



Small Commercial and Municipal Programs

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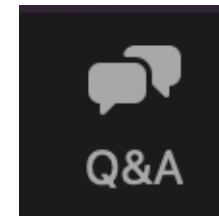
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We look forward to hearing from you

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



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.

Powered by:

EVERSOURCE

 **Liberty**[™]

your
NEW HAMPSHIRE
Electric Co-op

 **Unitil**

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Overview





Overview

The Small Business program is designed to address unique challenges faced by small businesses:

- Time
- Funding
- Expertise

Types of Assistance

Technical Assistance

- Whole-building assessments
- Comparison of equipment
- Investigation of specific problems

Equipment incentives

- Incentives to help defray the cost of energy efficient equipment

Education

- Seminars and training for customers and contractors

New Buildings

- Plan reviews
- Design charrettes
- Incentives

Who can participate?

Customers:

- Non-residential accounts, including nonprofits, churches, businesses
- Under 200 kW in average electric demand
- Under 40,000 Therms of Natural Gas
- Examples: Restaurants, bakeries, convenience stores, auto shops, small manufacturing



Who can participate?

Contractors:

- We have pathways for any contractor to participate
- Often no need to enroll or get authorized by the utility
- Utility does not interfere with your customer relationship
- Visit our Contractor Hub at NHSaves.com/contractors





Eligible Measures

Any measure that provides verifiable, cost-effective gas or electric savings

- Lighting and controls
- Variable speed drives
- HVAC and Refrigeration
- Kitchen Equipment
- Thermal measures
- Custom projects



Turnkey Programs



Turnkey Programs

- Designed for ease of use
- Utility oversight
- Delivered by contracted vendors
- All eligible measures

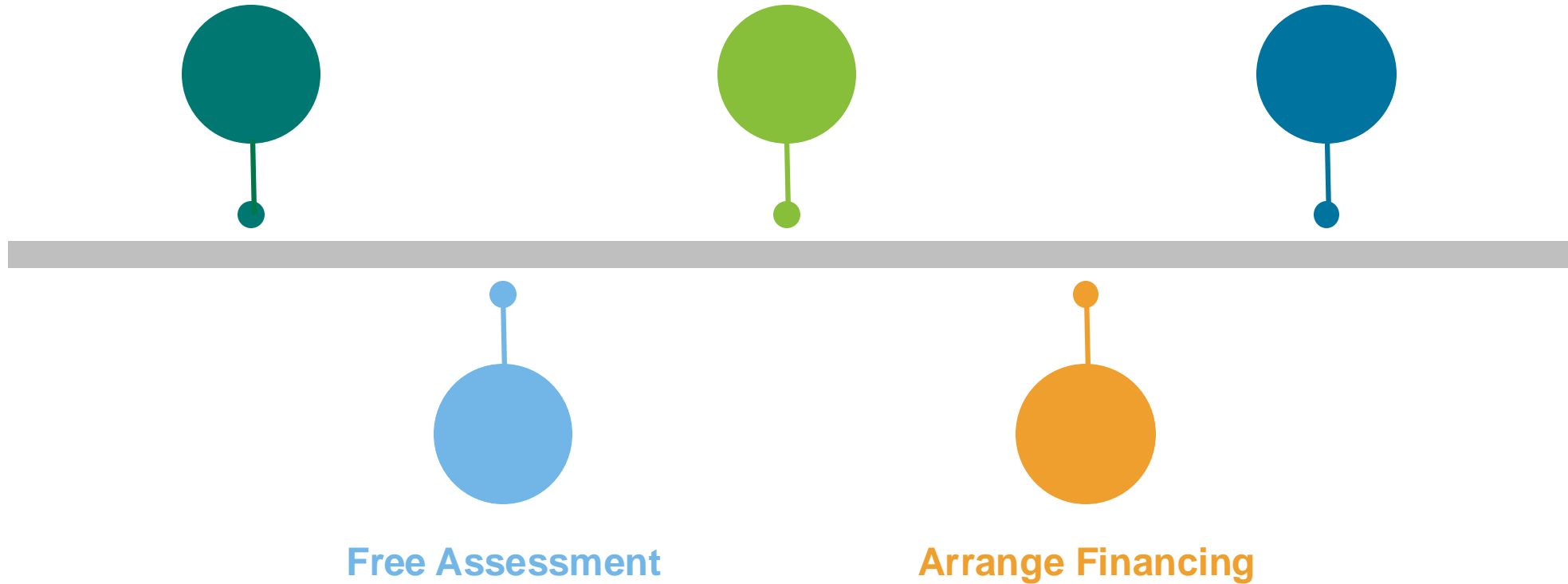


Turnkey Process

Customer Intake

Review Proposal

Install Measures



Working with the Turnkey Programs

Become a lead vendor

- Need to be able to support all aspects of the program (sales, marketing, logistics, installation, warranty service, data management)

Subcontract to a lead vendor

- All measures
- Pricing and payment arranged between the vendor and subcontractor



Customer Directed Option



Customer Directed Option (CDO)

Anyone can participate

- Contractor selection is done by the customer.

The customer manages the contractor and project

- No utility oversight over work, schedule, results, etc.
- Pricing and payment arranged between the customer and the contractor
- Disputes are resolved between the customer and the contractor



CDO Process

Project
Proposal

The contractor engages the customer and develops a project proposal.

Incentive
Agreement

Utility reviews proposal and offers incentive. Customer reviews and accepts, reserving funds.

Installation

Customer oversees installation of measures and notifies utility when finished.

Payment

Utility reviews completed project and issues payment to customer or contractor

CDO Support

- Utilities offer reviews and advice on the energy efficiency aspects of your projects.
- Unitil and NHEC offer these services with in-house staff
- Eversource and Liberty use a combination of staff and third-party incentive processors



Instant Incentives





Instant Incentives

An easy-to-use program for customers who have chosen a contractor and have a project plan.

- No utility paperwork
- Anyone can participate
- Incentive applied to sale price by distributor
- Contact your utility about participation



Instant Incentive Measures

- LED lighting and controls
- HVAC Equipment
- Kitchen Equipment
- Gas measures

Most NH distributors participate in this program. Visit [NHSaves.com](https://www.nhsaves.com) for a listing



Scope Project

Customer and their contractor work independently to develop a project.




Purchase Materials

Participating distributor applies incentive to sale price.



Install Project

Contractor installs project. Utility will verify a sample of projects to ensure program integrity.



Municipal Programs



Municipal Programs

- Dedicated budget
- Project support at municipal meetings
- Technical assistance
- Enhanced incentives
- Specialized financing options





Municipal Program - Eligible Measures

Any measure that provides verifiable, cost-effective gas, electric, oil or propane savings

- Lighting and controls
- Variable speed drives
- HVAC and Refrigeration
- Kitchen Equipment
- Thermal measures, **including oil and propane**
- Custom projects



Financing



Financing

- Multiple options available
- Low-to-no interest
- On-bill and third party
- Available only on measures that qualify for incentives
- Contact your utility for details



Financing – Eversource Examples

Small Business On-Bill

- Loans up to \$20K
- Savings should equal loan payment
- Added to the electric bill
- Retrofit measures

NEIF

- For loans over \$20K
- Third-party
- Interest buy down

Smart Start

- For municipal customers
- 10% incentive reduction
- Retrofit measures
- Savings cover loan payment
- Longer terms

