

WasteCap Resource Conservation Network  
Comments to Energy Planning Advisory Board  
June 23, 2006

**Background**

The WasteCap Resource Conservation Network is a non-profit, non-partisan program of the Business and Industry Association of New Hampshire. WasteCap's purpose is to assist New Hampshire businesses in improving energy efficiency, conserving water, and reducing waste. WasteCap accomplishes this goal through a number of methods, including:

- Workshops
- Conferences
- Site visits
- Technical assistance hotline
- Email newsletters
- Case studies
- Web sites, including the NH Energy Efficiency Toolbox
- Customized training events

Through these methods, WasteCap has reached hundreds of businesses, municipalities, and institutions in New Hampshire with valuable and timely information on energy efficiency. One regular participant in WasteCap's programs has reported saving hundreds of thousands of dollars per year in energy costs, and others have reported savings in the tens of thousands.

**Role of Utilities**

New Hampshire's electric and gas utilities play an important role in WasteCap's ability to deliver energy efficiency information. First, they offer tremendous financial support. This year, the state's electric utilities have collectively agreed to help support the following:

- Ten confidential site visits for businesses within the state. WasteCap's site visits involve a team of accomplished industry volunteers who tour facilities and make suggestions about energy efficiency improvements. Companies who receive this service find it extremely valuable, and often go on to work with their utilities to implement recommended projects.
- Eight energy efficiency workshops. These workshops are geared toward end-users at the facility manager/electrician/maintenance supervisor level. They feature experts from the region on topics such as energy efficient motors, variable speed drives, compressed air systems, lighting, building automation controls, and much more.
- The NH Energy Efficiency Toolbox, which is a one-stop source of information for residential and business users who would like information on a wide variety of

energy-related topics, such as renewable energy, financing options, energy efficiency techniques, management strategies, and energy infrastructure. The Toolbox is designed to quickly and efficiently guide visitors to useful information that they can immediately apply to their business.

- Six customized training events at facilities around the state. These events aim to involve the greatest number of employees at a single facility as possible. Where WasteCap's workshops hit a broad audience spread across several companies, these events go deeper into individual companies, delivering energy efficiency information to the entire staff where possible. By increasing the level of energy and environmental knowledge throughout the company, these events spark new ideas for efficiency improvements, and help to solidify energy and environmental policies at participating companies.

Utilities further assist WasteCap's efforts by helping to market educational events. It is very common for utility account representatives to invite customers who they think would benefit from specific topics to WasteCap's events. The utilities often cover the cost of attendance for their customers. This removes a major hurdle for a lot of attendees, and allows more of New Hampshire's business community to take advantage of the educational opportunities that are available to them. The utilities also act as a technical resource on many of WasteCap's educational efforts by providing input, speakers, and help with program design.

Finally, the ability of the state's gas and electric utilities to assist in financing energy efficiency projects is crucial. In a business setting, energy efficiency projects compete for company resources with a wide range of other internal proposals. Financial assistance from utilities can help to tip the scales toward projects that can ultimately save substantial money on energy and make these businesses more competitive. WasteCap works with many of New Hampshire's leading businesses, and they consistently report that utilities have helped them implement projects which would not otherwise have been possible.

### **Recommendation to Energy Planning Advisory Board**

WasteCap recommends that the State of New Hampshire place a priority on maintaining adequate funding for energy efficiency programming targeted at the business community. New Hampshire's businesses continually struggle with high energy costs, and federal funding for energy efficiency programs has been greatly reduced and redirected. It is a certainty that it is less expensive to conserve energy than to produce it. Improving energy efficiency within the New Hampshire business community will make our state's businesses more profitable, stable, and competitive, and have the added benefit of reducing environmental impacts.