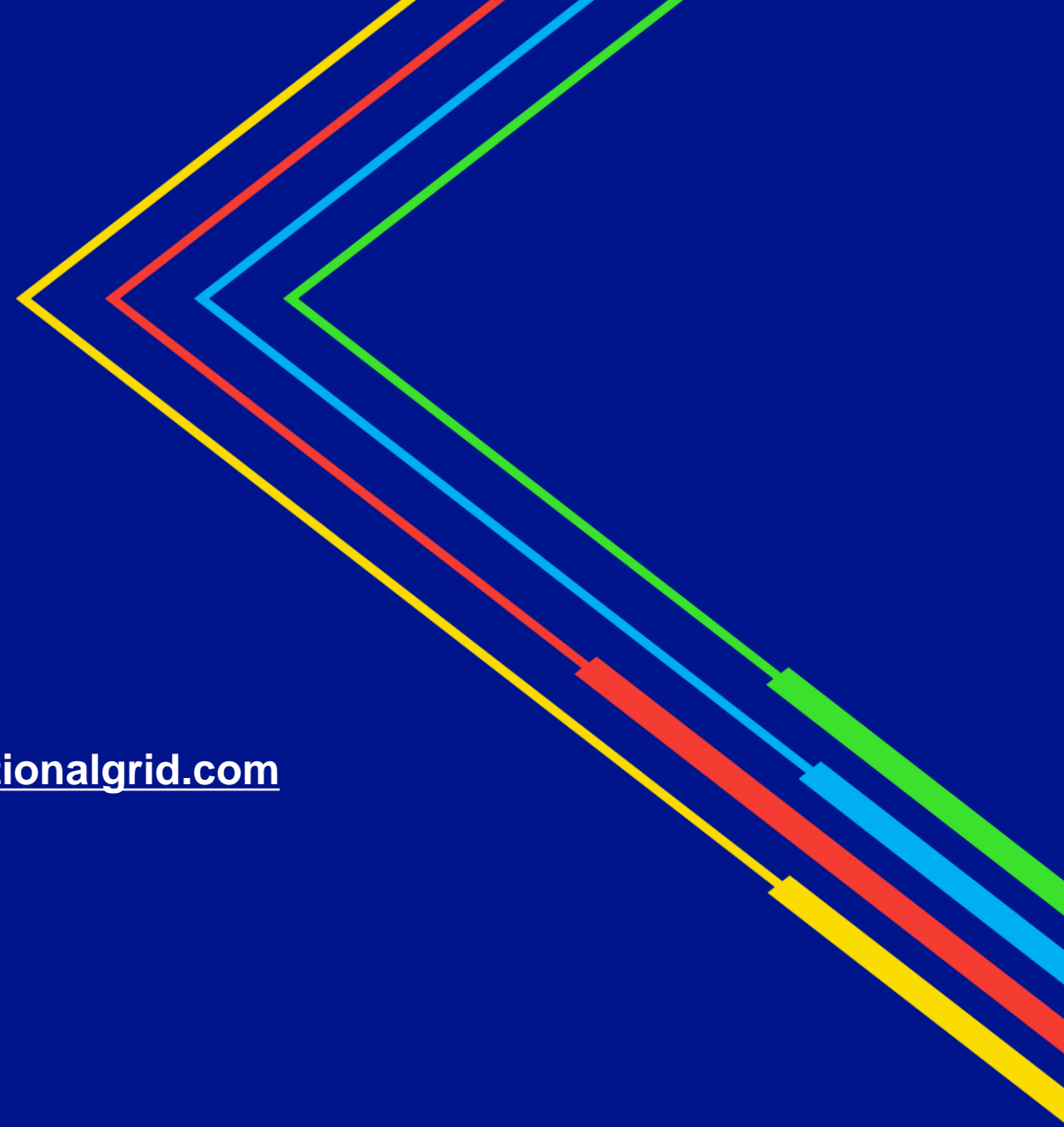


# June 2024 PEX Meeting

June 26, 2024

Mathew McCarthy [mathew.mccarthy@nationalgrid.com](mailto:mathew.mccarthy@nationalgrid.com)

national**grid**



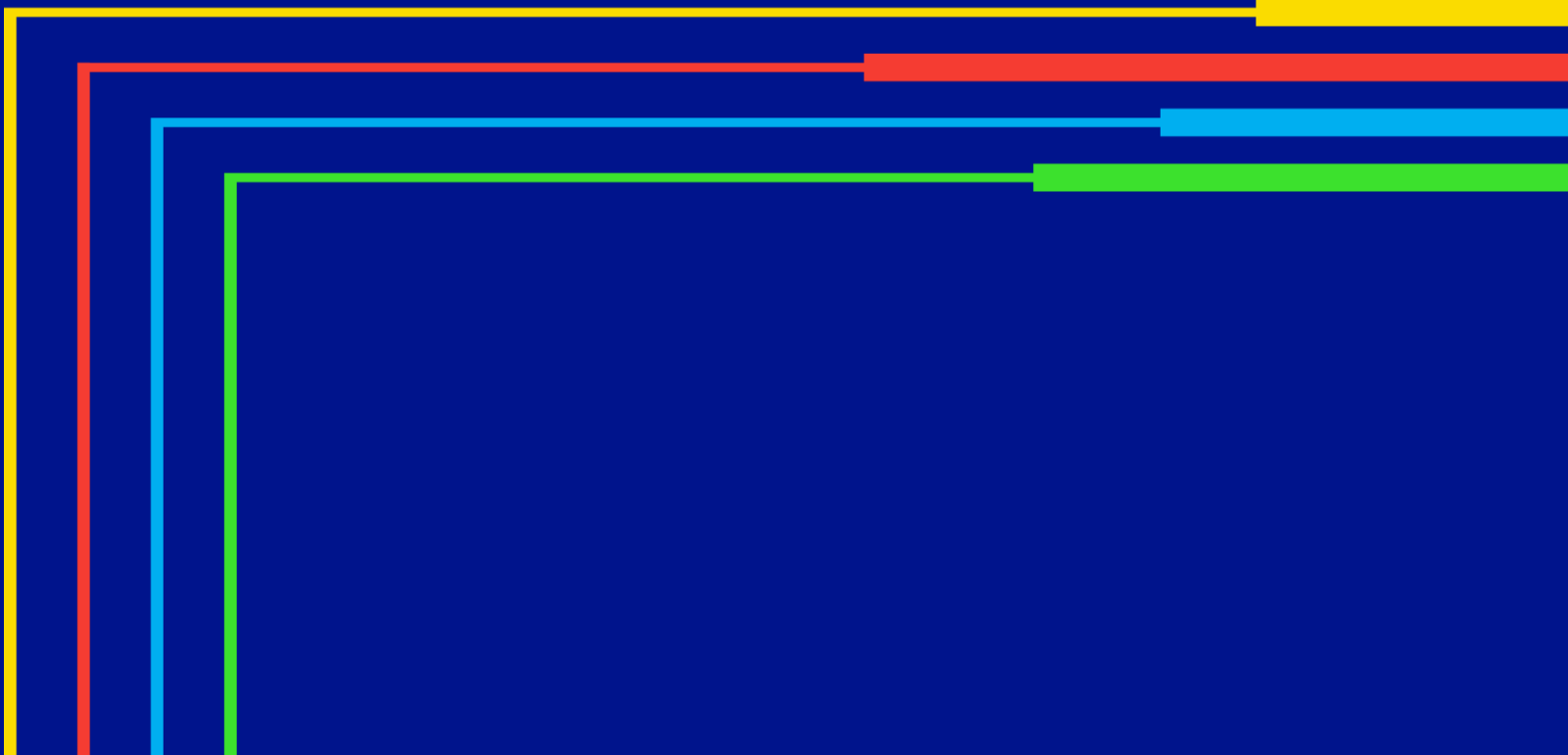
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<b>06</b>	Looking Forward - 2024 Meeting Dates

# 01

## Safety Moment – Swimming in Oceans

Wayne Burgess [wayne.burgess@nationalgrid.com](mailto:wayne.burgess@nationalgrid.com)



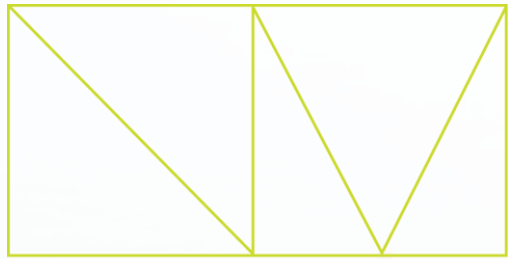
# 02

## BABA and Davis Bacon Update

Naomi Mermin [naomi@naomimermin.com](mailto:naomi@naomimermin.com)

national**grid**





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CONSULTING

# BABA & DAVIS BACON UPDATE

*June 26, 2024*

- INTRO

BABA  
REQUIREMENTS

## FEDERAL FUNDING

NGRID supporting municipalities to access historic funding

- Lowell – EPA Climate Pollution Reduction Grant (CPRG), DOE C-Site
- Boston, Chelsea, Lowell Housing Authorities for EPA CPRG
- Everett – DOE C-Site, Buildings Up

***There are strings attached to the funding***



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CONSULTING

# STRINGS

## DAVIS BACON

- Already required in Massachusetts for municipalities
- This will expand the requirement to all projects funded in part with the grant funds – including non-municipal buildings

## BABA Build America Buy American

- Requires **iron, steel, manufactured products**, and construction materials used in federally funded **infrastructure projects to be produced in the United States**.
- “Infrastructure” is defined broadly,
- **All iron and steel** used in the project is produced in the United States, from the initial melting stage through the application of coatings, occurred in the United States.
- **Manufactured products** must be manufactured in the U.S. & the cost of components manufactured in the US must exceed 55 percent of the cost of all components.

INTRO

- DAVIS BACON - BABA

QUESTIONS



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## INTRO

Federally funded infrastructure projects. This includes: **buildings and real property**, water systems, energy generation, transport, and distribution (including EV charging), roads, highways, and bridges, public transportation, dams, ports, harbors, and other maritime facilities, intercity passenger and freight railroads, broadband infrastructure.

Does not apply to: tools, equipment, and supplies, such as temporary scaffolding brought into the construction site and removed at or before the completion of the infrastructure project or equipment and furnishings, such as movable chairs, desks, and portable computer equipment.

## • BABA REQUIREMENTS

## QUESTIONS

Requirements must flow down to all sub-awards, all contract, subcontracts, and purchase orders for work performed under the infrastructure project.

Prime recipients must document BABA compliance: prime recipients must keep these certifications with the award/project files and be able to produce them upon request from DOE, auditors or Office of Inspector General.



# WAIVERS

Small Grants (Under \$250,000)

Public Interest

Non-availability

Unreasonable Cost

INTRO

- BABA  
REQUIREMENTS

QUESTIONS



NAOMI MERMIN  
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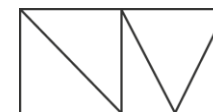
# Questions?

- Have any of you run into BABA or know anyone who has started the process?
- Other questions?

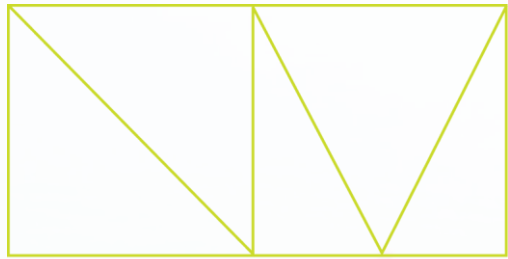
INTRO

BABA  
REQUIREMENTS

QUESTIONS



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o: 207 775-1927

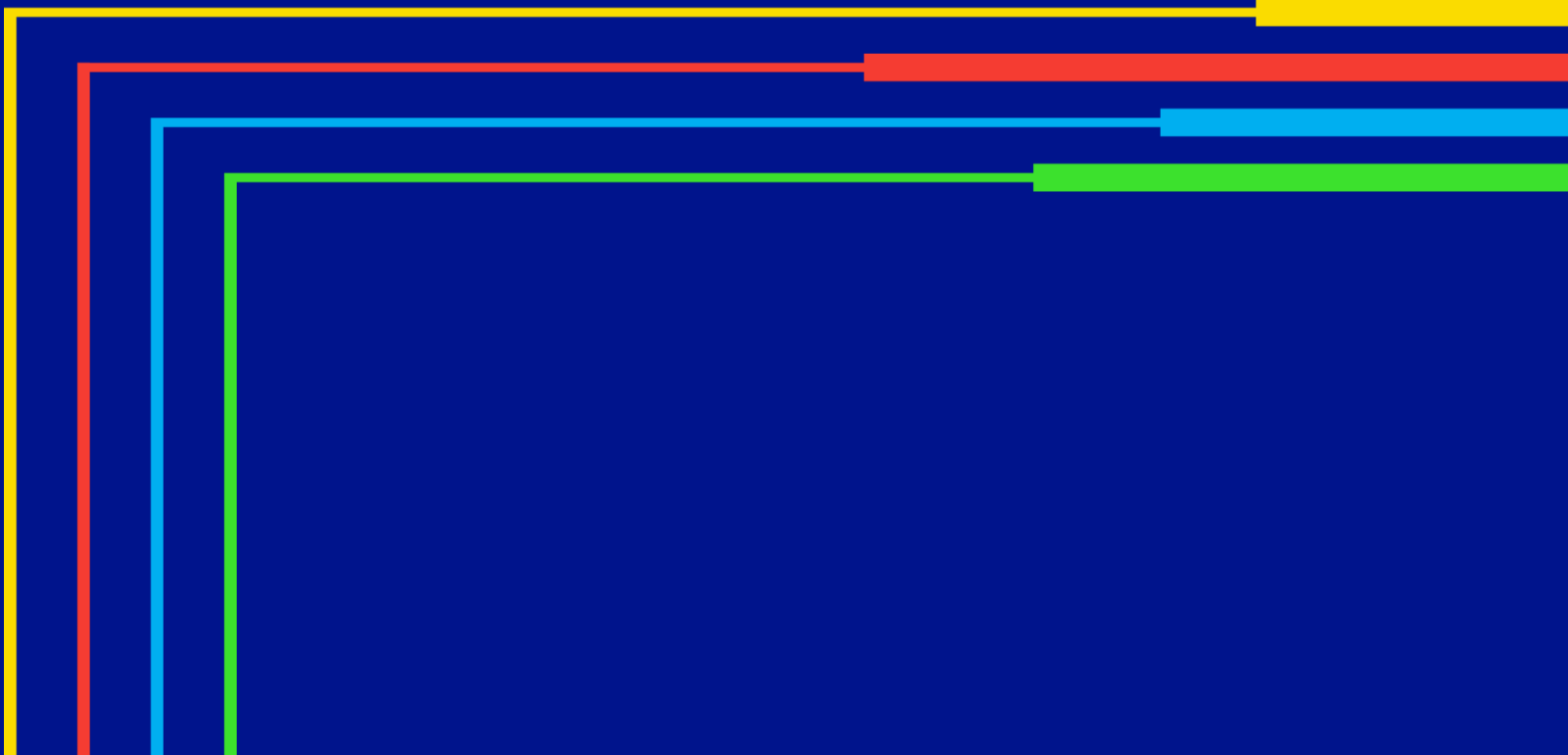
c: 207 253-9627

# 03

## Verdant Low-Cost Financing Electrification Program

Joshua Patton [jpatton@verdantcc.com](mailto:jpatton@verdantcc.com)

Christopher Herman [cherman@verdantcc.com](mailto:cherman@verdantcc.com)



national**grid**



VERDANT  
COMMERCIAL CAPITAL

*Agility. Expertise. Growth.*

*A Presentation For*

# *National Grid MA Electrification*

June 26, 2024



# Introduction to Verdant Commercial Capital

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As the 6th largest independent equipment finance company in the United States, we have the expertise and discipline of a bank, but the flexibility of an entrepreneurial independent.

- \$2.5 billion + in funding since Verdant's inception in July 2017
- Experienced Energy Efficiency / Electrification Team
- Private equity backed company by two large insurance companies and a family office
- Staying true to the mission of helping our contractor partners achieve their goal of closing more EE projects through financing.
- Doing the right thing / Conducting business the right way.



# Utility / Green Bank / State Agency Programs

---



national**grid**

gogreen  
FINANCING™



NYS Clean Heat  
**Statewide Heat Pump Program**





# Low-Cost Financing Program Overview

**nationalgrid**

Low-cost financing with \$0 down can help you realize the possibilities of energy solutions.

**We're here to help make energy solutions more affordable with low-cost financing.**  
We're making it easy to pay for natural gas energy-efficiency upgrades by teaming up with Verdant Commercial Capital to offer low-cost financing. Low-cost financing can be as low as 0% interest for 24 or 36 months, or 1.99% interest for 48 or 60 months – all with \$0 down. Caps on the National Grid interest buydown apply.\*

**Benefits include:**

- 100% financing with no payment down
- Positive cash flow
- Monthly energy savings help make the payments

**Put energy solutions to work for your business.**  
Investing in energy-saving upgrades delivers benefits that can help you refocus your resources in the areas that matter most.

- Lower operation and maintenance costs
- Higher asset value
- Greater employee and customer satisfaction
- Improved productivity

**Get an extra boost with programs and incentives.\*\***  
We offer financial incentives on the purchase and installation of a variety of energy-efficient equipment to help bring down the cost of upgrading.

Pipe Insulation

HVAC Upgrades

EMS

Custom Projects

**Take advantage of our quick and easy process for energy efficiency projects.**

- One-page application can be submitted electronically
- Flexible payment terms with fixed rates
- Most credit decisions within two hours

**Financing Program Requirements**

- Caps on the National Grid interest buydown apply.\*
- Energy-efficiency projects in National Grid's Massachusetts Natural Gas Commercial and Industrial programs are eligible for this low-cost financing.

**Seize the opportunity today.** Call: 1-800-787-1706 Email: [efficiency@nationalgrid.com](mailto:efficiency@nationalgrid.com)  
Program and Incentives Information: [ngrid.com/business](http://ngrid.com/business)

\* In order to qualify for the low interest offer, the interest amount on the loan must be less than the amount of the energy efficiency incentive, and the interest amount divided by the project savings cannot add more than \$0.50 them to National Grid's costs for underwriting the project. Blended rates maximize the interest buy down to receive low-interest, below market rates and are available for projects that exceed the cap.  
Financing and streamlined application decisions subject to credit parameters. Rates and buydown amounts subject to change without notice. Neither Verdant Commercial Capital nor National Grid is the agent of the other. Verdant Commercial Capital, not being the manufacturer, seller or distributor of the property being financed, makes no representation or warranty concerning it, including any representation or warranty related to energy efficiency, cost savings or positive cash flow related thereto. Financing described herein is available only for National Grid customers' project to purchase qualifying energy-efficient equipment, fixtures, systems and other measures. All projects must receive prior approval from National Grid. Incentive program is only available until the funds in the National Grid program have been exhausted.  
\$206 processing fee charged to customer with first payment. To avoid a monthly non insurance fee customer can provide their business's certificate of insurance to show proper coverage of equipment financed.  
\*\* Incentives vary by region.

EE9719 MA (1/1/23)

## Electrification Financing Program

*“Interest rates are bought-down by National Grid to as low as 0%, depending on the project’s energy savings and incentives available.”*

- Doesn't affect the amount of incentive, the bought-down financing is an extra bonus.
- Not On-Bill, Verdant will bill customers monthly (or automatically if ACH payments set up).
- Available for Custom or Prescriptive Projects
- Financing can be combined with other non-electrification measures (buy-down only available for C&I Gas or Electrification measures)






# Payment Quoting Tools

MA Electrification Program  
Low Cost Financing Program

**nationalgrid**



**Large Business Program**

[Get Payments](#)

C&I Gas IRBD  
Low Cost Financing Program

**nationalgrid**

[Get Payments](#)

Low Cost Financing Program

Type

Equipment

Financing

Summary

Amount Requested

Type \* Heat Pump

Equipment Description

Financed Components	Amount
Total Project Cost \$*	\$300,000.00
National Grid Incentive \$*	\$100,000.00
Financed Amount Total	\$200,000.00


Miscellaneous Items	Amount
Total Net Lifetime MMBtu's Saved*	3,500.00

Back to Rate Card

Next

**nationalgrid**

**Quote**

  
**VERDANT**  
COMMERCIAL CAPITAL

**Vendor Information**  
Charlie O'Neil  
Energy Resources USA, LLC  
(860) 555-5555  
coneill@energyresourcesusa.net

**Customer Information**  
Jane Doe  
ABC Company  
(248) 555-5555  
info@abccompany.com

**Quote ID** 210243      **Quote Date** 5/28/2024

**Contact Information**  
Chris Herman  
Relationship Manager  
Verdant Commercial Capital  
513.813.0288 (Direct)  
248.418.1327 (Mobile)  
cherman@verdantcc.com

**Expiration Date** 6/27/2024

**MA Electrification Program - Low Cost Financing Program**

<b>Amount Financed</b>	\$200,000.00	<b>Total Project Cost \$</b>	\$300,000.00
<b>Equipment</b>	Heat Pump	<b>National Grid Incentive \$</b>	\$100,000.00

Term	Rate	Monthly Payment	
24 month	0.000%	\$8,333.33	<a href="#">Apply Now</a>
36 month	1.743%	\$5,706.10	<a href="#">Apply Now</a>
48 month	3.643%	\$4,483.97	<a href="#">Apply Now</a>
60 month	4.651%	\$3,742.39	<a href="#">Apply Now</a>

**Notes**

**Terms and Conditions**  
Rates are good for 30 days from date of the credit approval. A documentation fee of \$295 will apply for all transactions. All transactions are subject to credit approval by Verdant Commercial Capital and execution of all required documentation. Published payment factors are subject to change without notice.



# Qualifying Customers Payment Terms

2 or 3 methods to determine the National Grid subsidy available to buy-down a customers payment terms:

Custom – the lessor of:

- 25% of the incentive
- \$8 per net lifetime MMBtu
- Cost to buy down to 0% for 5 years

Prescriptive – the lessor of

- 25% of the incentive
- 0% for 5 years

**Before** you present the project proposal to your customer, enter in the project details:

- Total Project Cost
- National Grid Incentive
- Total Net Lifetime MMBtu's (if it's a Custom project)

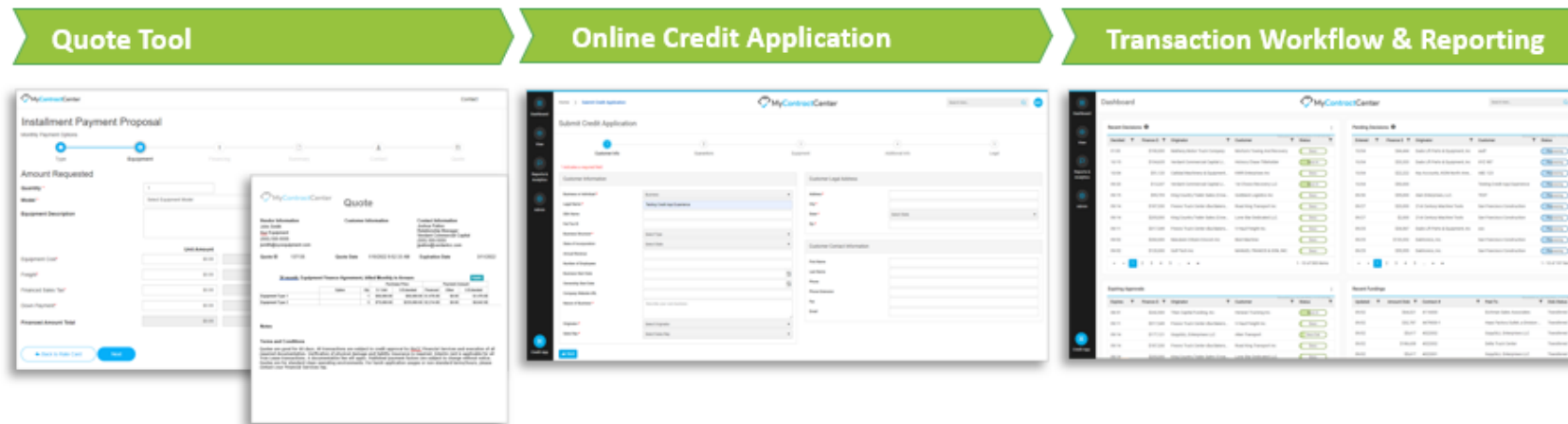
Then, check the Subsidy Amount column for the lowest cost method and choose payment options to show the customer.

Options for Financing \$200,000.00 of Heat Pump

Drag a column header and drop it here to group by that column

▼	Product	▼	Subsidy / Method	▼	Term	▼	Frequency	▼	Timing	▼	Rate	▼
<input checked="" type="checkbox"/>	Equipment Finance Agreement		Subsidy for 0% of \$23,619.89		24		Monthly		Arrears		0.000	
<input type="checkbox"/>	Equipment Finance Agreement		Subsidy for 0% of \$29,617.00		36		Monthly		Arrears		0.000	
<input type="checkbox"/>	Equipment Finance Agreement		Subsidy for 0% of \$37,383.79		48		Monthly		Arrears		0.000	
<input type="checkbox"/>	Equipment Finance Agreement		Subsidy for 0% of \$44,128.07		60		Monthly		Arrears		0.000	
<input checked="" type="checkbox"/>	Equipment Finance Agreement		Subsidy for 25% of National Grid Incentive of \$25,000.00		36		Monthly		Arrears		1.743	
<input checked="" type="checkbox"/>	Equipment Finance Agreement		Subsidy for 25% of National Grid Incentive of \$25,000.00		48		Monthly		Arrears		3.643	
<input checked="" type="checkbox"/>	Equipment Finance Agreement		Subsidy for 25% of National Grid Incentive of \$25,000.00		60		Monthly		Arrears		4.651	
<input type="checkbox"/>			Subsidy for Total Net									

# Simple Financing Process



- **Online tools** to facilitate easier vendor sales
- **Solutions** throughout the transaction lifecycle
- Support for **private label and co-branding**
- **Real-time information** and deal transparency
- **Robust reporting** capability
- **Secure environments** with self administration

## Contact Information – Verdant Energy Team

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586.201.9699

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Chris Herman  
248.418.1327

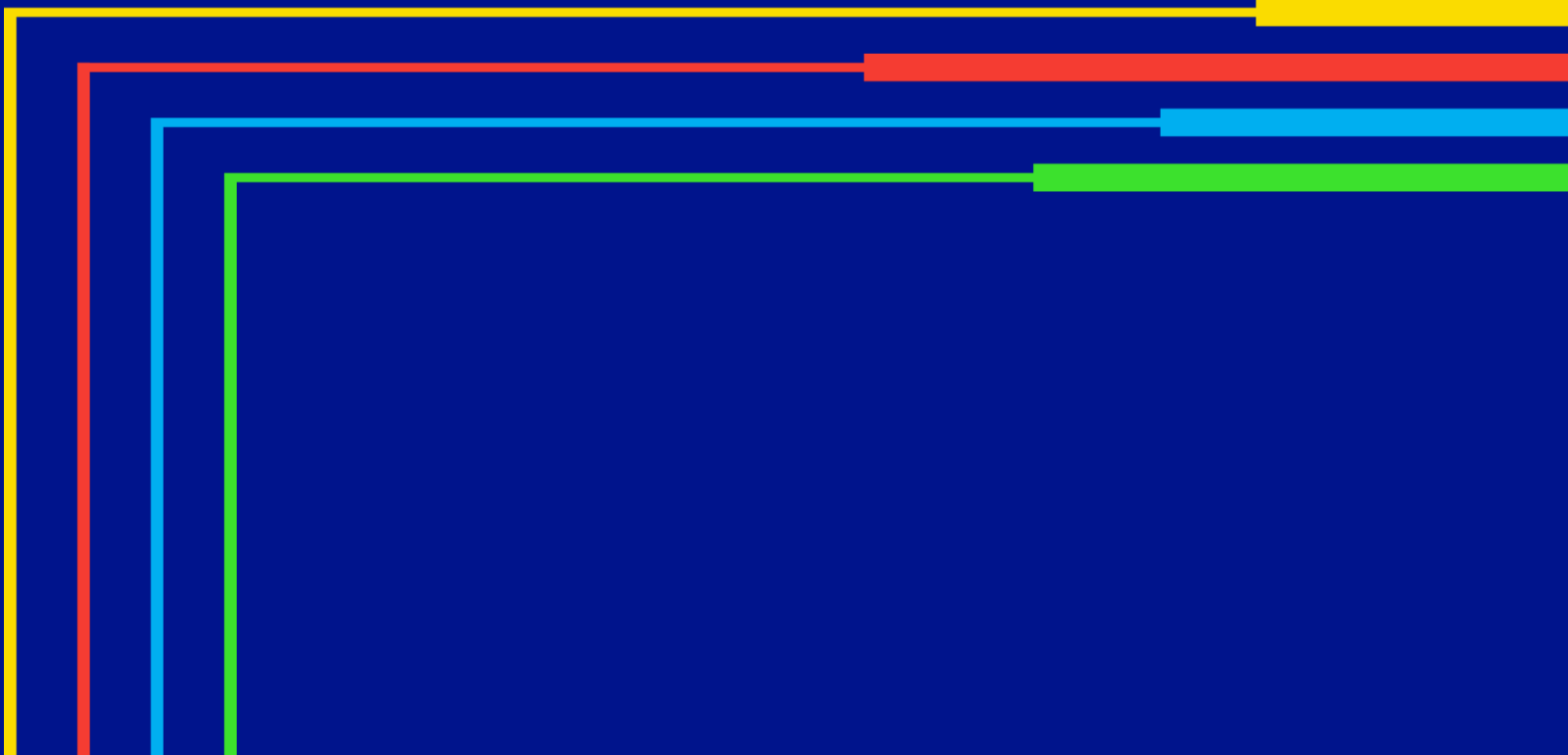
[cherman@verdantcc.com](mailto:cherman@verdantcc.com)



# 04

## PEX 2024 Goals and Progress

Mathew McCarthy [Mathew.mccarthy@nationalgrid.com](mailto:Mathew.mccarthy@nationalgrid.com)



# PEX 2024 Goals and Progress

## CY 2024 PEX Progress (As of 6/21/24)

Key Performance Indicators	Goal	Paid	P(%G)	Forecast	Fc(%FG)
Electric Savings (NLT MWH)	82,450	33,496	41%	197,021	239%
Gas Savings (NLT Therms)	1,674,970	410,663	25%	3,311,813	198%
Electric Electrification (NLT MMBTu)	49,510	4,846	10%	24,241	49%
Gas Electrification (NLT MMBTu)	64,490	3,220	5%	78,905	122%

- **Individual PEX Goal Progress Reports**
  - Available on request
- **ECD accuracy**
  - ECDs are used for forecasting, please confirm they are accurate.

# 05

## Quick Hits and Reminders

Mathew McCarthy [Mathew.McCarthy@nationalgrid.com](mailto:Mathew.McCarthy@nationalgrid.com)

## Quick Hits and Reminders:

- **Recent/Upcoming Trainings:**
  - Custom Screening Tool/Training – Trainings are complete and the updated tool has been shared.
  - Mass Save events and trainings can be found on the Mass Save website [here](#).
  - BERDO/BEUDO Training - Please provide specific topics of interest for organizing the session.
- **Co-Branding License Agreement Update:**
  - Ensure compliance with the co-branding guidelines and submit marketing materials for review and approval.
- **Commercial Heat Pump Application:**
  - All PEXs should use the National Grid specific heat pump application, available [here](#).
  - Avoid processing PEX applications through third-party vendors. Work directly with your account representative.
- **InDemand Application:**
  - For gas applications and associated apps, mention your PEX status when emailing your National Grid deal team apps and supporting documentation.
- **Certificates of Insurance (COIs):**
  - Requests are being sent for updated COIs



# Quick Hits and Reminders:

- **PEX Landing Page**
  - <https://www.nationalgridus.com/MA-Project-Expediter-Program>
- **Tech Check Requirement:**

## **Out of Scope:**

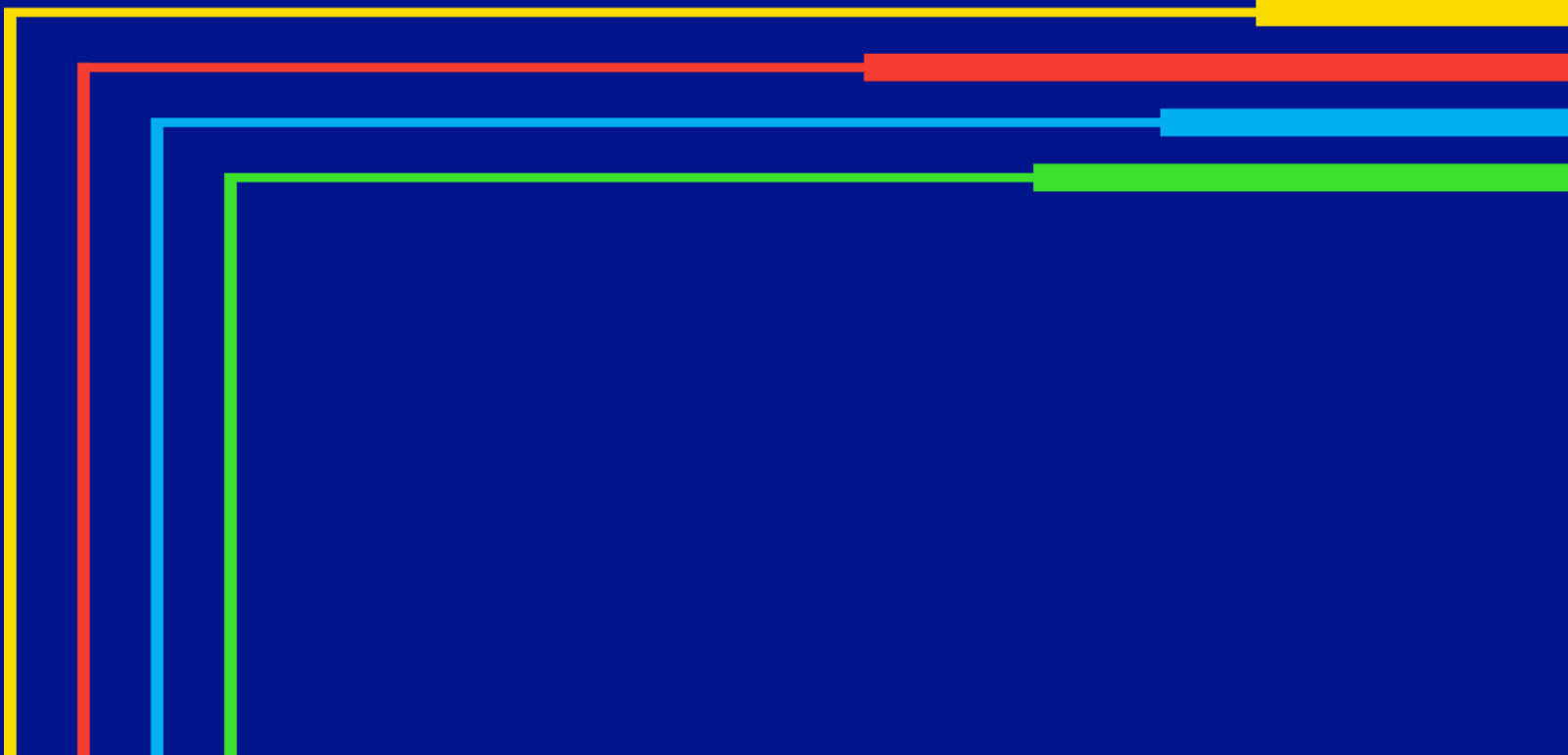
The following measures do not require a Technical Check form to be completed:

- |                   |  |
|-------------------|--|
| • Steam traps     | • Kitchen hoods                                  |
| • Custom lighting | • EMS/BMS  |
| • Transformers    | • Custom expedited measures and ESPO measures in |
| • Weatherization  | Energy Smart Grocer (ESG) & Serve Up Savings     |
| • Pipe insulation | (SUS) Programs                                   |
|                   | • New Construction                               |

# 06

## Looking Forward – 2024 Meeting Dates

Mathew McCarthy [Mathew.McCarthy@nationalgrid.com](mailto:Mathew.McCarthy@nationalgrid.com)



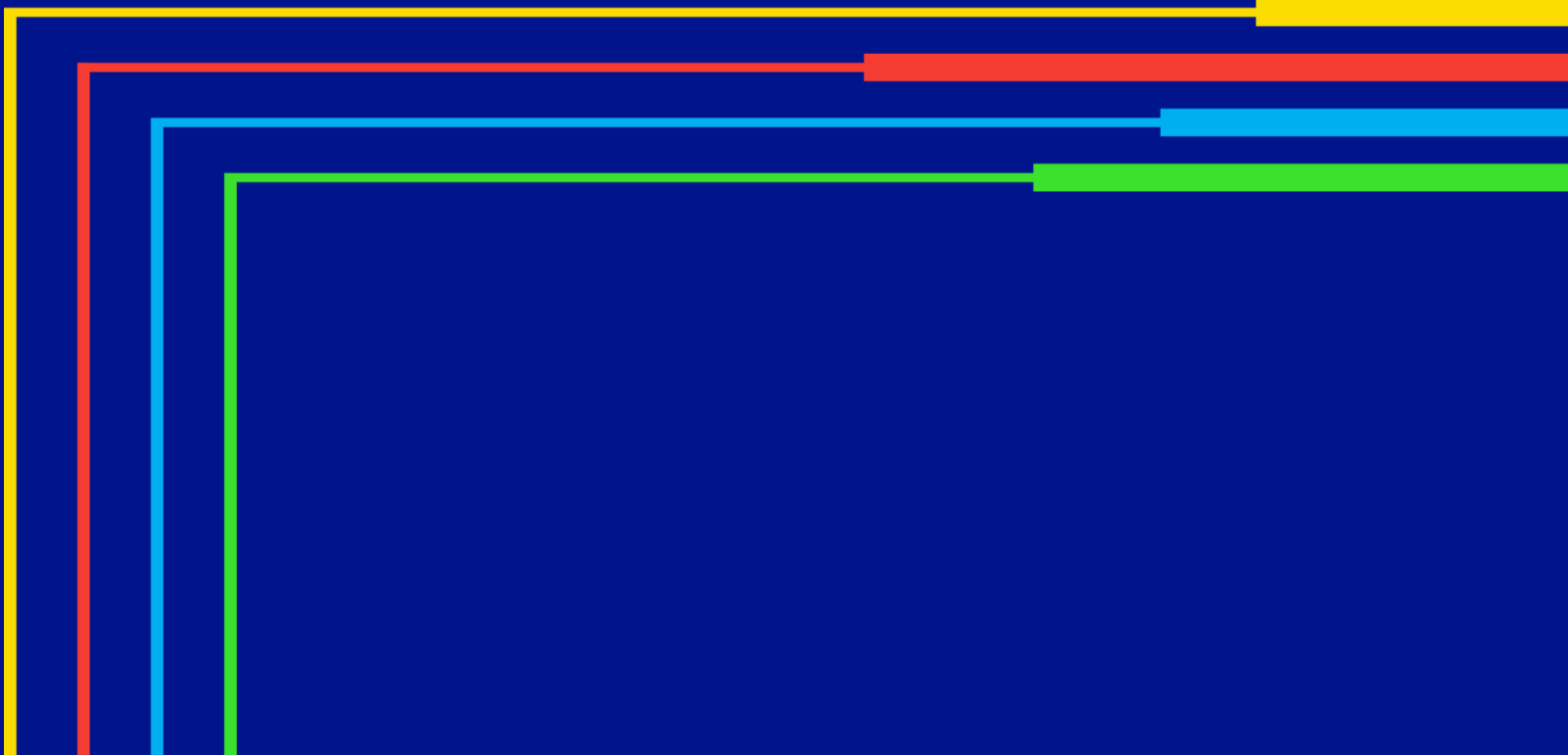
# 2024 Meeting Dates

## Meeting Schedule

- ~~July 24, 2024~~ — NO JULY MEETING!
- August 21, 2024
- September 18 **16 (MONDAY)**, 2024 — In-Person Meeting, Northborough
- October 23, 2024
- November 20, 2024

# Thank You!

Be Safe



national**grid**