



C&I Lighting & Lighting Controls

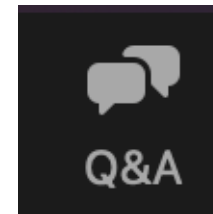
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We look forward to hearing from you

Please put all your questions into the panel with the Q&A 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**



Phil Kazlauskas

“The lighting Guy” MA + NH

MA- EBCX

3 Years with Eversource



Tara Goday

Resource Innovations Outreach
Coordinator MA+NH

1 year at RI



- **Continue to convert existing technologies to LED**
- **Maximizing projects with advanced lighting controls**



2026 NH Lighting Agenda

1

Pathways

Midstream, Downstream, Other

2

Controls

Use Case, Best Practices

3

Case Study

Presented by Resource Innovations



2026 Instant Lighting (Midstream)

- Energy Solutions acting as lead vendor
- Products must be listed in the DLC
- Products with controls must be listed correctly in the DLC

For a full list of instant
lighting incentives
scan the QR code.



How does instant lighting work?

Instant incentives are point-of-sale incentives available for contractors and customers, sometimes also called midstream incentives.





Find a participating distributor for your lighting equipment

Scan the QR code.



Work with your contractor or distributor to choose efficient equipment that qualifies for instant rebates



Install the product at a site with an active nonresidential Eversource, NHEC, or Unitil account

Instant Program

Rules & Reminders



Only commercial and industrial customers serviced by Eversource, Liberty, Unitil, and NHEC



Customers are only eligible for one incentive pathway (e.g., customers receiving whole building incentives are NOT eligible).



Equipment must be purchased through a participating distributor.



Equipment must be on the specified *Qualified Product List (QPL)*, [DesignLights Consortium](#).



Pre-approval may be required, please consult with your distributor or dealer.



A minimum customer contribution is required.



Lighting product must be installed within 30 days.



Projects are subject to inspection.



Downstream Lighting and Lighting Controls

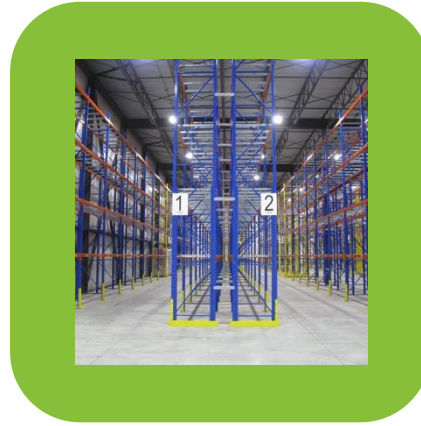
- Most lucrative pathway
- Commercial and municipal customers
- More handholding from utility partners
- Engineering review
- Payment **AFTER** installation
- Best for large projects

Project Opportunities



Office Building

- Properly calibrate daylight harvesting for all perimeter offices
- Wireless wall switch dimmers for all offices
- Quick time-off in conference rooms, kitchens, and bathrooms



Warehouse

- Group luminaires by aisles, install OCC sensors on ends
- Utilize high-end trim to task tune and conserve more energy without affecting visibility
- Flexible zoning for future layout changes



Healthcare

- Set high-end trim for precise task lighting levels
- Add scene controls for shift-work consideration or optical specialties
- Quick time-off in kitchens, bathrooms, and storage areas

How To Participate

1

Contact Your utility partner

Provide your NHSaves utility partner with [completed application](#)

2

Receive Pre-Approval from Your Utility Partner

Official offer letter

3

Install Pre-Approved Equipment

Timeline to be given in offer letter

4

Submit final documentation

As-built, invoices, signatures, etc.

5

Payment

After final engineering is approval

6

Eligibility – LCI/Muni Customers

Eversource, Unitil, NHEC



Only commercial and municipal customers serviced by Eversource, Liberty, Unitil, +NHEC



Customers are only eligible for one incentive pathway (e.g., midstream incentives are NOT eligible).



Equipment can be purchased anywhere



Equipment must be on the specified qualified product list (QPL), [DesignLights Consortium](#).



Pre-approval is required. Do not start work without official offer



Customer signs initial offer letters. Payment to either customer or vendor



Lighting must be installed by parameters written in offer letter



Projects are subject to inspection.



Downlights and screw in bulbs are no longer on the application



Increase awareness of controls



Commissioning is now called "Performance Testing"

Form embedded in application

Performance Testing

- Documentation to be completed with every lighting controls project
- Template is embedded within the application. Must be downloaded and opened in Adobe to view
- Replaces previous 30-day Commissioning Requirements
- Reach out to your NHSaves utility partner for more details on how to complete form

COMMERCIAL & INDUSTRIAL RETROFIT
2026 Lighting Incentive

APPLICATION INSTRUCTIONS
Fill out Steps 1-3 and submit to your electric utility provider. **Do not sign Steps 5-6 until ins**

STEP 1 CUSTOMER INFORMATION

Select your utility company: Eversource Liberty NH Electric Co-op Unittel

Electric Account #: _____ Natural Gas Account #: _____
Company Name: _____ Contact Person: _____
Phone Number: _____ Contact Email: _____
Installation Address: _____ City: _____
Mailing Address: _____ City: _____

STEP 2 CONTRACTOR INFORMATION *(if self-installed leave blank)*

Contractor Company (if applicable): _____ Contact Person: _____
Mailing Address: _____ City: _____
Contact Phone: _____ Contact Email: _____

STEP 3 PAYEE INFORMATION

Check Payable to: Customer Contractor Other Payment To: _____
Mailing Address: _____ City: _____
LIBERTY CUSTOMERS ONLY – Signature (for payment to Contractor/Other): _____

11.00 in

Attachments

Name

- 2026NHSaves_Lighting_Inventory_Workb
- NHSavesPerformanceTestingForm.xlsx



Custom

If your project does not fit our prescriptive offerings or if you have a complex controls project, Custom can be considered.




Small Business Program

Contact your NHSaves utility partner to learn more about Small Business Offerings



New Construction

Limited lighting offerings are available through the new construction pathway





Lighting Controls

Networked-LLLC/NLC

- Retrofits-Bluetooth
- Sensors/nodes in every fixture
- Extreme granularity offers most savings

Standalone

- Wired
 - Wall/Ceiling Mount
- 

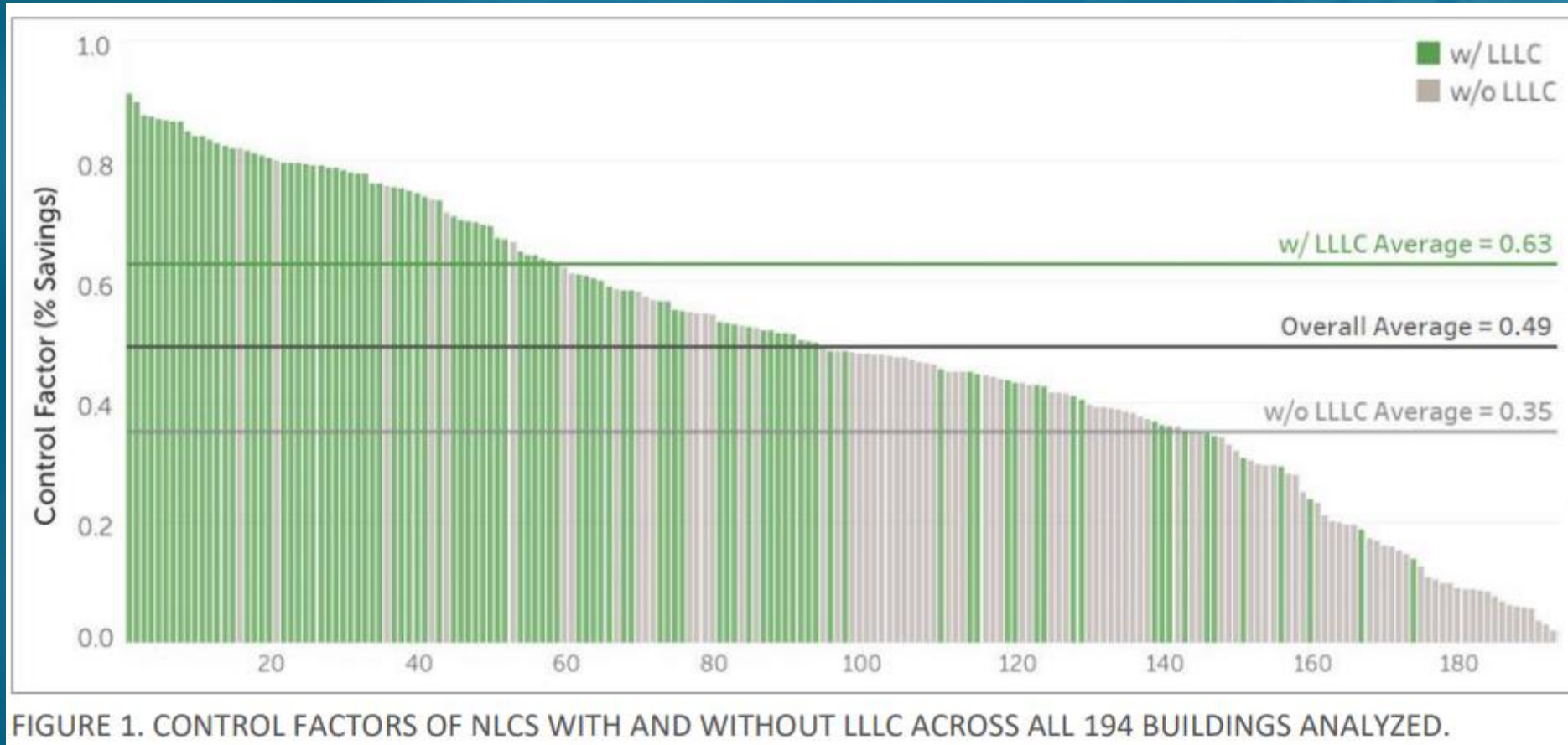
DLC-NLC/LLLC Study

- Addresses best practices for NLC/LLLC lighting
- Many program requirements are based around this study
- 2025 Addendum
- Scan QR code for more information



Scan the QR code.

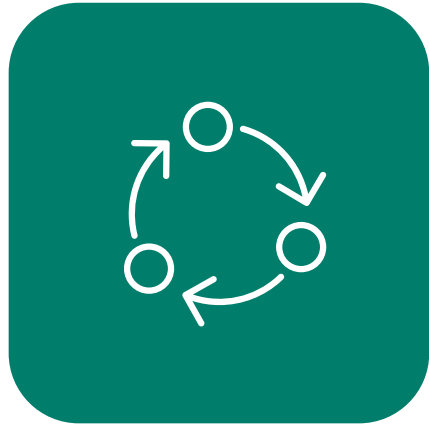
Lighting Controls



Lighting Controls

TABLE 1. SUMMARY OF ESTIMATED CONTROL FACTORS BY BUILDING TYPES.

Building Type	Total Buildings	Unique Manufacturers	Control Factor* (% Savings)			
			Average	25th-75th Percentile**	High-End Trim Contribution	Other Control Strategies***
Assembly	6	2	0.28	0.11 - 0.45	0.07	0.23
Education	14	5	0.41	0.19 - 0.58	0.19	0.32
Healthcare	2	1	0.52	0.48 - 0.56	0.33	0.24
Manufacturing	73	4	0.40	0.20 - 0.55	0.16	0.29
Office	57	8	0.64	0.53 - 0.81	0.46	0.36
Restaurant	3	2	0.59	0.47 - 0.68	0.27	0.30
Retail	29	1	0.44	0.39 - 0.48	0.22	0.27
Warehouse	10	2	0.68	0.53 - 0.79	0.38	0.48
Overall	194	12	0.49	0.35 - 0.69	0.27	0.32



Motion
Controls



Daylight
Dimming



High End
Trim



Questions to ask:

1

Necessary?

Scheduled? Wattage?

2

Wanted?

Customer desire?

3

Dangerous?

Manufacturing, safety?

4

Savings?

How is this better than existing?

5

Education?

Does customer understand system?

6

Commissioning?

Maximizing savings?

Wall Switches



Commissioning- Best Practices

- Decide on responsibility BEFORE project starts
- Involve customer with the process
- Dedicated device
- Maximize Savings
- Practice at home/Office
- Educate ALL staff
- Buy lights and controls from same location
- Do what is correct; don't chase incentives



Training - April 22

Manchester



CASE STUDY

Manufacturing Facility



Estimated Annual Total Energy Savings = **278,448.73 kWh**

Estimated Annual Total Controls Savings = **53,753.35 kWh**

Total Project Cost = **\$175,155.29**

Eversource Incentive = **\$128,016.00**

Percentage of Total Project Cost Covered = **73.09%**

Estimated Annual Electric Cost Savings = **\$29,738.39**

Estimated ROI = **71%**

Payback after Incentives = **1.41 years**

LIGHTING UPGRADES

- New LED Volumetric 2X2 and 2X4 Troffers in Corridors and Offices
- New LED 4' and 8' Linear Fixtures in Storage Areas
- Luminaire-level Addressability Offering Customizable Settings and Zoning Capabilities
- Integrated Sensors with Occupancy Monitoring and Daylight Harvesting
- High-end Trim Increases Wattage Savings and Extends Fixture Life

Please complete one form describing the defined design intent for each distinct zone. If, for example, a school has multiple classrooms with the same design, please fill out one form to represent ALL classrooms

Zone Type (ex: Classroom, Lobby, etc)		Office Building	
# of total controlled and networked fixtures in this zone type (Including # of LLLC)	839 fixtures throughout building		
Implemented Control Strategies			
High End Trim	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>	% of Max Output:	80%
Scheduling	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>	Dimming Schedule - Please describe schedule and % output (or off) at each level:	
		Monday-Friday	Saturday-Sunday
		8am-4pm - 80%	8am-4pm - 80%
		4pm-10pm - 60%	4pm-10pm - 60%
Occupancy Sensing	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>	Occupancy Time-Out:	40 Minutes
		% Output:	50%
Daylight Harvesting	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>	Notes: Used for three 2x4 fixtures in office by windows.	
Description of Testing Performed	Customer will be doing much more detailed scheduling and grouping and is meeting with the manufacturer separately.		
Customer Sign Off- By Signing this for the customer confirms all controls are functioning as expected. Signing this form also confirms customer has received sufficient training on the system to operate independently.			
Print Name: Jamaal Rowlett	Sign: <u>Jamaal Rowlett</u>	Date: 12/16/25	
	<small>Sign Jamaal Rowlett (Dec 16, 2025 10:00:22 EST)</small>		





Thanks for listening.

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