

national**grid**

# Our Small Business program leads to savings.

Let us show you how.

MASSACHUSETTS



# Cut your business' energy costs by up to 30% with our Small Business Services program.

**The Small Business Services program offers substantial incentives for:**

- A no-cost on-site energy assessment of your facility's energy using equipment
- A site-specific proposal with recommended energy efficiency measures
- Turnkey equipment installation at your convenience
- Removal and environmentally friendly disposal of fluorescent lights and ballasts from your facility

**Available energy efficiency equipment may include:**

- Lighting upgrades
- Lighting occupancy sensors
- Gas measures (for natural gas customers)
- Refrigeration efficiency measures
- Site-specific custom projects
- Heat pumps
- Weatherization insulation and air sealing
- HVAC upgrades



# Customer Case Studies

See how two local companies have benefitted from our energy efficiency programs.

## McSwiggan's Pub and Restaurant Weymouth, MA

**Annual Energy Savings = Approximately 904 therms saved annually**

As the new owners of McSwiggan's prepared for the restaurant's reopening, they needed a new HVAC system installed in a short timeframe at a low price point. National Grid recommended the installation of air-source heat pumps to replace existing natural gas heating sources.



*"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."*

— Noel Gannon, Co-owner of  
**McSwiggan's Pub and Restaurant**

### The project:

- Old HVAC system removed
- Three heat pumps installed
- The switch to heat pumps reduced greenhouse gas emissions
- Lights also were replaced with LED
- Motion sensors installed in the bathrooms

**National Grid incentives of \$33,750 helped to offset the total project cost of \$46,393.**



To start with a no-cost energy assessment and learn about other offers,

## Cascade School Supplies North Adams, MA

**Annual Savings = 113,872 kWh annually / approximately \$30,000 a year**

Employees at Cascade School Supplies were concerned about the lighting of the facility. After an energy assessment which explored Cascade's gas and electric consumption, lighting fixtures and HVAC systems, a project design was created based on Cascade's desired goals.



*"Cascade watches all of its pennies. It is an older company and we do fairly well with our bidding, but as other expenses arise in Massachusetts, such as minimum wage and health insurance, we all know those are pinch points in the economy. So to see an annual savings of over \$30,000 every single year because we've partnered with National Grid and Energy Source is just amazing for us."*

— Peter Cote, president of Cascade School Supplies

### The project helped to:

- Boost employee productivity and morale
- Improve workplace safety
- Reduce migraines
- Conserve energy with motion sensors in lesser used areas of the facility

**NationalGrid incentives delivered \$98,100 incentives toward the \$110,887 total project cost.**



# Incentives and On-bill Repayment

When you install the efficiency measures recommended from your no-cost, onsite assessment, National Grid will pay up to 70% of the installation and equipment costs.

For eligible customers, the balance can be placed on your monthly electric bill. Or, pay in one lump sum and receive an additional 15% discount.

## Eligibility Criteria:

- **Electric:** Average annual usage of 1.5 million kWh (in aggregate by customer) or less
- **Gas:** Average annual usage of 40,000 therms (in aggregate by customer) or less

## Use your own contractor or ours.

Energy-efficiency upgrades may be performed by your contractor, providing they sign on under our program.

Contact our Customer Directed Option Regional Program Administrator (CDO RPA) at **401-784-3700** or **info@ngcdo.com** to determine eligibility.

**nationalgrid**

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