

From: Mark Froling [<mailto:mark@frolingenergy.com>]
Sent: Tuesday, November 26, 2013 9:25 PM
To: Bernstein, Barbara
Subject: Re: Staged boilers text

Barbara,

I looked at my last four years of installation costs and realized that it would be good to have the C&I grant reach up to a 250k cap.

Above that amount there is a serious jump up for us and a dramatically longer sales cycle that can afford to include the more cumbersome RFP grant application and process. That would still be a 20% grant for the biggest projects and an increased percentage for for the average projects. Our medium project is now 186k.

Mark

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On Mon, Nov 25, 2013 at 4:23 PM, Bernstein, Barbara <Barbara.Bernstein@puc.nh.gov> wrote:
Jim,

I am so grateful for your input and, yes, I would be delighted for your review! I hope to have a new draft to you tomorrow.

Barbara Bernstein
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