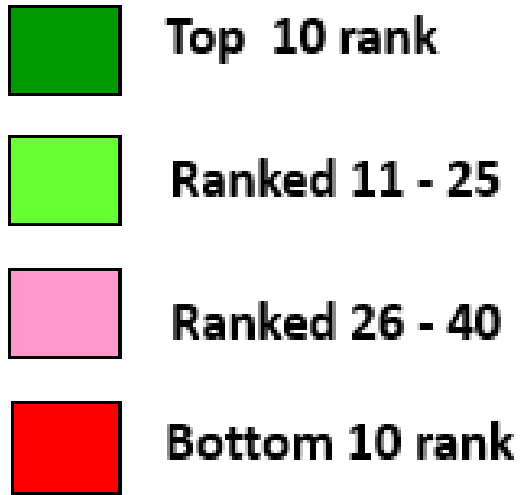
All States Since Start of Covid

Total Manufacturing Employment Percentage Change February 2020 – April 2024

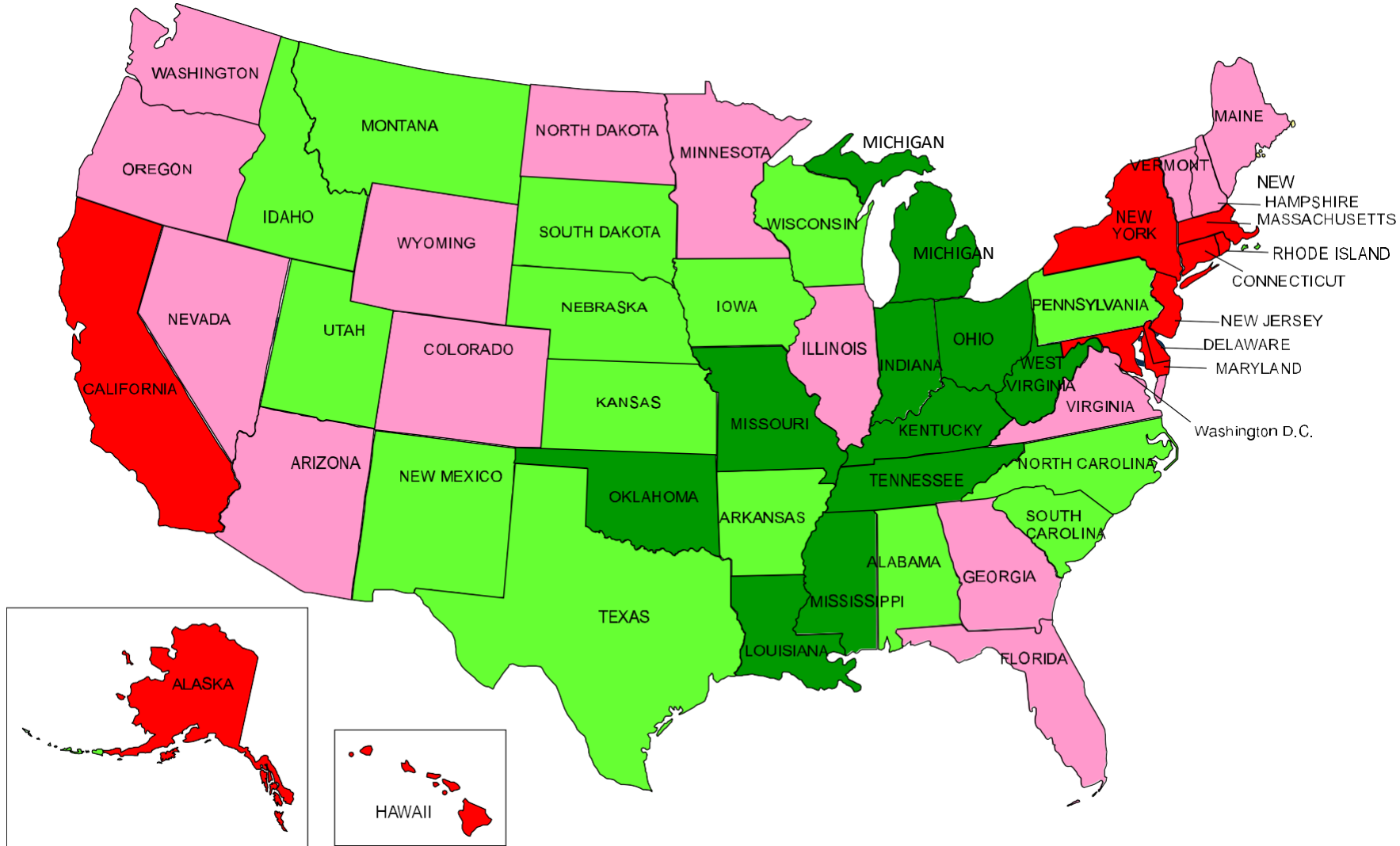


Labor Force Participation Rate 2023



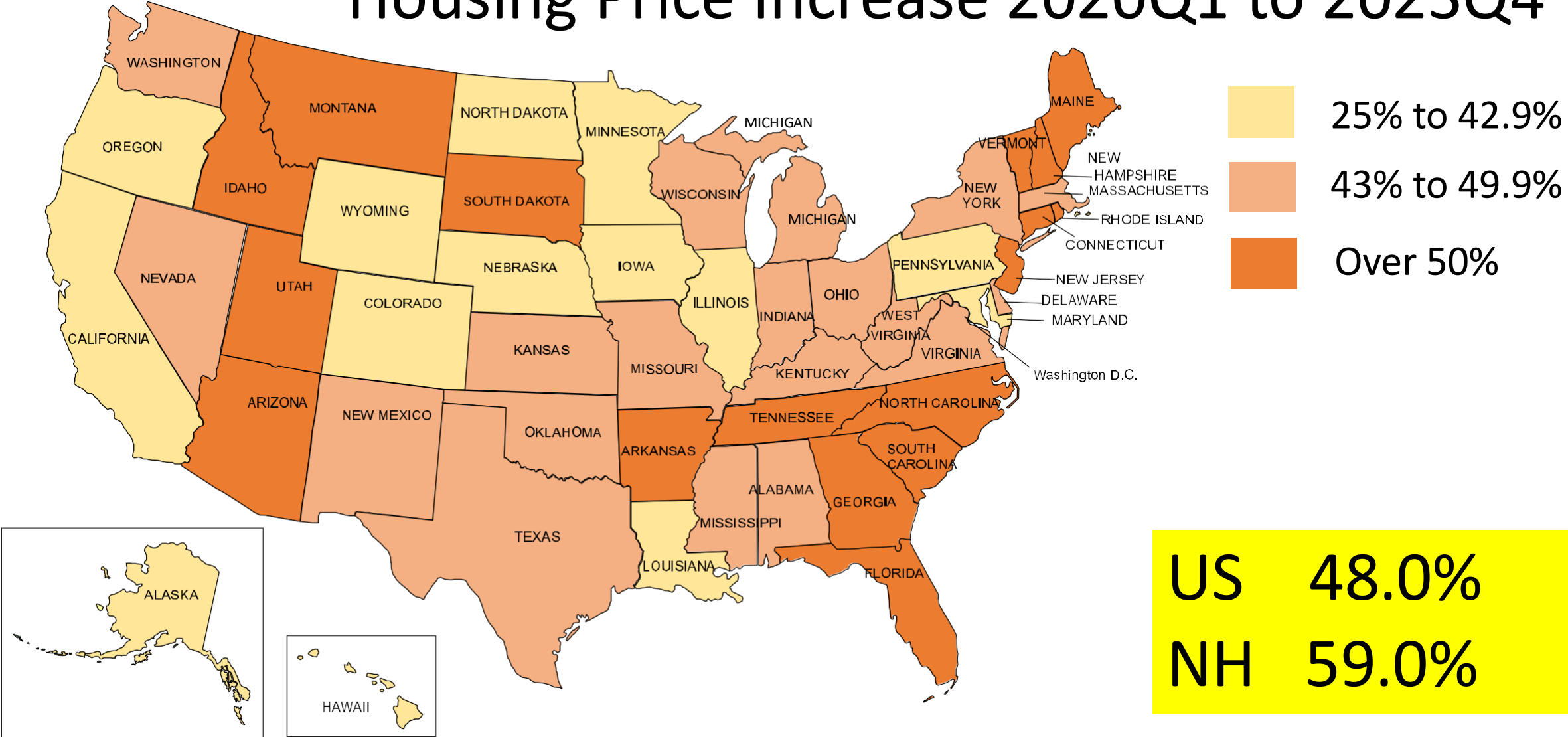


	2013	2023
NH	18	36



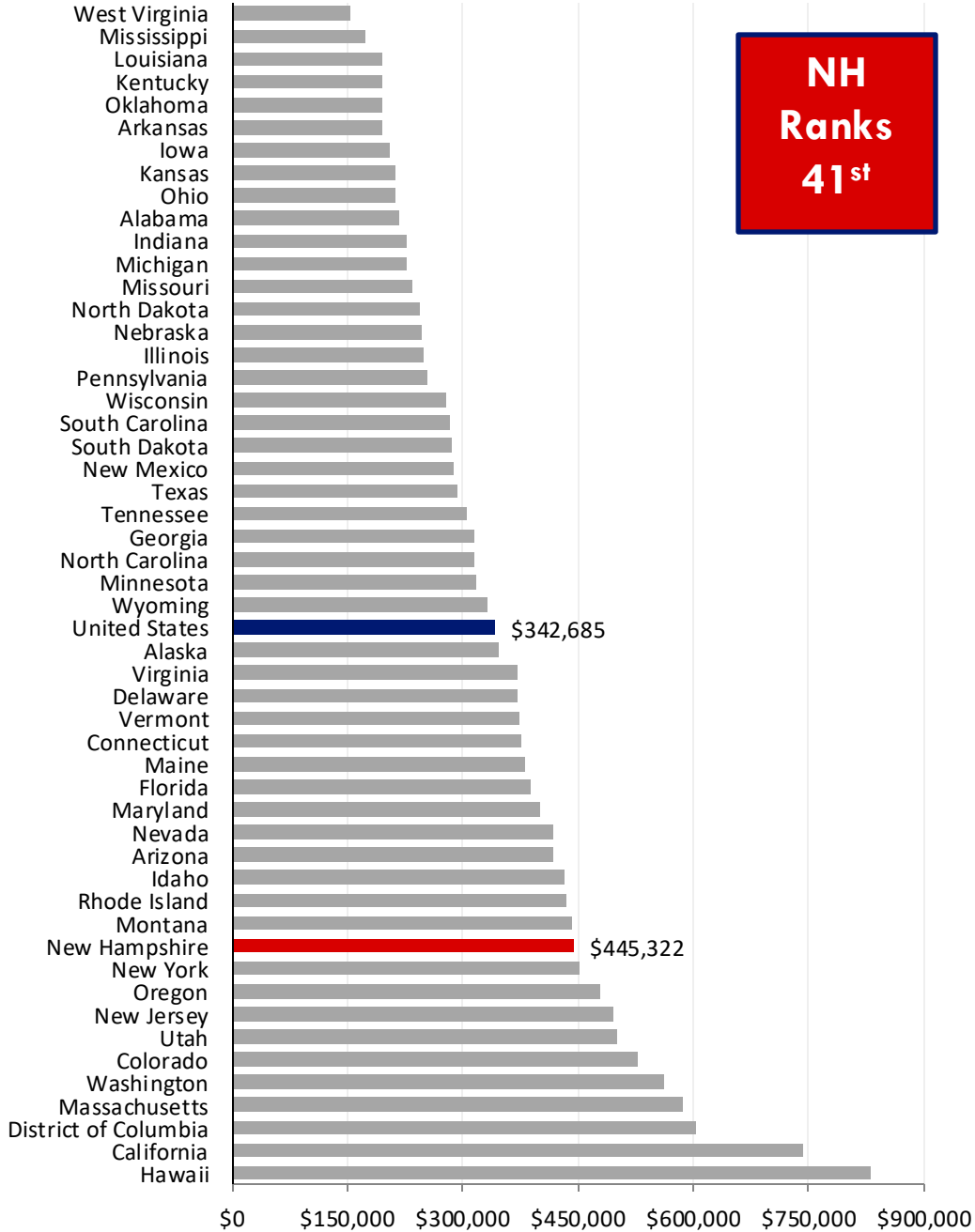
Source: CNBC 2023

Housing Price Increase 2020Q1 to 2023Q4



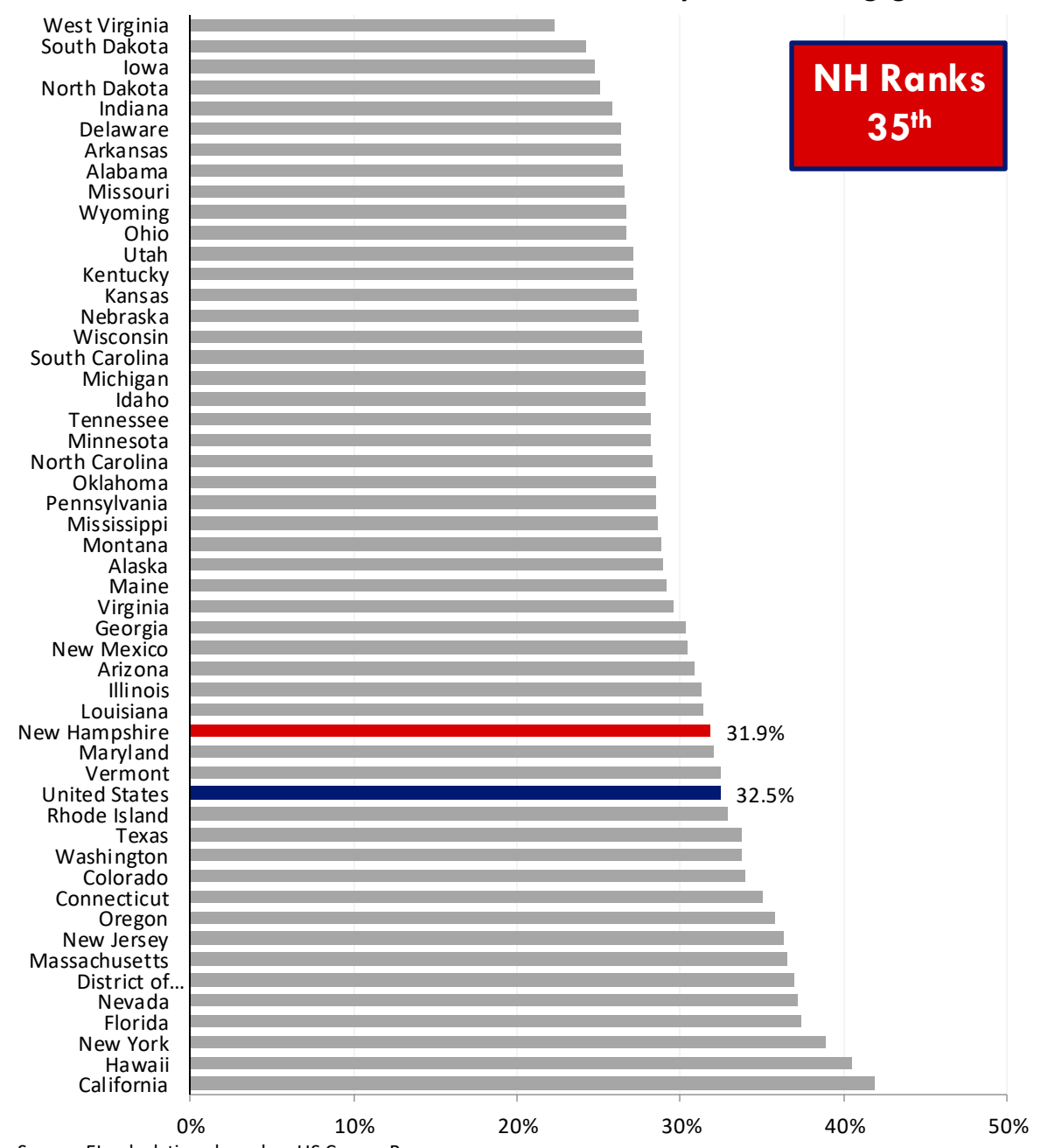
Source: Federal Housing Finance Agency

Typical Home Price, December 2023



NH Ranks 41st

% of Households that are Cost-Burdened by Rent or Mortgage022

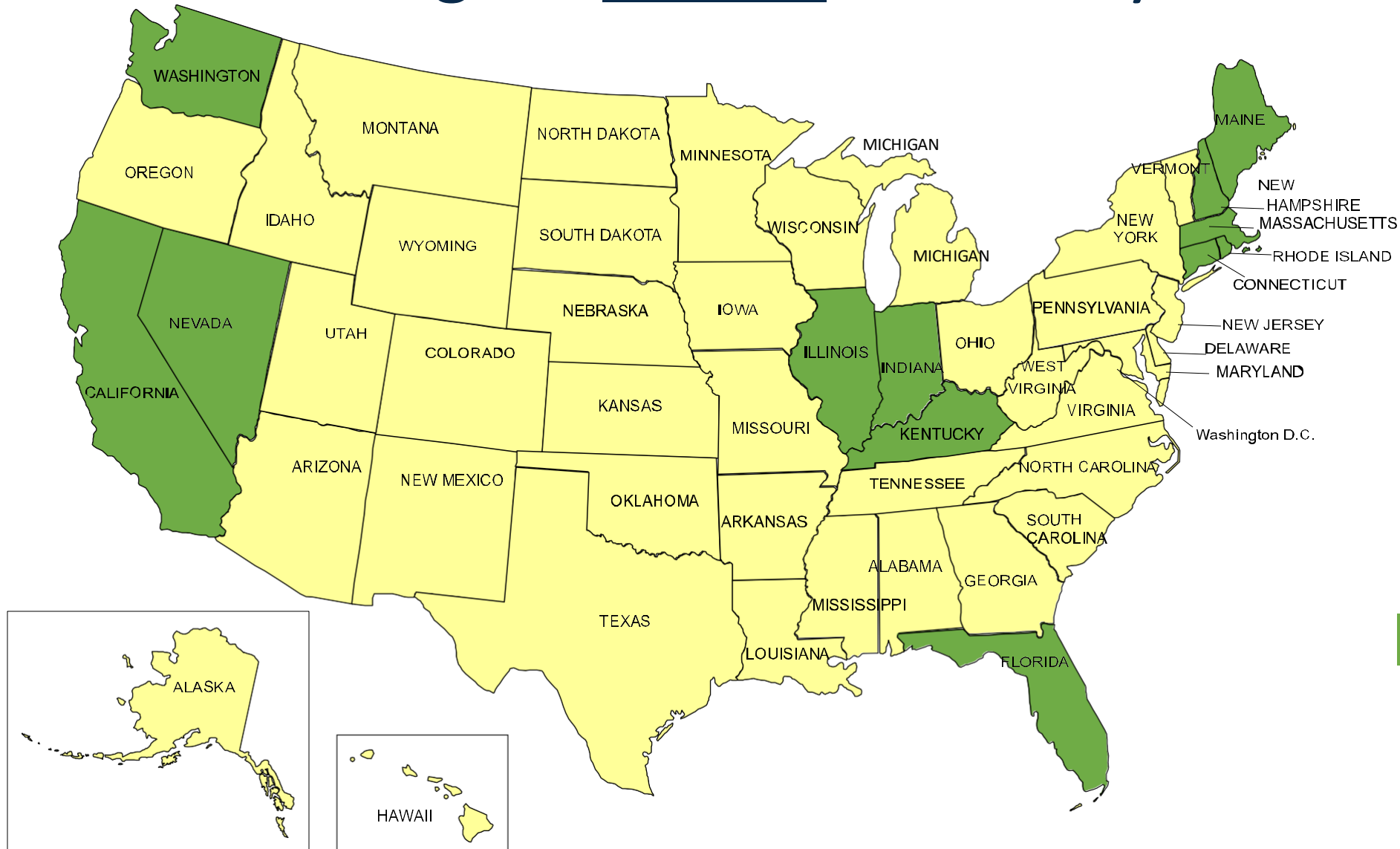


NH Ranks 35th

Source: Zillow (2024)

Source: EL calculations based on US Census Bureau

% Change in Overall Electricity Prices 2013-2023



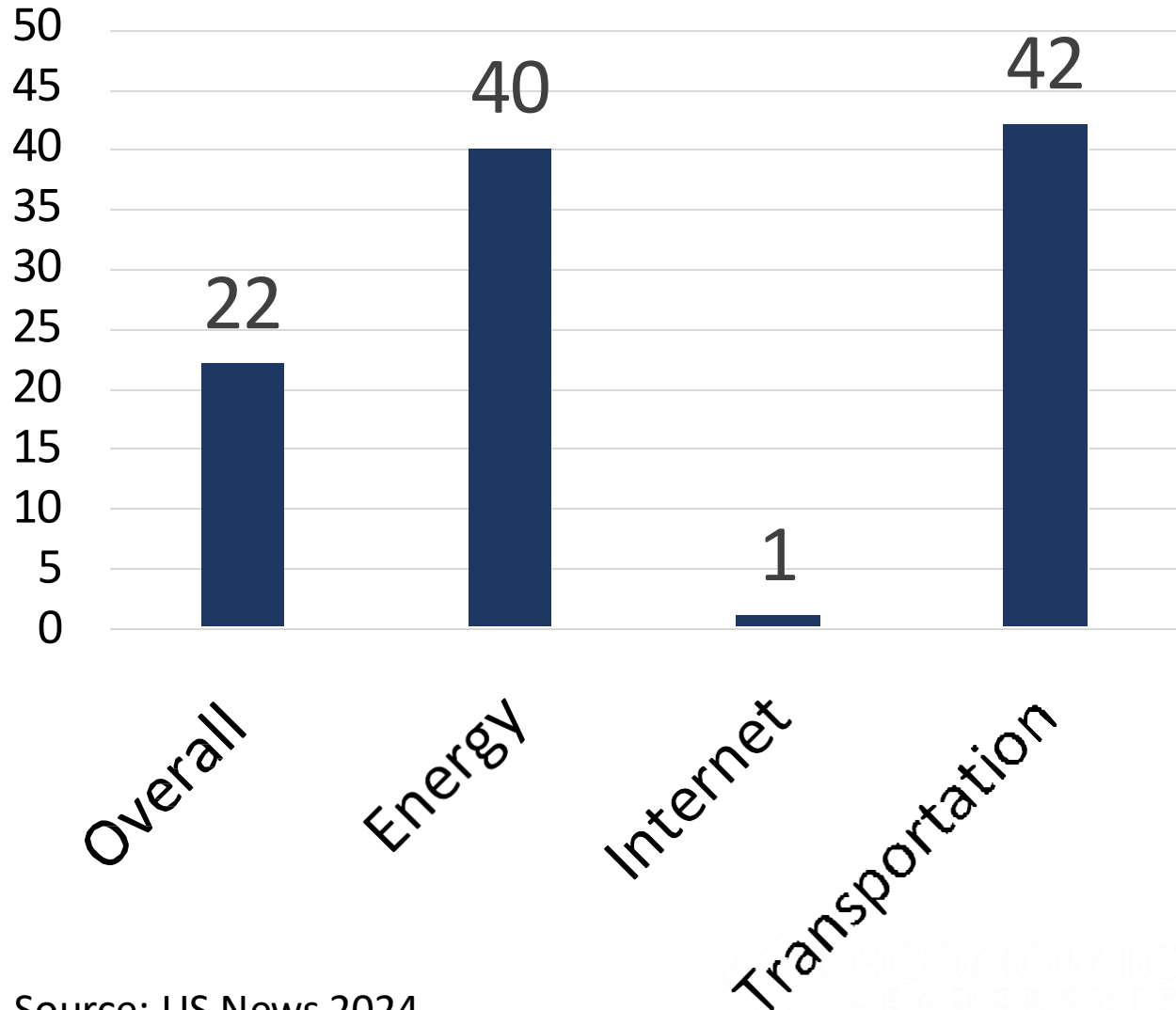
U.S. 26.3%
NH 60.7%

**Among the 10
most expensive
states in all
categories**

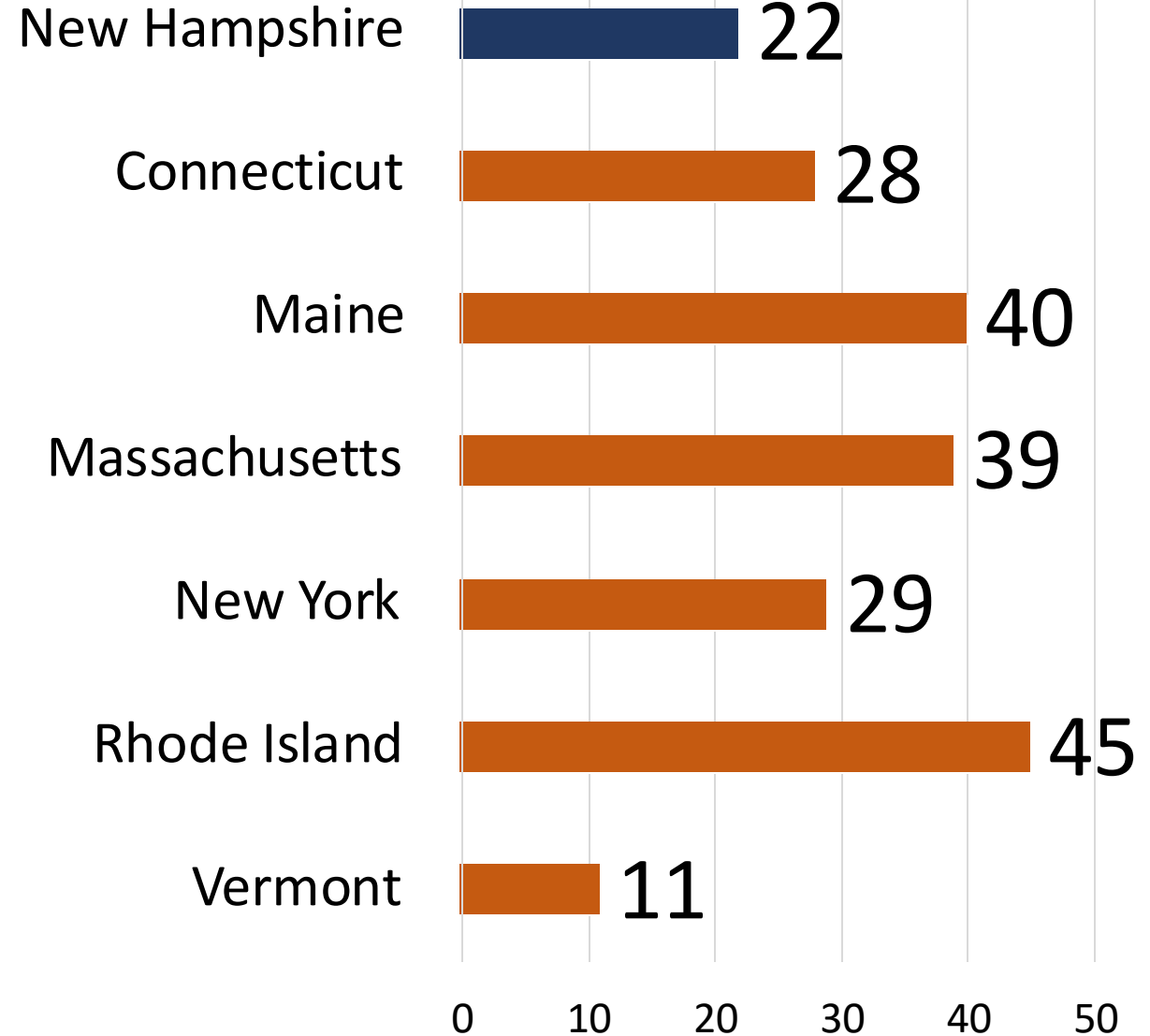
Over 30%
12 states

US News Infrastructure Rankings

New Hampshire



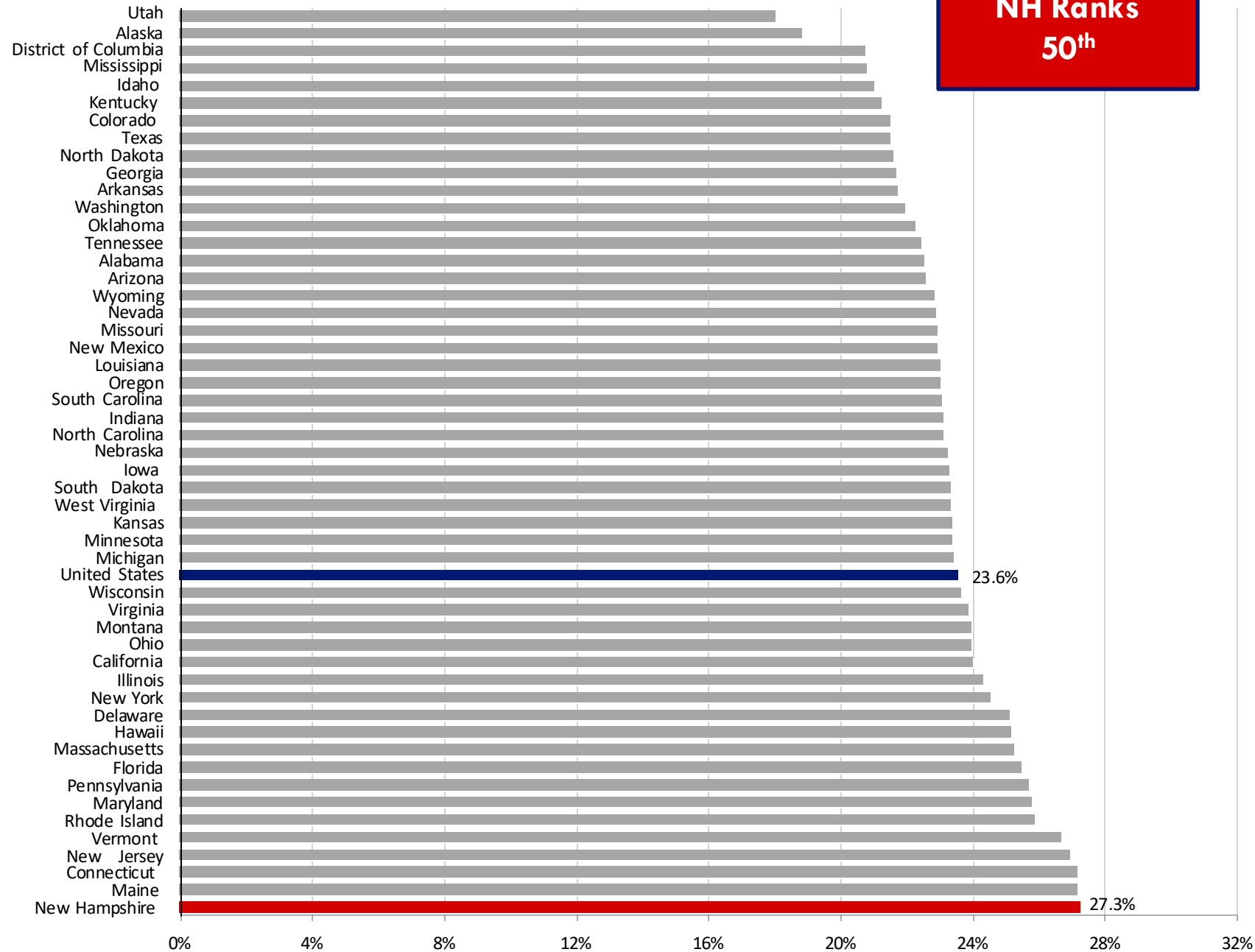
Neighbor Overall Rankings



Over 27% of the workforce in NH is 55 or older, the highest percentage among states.

Percentage of Workers Age 55 and Older, 2023

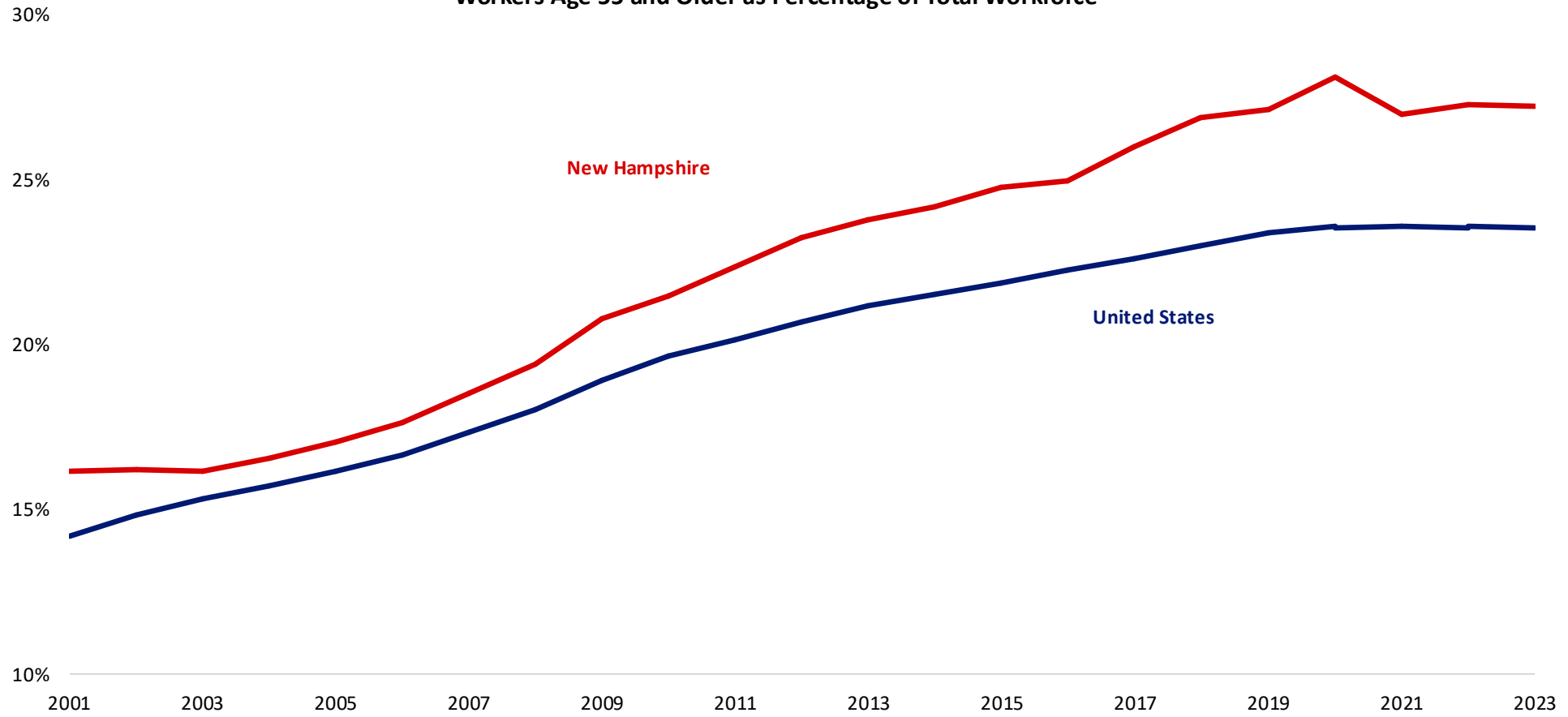
**NH Ranks
50th**



Source: EL calculations based on Lightcast 2024.1

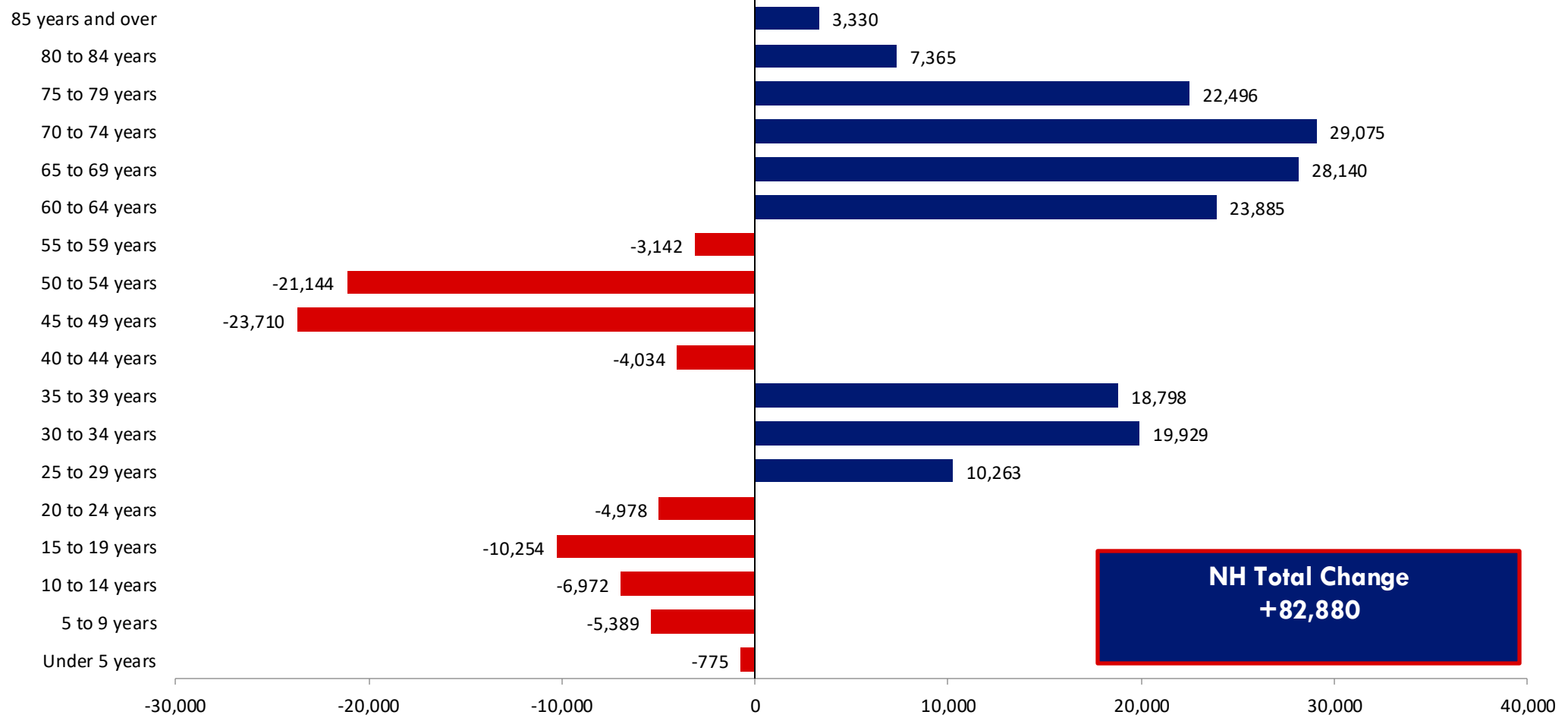


Workers Age 55 and Older as Percentage of Total Workforce



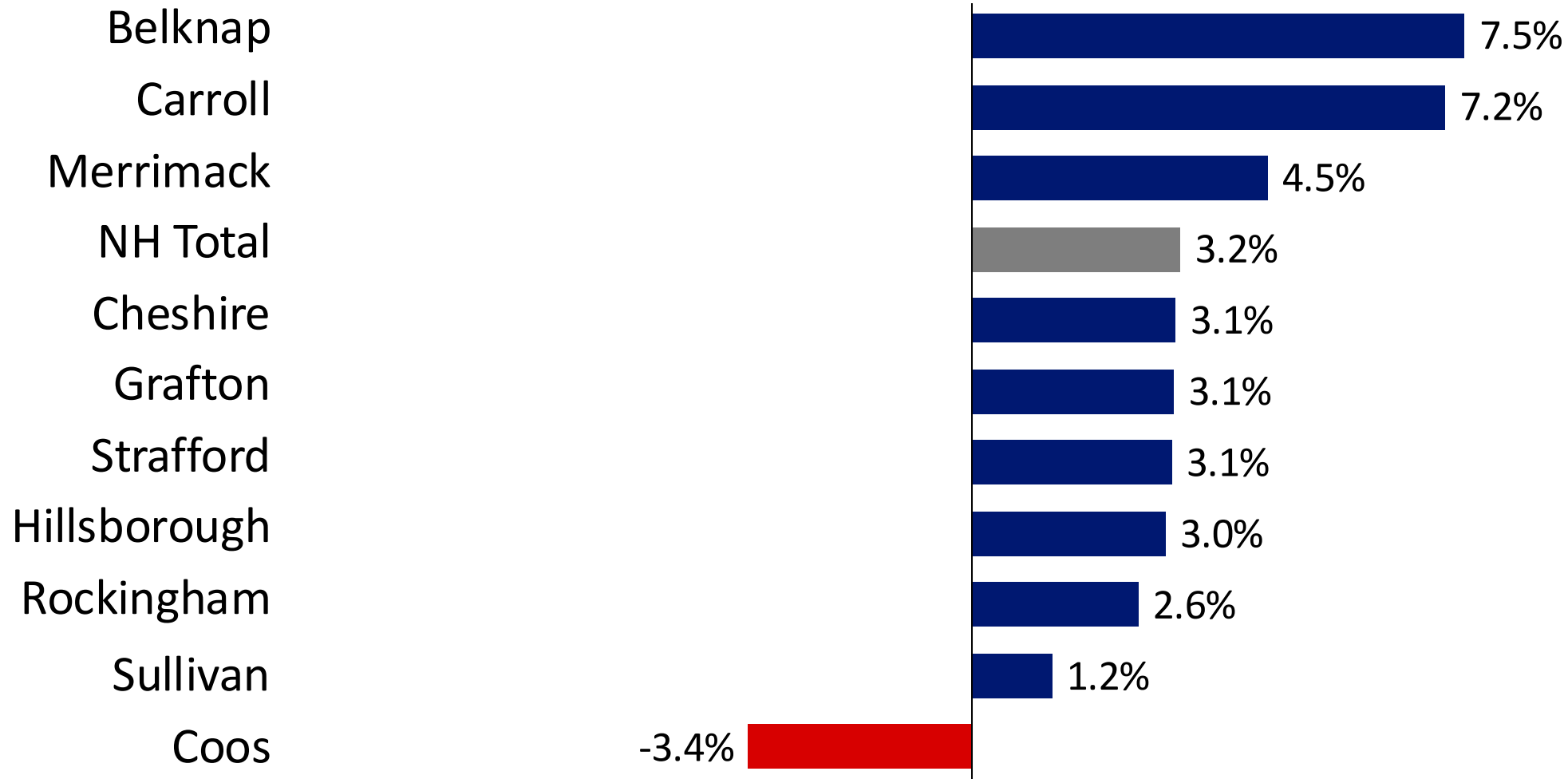
Source: EL calculations based on Lightcast 2024.1

NH Population Chamber by Age Cohort, 2013-2023



Source: Lightcast 2024.1

New Hampshire Prime Age Population Change by County 2019-2023

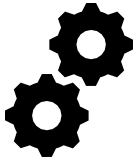


Pillars of BIA Blueprint 2030 Plan

Workforce



Coordination



Education



QOL



Business Climate



Tax/Regulatory



Infrastructure



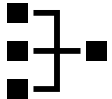
Energy



Innovation



Ecosystem



Industry



Narrative



Key takeaways and discussion points:

- NH's overall business climate is strong and positioned to compete nationally.
- Workforce availability and housing supply are the top risk factors to NH's business climate.
- To address NH's biggest challenges, we need to embrace statewide strategies and scale the regional solutions that work.
- **Blueprint NH 2030** initiative seeks to bridge legislative sessions and election cycles around a unified vision for the future of NH's economy.

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**BIA**

Thank you, Mike

Business and Industry
Association (BIA) of New
Hampshire



Enjoy today's event

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