

## NH Pay for Performance Program Questions and Answers

The New Hampshire Public Utilities Commission's Sustainable Energy Division is pleased to announce an exciting opportunity to participate in the new **PAY FOR PERFORMANCE PROGRAM**.

### **What is the Pay for Performance program?**

The *Pay for Performance* program comprehensively addresses the energy efficiency needs of the Commercial and Industrial sector by working with participants such as developers, building owners and their representatives, to improve energy efficiency of existing commercial and industrial buildings. Further information will be posted at [www.NHP4P.com](http://www.NHP4P.com) by January 21, 2011.

### **What is a Pay for Performance Partner?**

A critical component of the *Pay for Performance* program is the development of a network of Program Partners. Approved Partners work closely with the participants to develop an Energy Reduction Plan that improves the energy efficiency of existing commercial, industrial, and large multi-family buildings and facilitates the installation of energy efficient measures.

### **Who can qualify to become a Partner?**

Partners must demonstrate that they have previously acted in a **lead capacity** on at least three commercial and industrial projects for which comprehensive energy efficiency scopes of work were developed and fully implemented. The attached [Partnership Agreement](#) describes the qualifications in detail.

All approved Partners must attend a one-day Program Orientation seminar before submitting any Program Applications. The first Orientation seminar will be held in mid-to-late February 2011.

### **Where can I get more information?**

Join our conference call on Friday, January 21, 2011 at 11:00am that will introduce the program to potential Partners and provide a Q&A session.

\*\* If you wish to become a Partner, we recommend attending the conference call. \*\*

To attend, RSVP to [NHP4P@trcsolutions.com](mailto:NHP4P@trcsolutions.com) with your contact information (including your name, company, phone number, and current email address) to receive further instructions. Feel free to include specific questions in your RSVP to make sure that we cover your questions.

### **Is there a deadline to apply to become a Partner?**

The deadline for the first phase of Partner applications is 5 pm EST on Friday, February 4, 2011. Additional phases will be scheduled on a quarterly basis, subject to modification based on market demand.

### **How will I get paid?**

As a Pay for Performance Partner, you will work directly with the Program Participant and negotiate applicable fees. All Program incentives will be paid directly to the Participant. Partners are paid by the Participants, NOT by the Program.

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## NH Pay for Performance Program



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