

An aerial photograph of a residential development, likely a college town or university campus, featuring several large, multi-story buildings. Many of the buildings have solar panels installed on their roofs. The area is surrounded by dense trees and greenery. The image is overlaid with a semi-transparent dark blue filter.

Greener Homes NH

ELM GROVE COMPANIES

CASE STUDIES AND ADVICE FOR MULTIFAMILY ENERGY INCENTIVES

Bottom Line Up Front



Energy incentives create real benefits for owners, residents, and environment



There are many programs, can be complex to navigate and funding sources change frequently

But stick with it! Work with your utilities, contractors, NH Saves, and NH Housing.



Elm Grove has utilized several incentive programs for over 10 years on a wide variety of buildings.



Goal – Conversationally walk through some case studies and allow for Q&A

Case Study – Country Brook Apartments

Rochester NH, 96 units

Existing Conditions

- Built in 1989
- Electric resistance baseboard
- Through-wall ACs
- Units not updated since original construction





Project Plan

- Convert property from market rate to affordable/workforce through the Low Income Housing Tax Credit (LIHTC) Program administered by NH Housing
- Remodel all unit interiors, kitchens, baths, etc.
- Doors/Windows/Sliders
- Fire protection, new alarms and sprinkler heads, water leak detection/prevention
- Perform significant energy efficiency improvements
- Remodel common area hallways, laundry rooms
- Cure deferred maintenance items

Energy Programs

Program - Low Income Home Energy Assistance Program

- Eligible since property was converted to 100% affordable/workforce housing
- 100% of below scope covered by the program
- Scope of Work following Energy Audit
 - Added Insulation & Air Sealing
 - Replace all lighting
 - Install low flow water fixtures
 - Replace electric baseboard and through wall ACs with minisplit heat pumps
 - Replace bath fans
 - Replace refrigerators

Solar PV Installation

- Installed rooftop arrays on all buildings. 30% Solar Tax Credit
- Projected to offset most of the energy usage of all-electric property
- Use most of the energy generated onsite, avoid value discount of net-metering



EVERSOURCE



Benefits

Owner Benefits

- Significant source of funds for overall property renovation and update
- Reduced operating costs, increased NOI allowed for project feasibility

Resident Benefits

- All utility costs included in rent (restricted per AMI)
- Budget stability for entire year
- Comfortable heating, cooling, and ventilation

Environmental Benefits

- Reduced consumption
- On-site generation
- Total net consumption a fraction of before



Other Case Studies

Gresley

- Manchester NH, 39 Units
- Weatherization incentive program through NH Saves
- 1910 construction, significant insulation upgrades
- Owner paid heat and hot water, 30% savings
- Approximately 40% rebate incentive through NH Saves

230 Wilson

- Manchester NH, 9 Units
- Weatherization incentive program through NH Saves
- Early 1900s construction, significant insulation upgrades
- Resident paid heat and hot water, 35% savings
- Approximately 40% rebate incentive through NH Saves





Other Case Studies

Wadleigh Falls

- Newmarket NH, 57 Units
- Low Income Home Energy Assistance Program
- Same benefits as Country Brook
- New boiler and hot water equipment
- 100% paid by program

River Hill

- Hooksett NH, 70 Units
- Low Income Home Energy Assistance Program
- Same benefits as Country Brook
- New boiler and hot water equipment
- 100% paid by program



Other Case Studies

Chase Block

- Manchester NH, ~50,000 sqft of commercial space
- Lighting retrofit incentive through NH Saves covered approximately 40% of new lighting costs throughout building

New equipment

- Various properties benefit from equipment rebates for high efficiency equipment including boilers, minisplits, etc.



Advice

Diligence	Do your due diligence and understand the programs.
Assumptions	Make reasonable assumptions on cost and benefit.
Think Critically	Think critically and ask good questions. Many times, there can be some flexibility in scope and/or presentation from contractors or others.
Communicate	Communicate with residents early and often about the benefits. Some work can be inconvenient or even invasive.
Help	Help residents with paperwork to qualify for fuel assistance for Low Income Home Energy Assistance Program. It can take some work, but it's a big win-win.

Questions?
