

## Local Government Center Annual Conference – 2011

### Financing Energy Projects in a Post-ARRA Era

#### RESOURCES ON AVAILABLE EFFICIENCY PROGRAMS

##### 1. Energy Technical Assistance & Planning for NH Communities (ETAP)

Contact your local Regional Planning Commission, or contact the ETAP Technical Assistance Coordinator, Eric Haller of CLF Ventures, at 603-225-3060x14 or [ehaller@clf.org](mailto:ehaller@clf.org). For more information visit, [www.puc.state.nh.us/Sustainable%20Energy/RenewableEnergyRebates-CI.html](http://www.puc.state.nh.us/Sustainable%20Energy/RenewableEnergyRebates-CI.html).

##### 2. NH Pay for Performance (Statewide)

For more information, visit [www.NHP4P.com/](http://www.NHP4P.com/) or contact TRC at 603-766-1913 or [nhp4p@trcsolutions.com](mailto:nhp4p@trcsolutions.com).

##### 3. CORE Utility Programs

Electricity Incentives:

1. Unitil – For more information contact Unitil at 800-582-7276 or visit, [www.unitil.com/energy-efficiency/commercial-industrial-programs-rebates-assistance](http://www.unitil.com/energy-efficiency/commercial-industrial-programs-rebates-assistance).
2. Public Service New Hampshire (PSNH) – For more information contact PSNH at 800-662-7764, or visit [www.psnh.com/SaveEnergyMoney/For-Business/Energy-Saving-Programs-and-Incentives.aspx](http://www.psnh.com/SaveEnergyMoney/For-Business/Energy-Saving-Programs-and-Incentives.aspx).
3. National Grid – For more information contact National Grid at 800-375-7405, or visit [www.nationalgridus.com/granitestate/business/energyeff/energyeff.asp](http://www.nationalgridus.com/granitestate/business/energyeff/energyeff.asp).
4. NH Electric Cooperative – For more information contact NH Electric Co-Op at 800-698-2007, or visit [www.nhec.com/energy\\_efficiency\\_programs.php](http://www.nhec.com/energy_efficiency_programs.php). To request more information, visit [www.nhec.com/business\\_requestinformation.php](http://www.nhec.com/business_requestinformation.php).

Gas Incentives

- Unitil - For more information contact Unitil at 866-933-3820, or visit [www.unitil.com/energy-efficiency/natural-gas-programs-rebates-assistance-for-businesses](http://www.unitil.com/energy-efficiency/natural-gas-programs-rebates-assistance-for-businesses).
2. National Grid - For more information contact National Grid at 800-843-3636, or visit [www2.nationalgridus.com/psbusiness/energy/saving\\_nh\\_kednh.jsp](http://www2.nationalgridus.com/psbusiness/energy/saving_nh_kednh.jsp).

##### 4. NH Public Utilities Commission – Sustainability Division

For more information, visit [www.puc.state.nh.us/Sustainable%20Energy/RenewableEnergyRebates-CI.html](http://www.puc.state.nh.us/Sustainable%20Energy/RenewableEnergyRebates-CI.html), or contact Kate Epsten at (603) 271-6018 or [kate.epsen@puc.nh.gov](mailto:kate.epsen@puc.nh.gov).

## New Hampshire Public Utilities Commission – Sustainability Division

The Sustainable Energy Division provides an incentive program for solar electric (photovoltaic or PV) arrays and solar thermal systems for domestic hot water, space and process heat, with a capacity of 100 kW or equivalent thermal output or less. The rebate for PV systems as follows: \$1.00 per Watt, capped at 25% of the costs of the system or \$50,000, whichever is less. For solar hot water (SHW) systems, the base rebate is \$0.07 per rated or modeled kBtu/year, capped at 25% of the cost of the facility or \$50,000, whichever is less, as a one-time incentive payment. For more information, visit <http://www.puc.state.nh.us/Sustainable%20Energy/RenewableEnergyRebates-CI.html>, or contact Kate Epsten at (603) 271-6018 or [kate.epsten@puh.nh.gov](mailto:kate.epsten@puh.nh.gov).

### Frequently Asked Questions:

**1. What is the total program budget?**

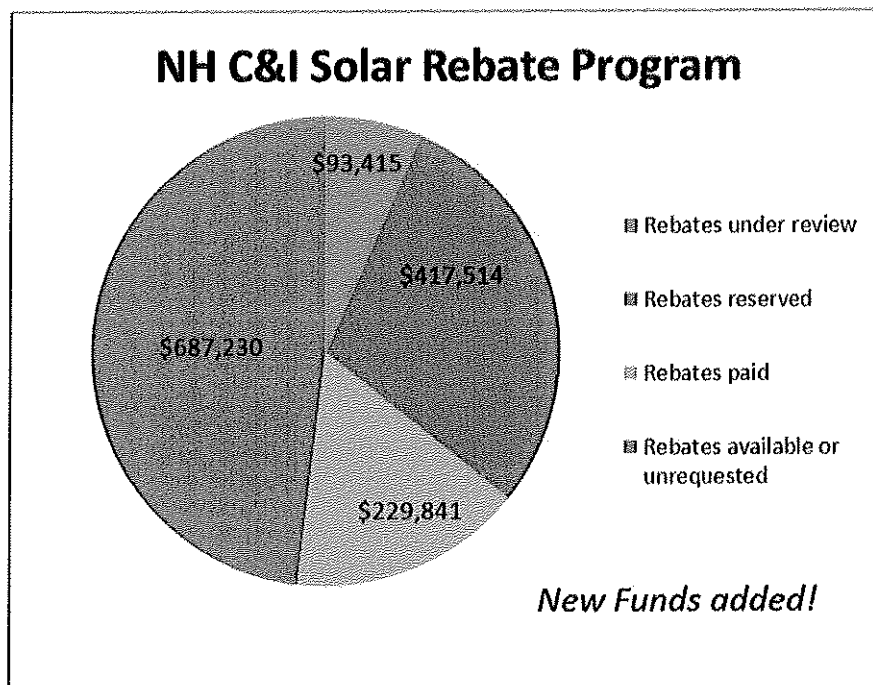
The C&I solar rebate program budget for fiscal year 2011 is \$1 million. This funding may be renewed on July 1, 2011 if sufficient Alternative Compliance Payments are made into the state's Renewable Energy Fund. There is no guaranteed and consistent funding for this program; it will operate on a year-by-year basis or until funding is exhausted, whichever comes first.

**2. Are non-profit organizations and public entities eligible to participate in this program?**

Yes. Any non-residential entity that is a customer of an electric provider that participates in the state's Renewable Portfolio Standard is eligible to participate. This also includes multi-family residences of 3 units or greater (that have common electric or other energy use that would be offset, at least in part, by the funded system and do not qualify for a rebate under the residential incentive program).

**3. Are there any limits on how much rebate funding a single entity (applicant) can obtain under this program? For example, if I am a big box store owner and want to put ten 95 kilowatt photovoltaic systems at ten different store branches, is that allowed?**

A single entity (applicant) may apply for up to \$200,000 in rebates in a given program year, spread out over any number of eligible and stand-alone projects. The program year runs from July 1st through June 31st. Please refer to the secretarial letter on this topic for more details, found [here](#).



Program Funds as of 11/9/2011

# Energy Technical Assistance & Planning For New Hampshire Communities

Funded by the ARRA Energy Efficiency Conservation Block Grant



## Helping NH communities increase their energy efficiency

Energy Technical Assistance and Planning for New Hampshire Communities (ETAP) is a two year program providing energy efficiency technical assistance at no charge to municipalities and counties in NH. ETAP's goal is to advance energy efficiency in all New Hampshire municipalities and provide the tools communities need to monitor energy performance. ETAP is funded by the American Recovery and Reinvestment Act (ARRA) of 2009 and administered through New Hampshire's Office of Energy and Planning.

### The program is open to all NH towns, cities, and counties. Over the next two years, ETAP will:

- Assist participating NH communities to track and understand energy consumption in municipal and county buildings and other major energy uses
- Provide a web-based tool to communities to benchmark energy performance
- Work with communities to identify and prioritize energy cost reduction opportunities
- Help develop strategies for energy cost reduction and secure technical and financial resources needed to realize energy savings

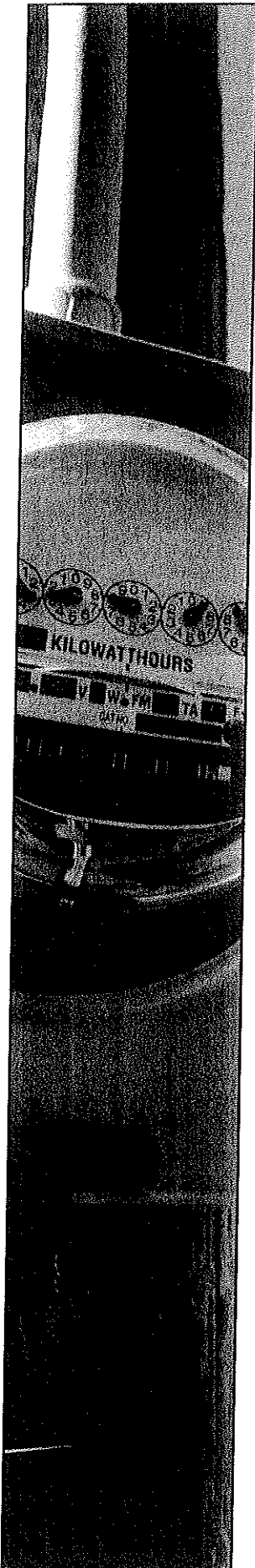
### Energy Technical Assistance available to participants includes:

- Energy efficiency planning based on the NH Energy Efficiency and Sustainable Energy (EESE) board "roadmap" through
  - Organizing energy information in ETAP's web-based benchmarking tool
  - Helping define local roles and responsibilities for energy management
  - Identifying and prioritizing energy reduction opportunities
  - Developing an action plan for implementing a local program or individual projects
  - Determining costs and savings for projects
- Helping to secure resources needed for project development, through
  - Energy Assessments
  - Grant writing support
  - Development of procurement documents
  - Service procurement support
- Development of energy master plans and capital improvement plans for energy efficiency

## Get started saving money and making your municipality more efficient today

Contact your local Regional Planning Commission, or  
Contact the ETAP Technical Assistance Coordinator, Eric Halter of CLF Ventures,  
via phone at 603-225-3060 x14 or via email at [ehalter@clf.org](mailto:ehalter@clf.org).

More information available online at [www.etapnhc.org](http://www.etapnhc.org).





# Frequently Asked Questions

1. ***What is the ETAP program?***

Energy Technical Assistance and Planning for New Hampshire Communities (ETAP) is a federally funded program designed to raise awareness in NH communities of the benefits of energy efficiency planning and to provide the tools they need to realize those benefits. The ETAP program can save tax payers money through reduced utility bills on municipal facilities and help reduce the environmental impacts of energy consumption. ETAP is funded by the American Recovery and Reinvestment Act (ARRA) of 2009 through the U.S. Department of Energy and administered by the NH Office of Energy and Planning.

The ETAP team is comprised of staff from twelve organizations: CLF Ventures, the non-profit consulting affiliate of the Conservation Law Foundation; Peregrine Energy Group, Inc., an energy consulting firm; the non-profit Clean Air- Cool Planet and the nine New Hampshire Regional Planning Commissions.

2. ***What services can the program provide to my community?***

ETAP will assist your community to manage energy use and identify opportunities for energy cost reduction. The ETAP team will work with local government representatives to help implement opportunities, strategies and technologies to reduce energy use, providing easy-to-use tools to track your community's savings, and collaborating with them to identify the technical and financial resources required to develop projects.

3. ***Does a community have to write a proposal to participate in the program?***

No. Simply, contact your local Regional Planning Commission. Or contact the Technical Assistance Coordinator for the program, Eric Halter of CLF Ventures, via phone at 603-225-3060 x14 or via email at ehalter@clf.org. You can get more information by visiting us online at [www.etapnhc.org](http://www.etapnhc.org).

4. ***Will there be a cost to my community to participate in ETAP?***

No, there is no charge for participating in this program. But you will need to provide ETAP with access to municipal utility and other energy data. To initiate the process, authorized personnel need to sign a release of your municipal/county utility data to ETAP for inclusion into an inventory database.

5. ***How much time will be required of local staff or volunteers if we participate?***

Although ETAP is free, it does require active municipal participation, and the more a community is willing to get involved, the greater the benefit that will result. Your commitment of staff and/or volunteer time and resources could vary with your community's interests and priorities and where you are in energy planning and implementation. Community involvement is a key to ultimate success. For greater efficiency, we will make efforts to establish roles and responsibilities from the onset, as well as assist in securing the resources required for a successful program.

6. ***How long do I have to join the program?***

Early engagement in ETAP is encouraged to give the ETAP team the most time to determine your interests and opportunities and develop and implement strategies for energy cost reduction. Like other ARRA-funded programs, the project goes until mid-2012. Communities may register anytime in the first two years. We plan to provide assistance on a first-come, first-served basis.

# P4P

## NH PAY FOR PERFORMANCE

## New Hampshire Pay for Performance Program Program Summary

### Overview

The Pay for Performance Program comprehensively addresses the energy efficiency needs of the commercial, industrial and municipal sector by working with participants to improve the energy efficiency of their facilities. The Program is implemented through a network of qualified Program Partners, who are selected based on their demonstrated experience to develop comprehensive energy efficiency work scopes, oversee the installation of the proposed scope, and verify that the installation will achieve the estimated energy performance.

The New Hampshire Pay for Performance Program is funded via the Greenhouse Gas Emissions Reduction Fund (GHGERF), which consists of proceeds from the auction of carbon allowances through New Hampshire's participation in the Regional Greenhouse Gas Initiative (RGGI), an effort by 10 Northeastern and Mid-Atlantic states to reduce emissions of greenhouse gases from the electric power sector.

### Eligibility

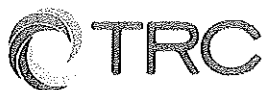
Commercial, industrial and municipal facilities in New Hampshire that have electric demand of  $\geq 100$  kW and/or annual fuel consumption of  $\geq 1,000$  MMBTU for space or process heating. Universities, K-12 schools and other institutional facilities are eligible.

### Financial Incentives

Incentives will be paid out on the following three payment schedule:

- **Incentive #1: \$0.10/square foot** of conditioned space, capped at \$40,000.
  - Designed to defray the cost of the Energy Reduction Plan development. To be paid on approval of Energy Reduction Plan and proof that construction has begun.
- **Incentive #2 : \$0.19/kWh saved and \$20.00/MMBTU saved**
  - Based on projected savings and paid at construction completion.
- **Incentive #3: \$0.05/kWh saved and \$5.00/MMBTU saved**
  - Based on actual energy savings performance one year post construction.

Total performance incentives (#2 and #3) will be capped at \$200,000 or 50% of project cost. In addition, there is an annual entity (e.g., municipality, SAU) cap of \$500,000 per year.



# P4P

## NH PAY FOR PERFORMANCE

### **Energy Reduction Plan**

The Energy Reduction Plan includes all components of comprehensive energy audit plus a financing plan and construction schedule. In addition, projects are required to develop an energy model of the building using an ASHRAE-compliant simulation software program.

The proposed work scope must project at least a 15% reduction in total facility source energy consumption, using EPA's Portfolio Manager benchmarking tool to set the baseline. Projects must have an overall internal rate of return (IRR) of at least 10%. Individual energy efficiency measures may fall below this cost effectiveness threshold but the overall work scope must have an IRR of 10% or higher.

### **Leveraging**

Projects may access funding from other sources (e.g., NH Core Utility Programs) and total incentives from all sources cannot exceed 75% of total project cost. Projects may finance the remaining cost of the energy efficiency work scope through loan programs (e.g., CDFR).

### **Contact Information**

NH Pay for Performance Program  
TRC Energy Services  
155 Fleet Street, Suite 211  
Portsmouth, NH 03801  
603-766-1913  
[NHP4P@trcsolutions.com](mailto:NHP4P@trcsolutions.com)  
[www.NHP4P.com](http://www.NHP4P.com)



## New Hampshire Electric Utility Incentives

Energy Efficiency Program	Participating Utilities
<b>CORE Utility Programs</b>	
<p><b>Small Business Energy Solutions</b> Turnkey energy efficiency services for customers under 200 kW billing demand. Selected vendor performs initial assessments of lighting and refrigeration systems. Program pays 50% of customer cost, customer may elect to use their own contractors.</p>	Unitil Public Service New Hampshire (PSNH) National Grid NH Electric Cooperative (NHEC)
<p><b>Large Business, Commercial, &amp; Industrial Retrofit Program</b> For customers over 200 kW billing demand; typically offers prescriptive rebates for lighting, motors, HVAC, air compressors, chillers, variable frequency drives. Incentives are available to cover the lesser of a one year payback or 35% of equipment cost. Custom rebates are available.</p> <ul style="list-style-type: none"> <li>• NHEC for customers 100 kW and up</li> <li>• National Grid will pay up to 50% on Custom Retrofits</li> </ul> <p>Technical Assistance is available with customer co-pay.</p>	Unitil Public Service New Hampshire (PSNH) National Grid NH Electric Cooperative (NHEC)
<p><b>New Equipment &amp; Construction Program</b> New Construction, major renovation, or failed equipment replacement projects. The program offers prescriptive and custom rebates designed to cover the lesser of a one year payback or 75% of incremental cost. Technical Assistance is available with customer co-pay.</p>	Unitil Public Service New Hampshire (PSNH) National Grid NH Electric Cooperative (NHEC)
<b>Utility Specific Programs</b>	
<p><b>Municipal SmartSTART Program</b> The Municipal SmartSTART (Savings Through Affordable Retrofit Technologies) advantage is simple – pay nothing out of pocket to have energy efficiency products and services installed in your building. The cost of the improvements is fronted by the utility company, which is then repaid over time by the municipality or school using the savings generated by the products themselves. This program is for lighting and lighting controls, air sealing, insulation and more.</p>	Public Service New Hampshire (PSNH) (Seacoast/Northern Region – Catalina Celentano, <a href="mailto:celenci@nu.com">celenci@nu.com</a> / Southern Region – Elizabeth Larocca, <a href="mailto:larocel@nu.com">larocel@nu.com</a> / Western/Central Region – Sue Blothenburg, <a href="mailto:blothse@nu.com">blothse@nu.com</a> ) NH Electric Cooperative (NHEC)
<p><b>Municipal On-Bill Financing Program</b> Unitil provides funding to install energy efficient products and measures for their municipal customers. The costs paid by Unitil is repaid monthly using the savings generated by the products.</p>	Unitil
<p><b>Energy Efficiency On-Line Tools</b> Unitil's online calculators can provide you with estimates of energy use costs based on your inputs and will allow you to pinpoint your opportunities for savings in your business through CommercialEnergySuite. For more information visit <a href="http://c03.apogee.net/clients/Default.aspx?utilityid=unitil&amp;apptype=com">http://c03.apogee.net/clients/Default.aspx?utilityid=unitil&amp;apptype=com</a>.</p>	Unitil
<p><b>Net Metering</b> For PSNH customers, including business customers, operating a generator with a capacity of 100 kW or less and using a renewable energy source, such as solar, wind, or water to produce electricity. The monthly PSNH bill amount reflects the difference between the power generated and the power used during the month, with credits offered for exceeding energy generation.</p>	Public Service New Hampshire (PSNH)
<p><b>Fossil Fuel Savings for Commercial &amp; Industrial Members</b> NHEC offers incentives for C&amp;I members to save fossil fuels. Typical installations will include, but are not limited to, energy-efficient boilers, boiler controls, insulation and weatherization. Rebates are available of 50% of the installed cost up to \$5,000 per installation. Members may also be able to take advantage of federal tax credits for energy efficiency improvements.</p>	NH Electric Cooperative (NHEC)

### Utility Contact Information – Electric Programs & Incentives

Unitil	1-800-582-7276	<a href="http://www.unitil.com/energy-efficiency/commercial-industrial-programs-rebates-assistance">www.unitil.com/energy-efficiency/commercial-industrial-programs-rebates-assistance</a>
PSNH	1-800-662-7764	<a href="http://www.psnh.com/SaveEnergyMoney/For-Business/Energy-Saving-Programs-and-Incentives.aspx">www.psnh.com/SaveEnergyMoney/For-Business/Energy-Saving-Programs-and-Incentives.aspx</a>
National Grid	1-800-375-7405	<a href="http://www.nationalgridus.com/granitestate/business/energyeff/energyeff.asp">www.nationalgridus.com/granitestate/business/energyeff/energyeff.asp</a>
NHEC	1-800-698-2007	<a href="http://www.nhec.com/energy_efficiency_programs.php">www.nhec.com/energy_efficiency_programs.php</a>

## New Hampshire Gas Utility Incentives

Energy Efficiency Program	Participating Utilities
<b>CORE Utility Programs</b>	
<b>Small Business Energy Solutions</b> Turnkey energy efficiency services for customers under 40,000 therms of annual use. Program offerings include, but are not limited to, insulation, programmable thermostats, heat recovery and boiler reset controls. Program pays 50% of eligible customer cost for purchase and installation of energy saving measures.	Unitil
	National Grid
<b>Large Business, Commercial, &amp; Industrial Retrofit Program</b> For customers over 40,000 therms of annual use; typically offers prescriptive rebates for condensing boilers, high efficiency hot water heaters, high efficiency cooking equipment, low-flow pre-rinse spray valves, boiler reset controls, steam traps, programmable thermostats as well as custom measures. These incentives will typically cover 50% of equipment and installed costs.	Unitil
	National Grid
<b>New Equipment &amp; Construction Program</b> Promote installation of ENERGY STAR-rated high efficiency gas furnaces, hot water boilers, energy efficient steam boilers, controls and food service equipment. Program covers new construction, major renovation, or failed equipment replacement projects. The program offers prescriptive and custom rebates designed of 75% of incremental cost. Technical Assistance is available, may require customer co-pay.	Unitil
	National Grid
<b>Utility Specific Programs</b>	
<b>Building Practices &amp; Demonstration Program</b> National Grid is offering its customers the opportunity to showcase the significant energy savings potential of new or underutilized commercially available energy saving technologies, by helping to pay for the cost of the equipment. Eligible technologies can include energy recover devices, combustion controls, building energy management systems, desiccant units, infrared space/process heating equipment, and more.	National Grid
<b>Commercial High Efficiency Heating Program</b> National Grid is providing cash rebates to its customers for the installation of high-efficiency gas heating and water heating equipment. Rebates are available to reduce the incremental cost difference between standard and high-efficiency heating equipment.	National Grid
<b>Business Energy Analyzer</b> An online tool offered by National Grid to get an assessment of your business energy use, how it compares to similar businesses, and tips on how to save energy. For more information, visit <a href="http://www.energyguide.com/energysmartsbe/sbmasterframe.asp?bid=keyspanma&amp;sid=447&amp;referrerid=150&amp;go=submit">www.energyguide.com/energysmartsbe/sbmasterframe.asp?bid=keyspanma&amp;sid=447&amp;referrerid=150&amp;go=submit</a>	National Grid

### Utility Contact Information – Gas Programs & Incentives

<i>Unitil</i>	1-866-933-3820	<a href="http://www.unitil.com/energy-efficiency/natural-gas-programs-rebates-assistance-for-businesses">www.unitil.com/energy-efficiency/natural-gas-programs-rebates-assistance-for-businesses</a>
<i>National Grid</i>	1-800-843-3636	<a href="http://www2.nationalgridus.com/psbusiness/energy/saving_nh_kednh.jsp">www2.nationalgridus.com/psbusiness/energy/saving_nh_kednh.jsp</a>