Docket No. DE 20-092 Exhibit 37

Public Service of New Hampshire d/b/a Eversource Energy Docket No. DE 20-092

Date Request Received: 10/05/2020 Date of Response: 10/19/2020

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Request from: New Hampshire Public Utilities Commission Staff

Witness: Katherine W. Peters, Mary Downes, Eric Stanley, Carol Woods

Request:

Reference Section 3.5, Energy Rewards Program starting on Bates p. 88. Please explain what types of measures and incentives are offered under this program that are not offered under the other C&I program. If similar measures are installed, but at a higher incentive levels under the RFP, please explain why this program is necessary now especially since this plan is a 3 year plan.

Response:

Please refer to OCA 2-023 and OCA 2-025. All measures offered in the RFP program are similar to those offered in the standard C&I program, however the intended projects undertaken between the two programs differ.

There is inherent value added when customers choose to implement multiple measures, by bundling lower payback measures with longer payback measures. Typically, customers will select the shortest payback measures and delay implementation of longer payback measures. Bundling multiple measures in one project helps lower administrative burden per unit of energy saved for customers, contractors and the utilities. RFP customers submit projects and specify the level of incentive necessary to complete the project, which increases the chance that all measures offered will meet the customer investment thresholds and a project can achieve more comprehensive savings. At the same time, the customer making the proposal knows that they are competing against other RFP projects and that they run the risk of requesting too high of an incentive that could impact their project scoring.

Docket No. DE 20-092 Exhibit 37

Public Service of New Hampshire d/b/a Eversource Energy Docket No. DE 20-092

Date Request Received: 09/28/2020 Date of Response: 10/09/2020

Request No. OCA 2-023 Page 1 of 1

Request from: Office of Consumer Advocate

Witness: Katherine W. Peters, Mary Downes, Eric Stanley, Carol Woods

Request:

Please describe how the RFP program will be structured to avoid competition with the C&I custom program.

Response:

There is no "C&I custom program," custom measures in C&I allow the utility to work with the customer to evaluate energy savings opportunities that do not have an existing prescriptive incentive offering or where the prescriptive approach does not accurately reflect the conditions at the customer facility or the condition of the project. The RFP program is designed to meet a different need by capturing larger comprehensive projects allowing the customer to include a blend of measures, some more cost effective than others, but that in aggregate pass a benefit/cost review. Customers submit projects knowing that they are competing against other RFP projects and although they specify the level of incentive necessary to complete the project they also know they run the risk of requesting too high of an incentive that could impact their project scoring.