

# McSwiggan's



HEAT PUMPS



LIGHTING



SENSORS

## National Grid Plays Role in Helping Irish Pub Relaunch Successfully

Like many other small businesses, a friendly pub in Weymouth, Massachusetts, prepared for its reopening in the wake of COVID-19. Under the new ownership of two Irishmen hoping to bring a taste of their home country to the local New England community, McSwiggan's Pub and Restaurant was fighting to start their business successfully while keeping costs at bay.

While undergoing building renovations and staffing changes in their 2,400-square-foot pub, McSwiggan's owners began to realize that costs could become an issue.

"What we found is that everyone in our supply chain is charging us more than we initially expected," said Noel Gannon, co-owner of McSwiggan's. "The cost of produce, the cost of drinks, the cost of materials. Everything. But we are trying to manage that. We don't want our customers to suffer."

That's when National Grid stepped in.

### Transitioning from Natural Gas to Electric to Save

"When we started construction, we encountered insulation, bathroom renovations—the typical stuff that you look at on a normal basis," said Sean Cahill, co-owner of McSwiggan's. "When we started getting into heating and cooling, we were pointed in the direction of National Grid while trying to control costs of the installation of these systems. What we found was a very appealing program that offers rebates. We were very lucky to actually find this program."



*LED lighting and heat pumps installed at McSwiggan's Pub and Restaurant not only delivered energy efficiency, but also a comfortable and inviting interior.*

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With a goal of reopening in just a few months, McSwiggan's needed a new HVAC system installed in good time and at a low price point. Because National Grid offers energy assessments at no cost to the business, McSwiggan's was able to learn about the best options for their specific renovations.

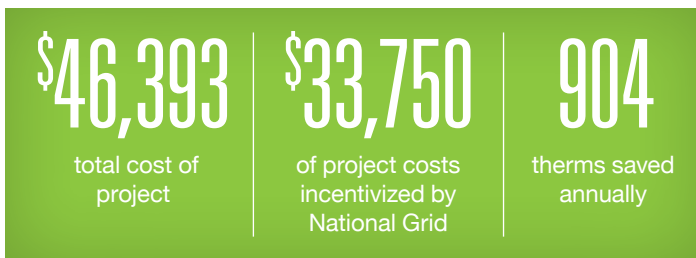
National Grid recommended installing air-source electric heat pumps to replace the restaurant's existing natural gas heating sources. These new highly efficient heat pumps are designed to help businesses become more energy efficient while also reducing their greenhouse gas emissions. National Grid estimated that by upgrading to electric heat pumps, McSwiggan's would be able to save 904 therms annually.

Aided by National Grid's small business rebate program, the pub was able to remove its old HVAC system, install three new heat pumps, fit LED lights and motion sensors in the bathroom—and all right on schedule.

"Our total focus is delivering the highest-quality foods, the highest-quality drinks and a warm, welcoming and safe environment," said Lydia Cahill, co-owner of McSwiggan's.

With the help of National Grid, McSwiggan's is now able to do just that.

While the project cost \$46,393, National Grid offered an incentive of \$33,750—72.7% of the initial cost—leaving McSwiggan's to pay only the remaining \$12,643.



"While the costs of renovating were very high, the reimbursement program certainly helped with our actual budget and with keeping the costs down to a manageable level," Gannon said.

### Customer Service Makes the Small Business World Go 'Round

According to McSwiggan's, working with one of National Grid's local vendors to complete their renovations was a high point of their experience.



*National Grid installed Ecoer electric heat pumps to replace McSwiggan's existing HVAC system. By transitioning from natural gas to electric, McSwiggan's will be able to reduce greenhouse gas emissions while operating more efficiently.*

"Our local vendor who we ended up working with—Deborah—was extremely helpful," Sean Cahill said. "A lot of times when you're dealing with national companies and you send an email, then you have to send a second email, and then you have to send a third. It wasn't that way with Deborah. She made it very personal, even to the point of dropping off the check for the rebate. Having people like that involved with National Grid is a huge plus."

Even with high costs of renovation and the challenges that come with maintaining a small business after the pandemic, McSwiggan's still showed resilience—and National Grid helped clear the way.

"Running a pub restaurant is not easy," Lydia Cahill said. "It's our first foray into it. But we're certainly up for the challenge."



*McSwiggan's owners celebrate their completed renovations ahead of their much-anticipated reopening. When people come together, small businesses thrive.*

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