

Commercial, Industrial and Municipal Programs

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Changes in the C&I Sector

- Evolution of lighting → transition to LEDs
- NH Energy Codes → changes baselines
- Avoided Energy Costs → dropping = affect Program B/C
- Emerging Technologies → continuous improvement

Small Business Energy Solutions

Customer: smaller energy users, less than 200 kW Demand, 40,000 Therms

Approach: Replacement of existing equipment and installation of new equipment incentivizing high efficiency alternatives. Main focus is on electric savings and natural gas savings.

Implementation: Direct Install or customer contracted vendor

Measures: Lighting, Heating, cooling and ventilation, Kitchen equipment, Compressed Air, Motors, Variable Frequency Drives, Insulation and air sealing, Water Heating, Custom projects

Incentives: Prescriptive and Custom for New Construction, End of Life, Initial Purchase – rebates based on up to 75% incremental cost, Retrofit – rebates based on 35% of project cost



Small Business Energy Solutions

2017	Budget		Annual Savings			B/C Ratio	Number of Projects
	\$	%	MWH	%	MMBtu		
Electric Program	\$4,477.3	16%	12,905	20%	0	1.50	1,006

2017	Budget		Annual Savings			B/C Ratio	Number of Projects
	\$	%	MMBtu	%	MWH		
Natural Gas Program	\$1,614.4	22%	43,121	28%	24	2.06	2,869

• Looking Forward

- Instant Saving Measures (i.e. aerators, spray valves, water heater pipe wrap, WiFi thermostats)
- Multi-family properties
- Upstream Incentives
- Account Management-Franchisees, national accounts
- Financing

Large Business Energy Solutions

Customer: Large energy users, >200 kW Demand, >40,000 therms

Approach: Account Management, Contractors

Implementation: Contractors, In-house staff

Measures: Lighting & Controls, Heating, cooling and ventilation, Kitchen equipment, Compressed Air, Motors, Variable Frequency Drives, Insulation and air sealing, Custom projects

Incentives: Prescriptive and Custom for New Construction, End of Life, Initial Purchase – rebates based on up to 75% incremental cost, Retrofit – rebates based on 35% of project cost

Technical Assistance



Large Business Energy Solutions

2017	Budget		Annual Savings			B/C Ratio	Number of Projects
	\$	%	MWH	%	MMBtu		
Electric Program	\$6,975.2	25%	26,935	41%	0	1.86	356

2017	Budget		Annual Savings			B/C Ratio	Number of Projects
	\$	%	MMBtu	%	MWH		
Natural Gas Program	\$1,976.9	27%	69,725	45%	0	2.07	268

• Looking Forward

- New Construction High Performance Buildings
- High Performance Lighting
- Retro-Commissioning, RCx
- Combined Heat & Power

Large Business Energy Solutions

- **Looking Forward**

- Upstream incentives
- Strategic Energy Management/Continuous Energy Improvement
- Emerging Technologies

Municipal Program

Customer: Municipalities and school districts, including both large and small energy users

Approach: Replacement of existing equipment and installation of new equipment incentivizing high efficiency alternatives. Fuel neutral weatherization of existing buildings.

Municipal program also includes a more in-depth level of technical assistance to help municipalities identify and plan projects.

Implementation: Municipal staff and private contractors.

Measures: Lighting, Heating, cooling and ventilation, Kitchen equipment, Compressed Air, Motors, Variable Frequency Drives, Insulation and air sealing, Custom projects

Incentives: Same as C&I, Enhanced New Equipment & Construction incentives up to 100% of incremental costs



Municipal Program

2017	Budget		Annual Savings			B/C Ratio	Number of Projects
	\$	%	MWH	%	MMBtu		
Electric Program	\$2,283.9	8%	5,646	9%	4,023	1.46	405

• Looking Forward

- Instant Savings measure at time of audit
- Up to 100% incremental cost for all municipals (currently only schools qualify)

Education & Training

- Energy Code Training
- Building Operator Certification, partner Lakes Region Community College
- LED Lighting Expo
- Energy Master Planning Training
- ESCO Municipal Workshops
- HVAC Education
- Optimizing EMS Systems

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