

New Hampshire's CORE Electric Utilities' Energy Efficiency Programs

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Energy Solutions for Commercial Customers

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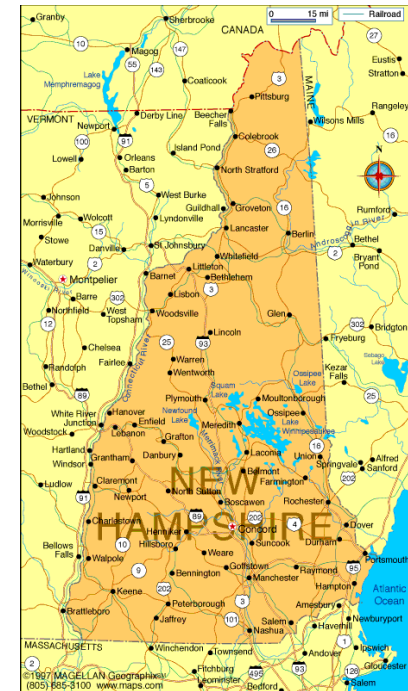
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Energy Efficiency for Businesses

- Small Commercial (< 200kW average monthly demand)
- Large Commercial (> 200kW average monthly demand)

What Are The “CORE” Programs?

- **Portfolio programs to improve efficiency**
 - Low income weatherization
 - 4 designed for residential customers
 - 3 targeting business customers
- **Statewide**
 - 98.5% of NH customers have access
- **Administered by local electric utility**
- **Funded through System Benefits Charge**
 - Energy Efficiency: \$0.0018 per kWh (\$20.6 M)
 - Low Income (EAP): \$0.0012 per kWh (\$13.7 M)



**Public Service
of New Hampshire**

The Northeast Utilities System



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Large Business Programs

○ **Prescriptive Rebates for**

- Lighting & Controls (New, Retrofit)
- Motors (New, Retrofit)
- Variable Frequency Drives (New, Retrofit)
- Air Compressors (New, Retrofit)
- LED Traffic Lights (New, Retrofit)
- HVAC Systems (New)
- Chillers (New)

○ **Custom Rebates for**

- Non Prescriptive Energy Efficient Equipment and Measures (examples later...)

○ **All of the above are also available to Small C&I customers.**

Custom Projects

- Projects that do not have prescriptive rebates
 - (day lighting, building shell & glazing, free cooling, measures & equipment not covered under prescriptive rebates)
- Custom Projects must pass a benefit/cost test
- Retrofit Rebate amount is lesser of:
 - 35% of installed cost
 - or buydown to a 1 year payback.
- NE&C Rebate amount is lesser of:
 - 75% of additional costs for high efficiency equipment
 - or buy down to a 1 year payback

Small & Large Business Programs

In addition to rebates, business customers are eligible for:

- Energy audits
- Equipment review
- Educational opportunities

Large Business Programs

Large C&I Projects: Rebate Process

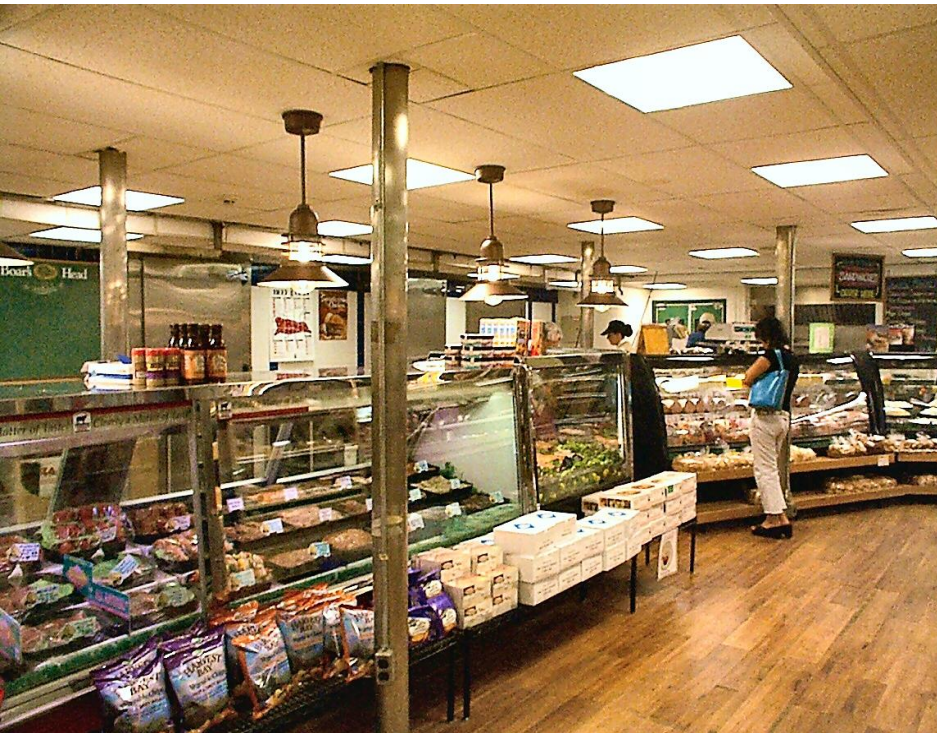
- 1). Contact PSNH account executive
- 2). Review/Pre-inspection
- 3). **PSNH** makes rebate offer to customer
- 4). Installation
- 5). Post-inspection and customer signoff
- 6). Processing and payment

Large Business Programs

Large C&I Projects: What you'll need

- Inventory of **existing** and **proposed** conditions.
- Manufacturer's **cut sheets** for all equipment.
- **Invoice** listing materials and labor.
- Once you have these materials, **call PSNH.**

Small Business Energy Solutions



- Provide turnkey energy efficiency services to small business customers to help them upgrade/replace older, inefficient equipment with newer energy efficient technologies.
- Majority of work is lighting retrofits, but we do offer incentives for all energy saving equipment retrofit projects
- **Up to 50% of total costs covered by rebates**

Average 2007 Project

Total <u>Project</u> Cost:	\$5,631
Rebate:	\$2,808
Annual kWh savings:	14,671

Small Business Energy Solutions

Small C&I customers have three options:

- Use *their contractor* through the Large C&I prescriptive programs.
- Use *their contractor* through the 50/50 program (works as subcontractor to our vendor).
- Use *our contractor* through the 50/50 program.

Small Business Energy Solutions

50/50: What does the program cover?

Lighting

- High Performance T8 retrofits
- High Bay replacements (T8 or T5)
- LED Exit Signs
- Compact fluorescent lamps
- Lighting controls (daylight/occupancy sensors)

Small Business Energy Solutions

50/50: What does the program cover?

Refrigeration

- Evaporator/Compressor controls
- Door heater control circuits
- Cooler economizers
- Night set-back of novelty coolers
- No-loss condensate drains
- Efficient evaporator fan motors
- Automatic door closers on walk-in equipment
- Other measures available as custom projects

Small Business Energy Solutions

50/50 vs. Prescriptive: Which is a better deal?

It depends...

- Existing relationship with qualified electrician?
- Able to get better deals on fixture prices?
- Timing of work to be performed.
- Custom layouts and lighting measures.

Thank You!

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