



It's your business, it's your Co-op...
Let's work together!

Sweet Success: Bascom Maple Farms Taps Into Energy Efficiency



Bascom Maple Farms is not your grandfather's sugar shack...unless your grandfather gathers sap from 105,000 taps and uses reverse osmosis machines to produce 45,000 gallons of maple syrup a year. That kind of production takes energy, and lots of it. That's why

energy efficiency has become nearly as important to Bascom's bottom line as the syrup and maple sugar products that have made them famous.

Since 2011, the Alstead-based operation has worked with New Hampshire Electric Co-op (NHEC) to install energy efficiency measures that are saving 177,577 kilowatt-hours (kWh) of electricity per year. At an average price of 15 cents per kWh, that's an annual savings of more than \$26,000. Much of that savings was achieved by switching to LED lights.

"The LED lighting seemed like a no-brainer," remarked Kevin Bascom, who, with his brother David and cousin Bruce Bascom, has turned the seven generation family farm into America's leading independent supplier of pure and organic private label maple syrup, the owner of the country's

#1 organic brand, as well as the leading purveyor of bulk maple syrup and bulk maple sugar products. The farm's newest building features LED lighting and controls that are saving 29,113 kWh per year – an annual savings of about \$4,300 over conventional fluorescent lighting. At another building, a lighting retrofit in 2018 replaced T8 fluorescents with LEDs, which saved an additional \$5,800 a year. The cost of both projects was offset by a \$32,459 rebate from NHEC's [Commercial & Industrial Retrofit Program](#).

Also in 2018, the Bascoms installed [high-efficiency air source heat pumps](#) to heat and cool the office space, which is attached to a large warehouse. After a full year of operation, "I haven't heard any complaints, and I would if there were," noted Kevin Bascom. "We're always looking for ways to help our members thrive and succeed," said NHEC President/CEO Steve Camerino. "Maple sugaring is a great New Hampshire tradition and we're proud to help a family business that's been doing it for more than 160 years."



Get to Know NHSaves

[NHSaves](#) is a collaboration of the state's four largest electric utilities that works to advance the efficient use of energy in New Hampshire. NHSaves has great ideas and resources to help you save time, money, and energy as part of your daily routine and business practices. Check out what NHSaves can offer your business:

[EVENTS LISTING](#)

NHSaves post links to energy-related workshops, conferences and other events happening around the state. You'll want to check this listing later this fall so you don't miss the popular "Energy Efficiency for Commercial Building Managers" seminars. These one-day intensive trainings are designed for facility managers, COOs, sustainability officers and energy budget managers. Thanks to NHSaves sponsorship, these \$160 programs are only \$20 for qualified participants!

[CASE STUDIES](#)

If you've got an energy-related challenge, chances are another New Hampshire business has experienced the same thing. NHSaves maintains an archive of energy success stories that profile local businesses and the steps they took to make better use of energy and resources.

[BLOGS](#)

Get expert advice from energy professionals on topics like energy project planning, refrigeration controls, HVAC systems, pump controls, energy efficiency for multi-tenant buildings and much more at NHSaves. An archive of nearly 30 blog posts will help you take advantage of programs and technologies to maximize your energy budget.

Cornish Elementary School Makes a SmartSTART on Energy Efficiency

Following the success of a three-year energy conservation project at the neighboring Plainfield Elementary School, officials at the Cornish Elementary School took a hard look at the little school that is home to 95 students.

“For a smaller footprint in Cornish, we were spending three times as much on energy costs as we did in Plainfield,” recalled Beth Bierwirth, Business Manager of the joint partnership of SAUs that oversee operations at both schools.



That realization was the start of a concerted effort to get the Cornish school’s energy costs under control. The timing of the project was right, Bierwirth said, matching the start of the town’s “Go Green” initiative. With energy conservation on the minds of town and school officials alike, “we started exploring every avenue where we can create energy savings,” Bierwirth said.

The school found a partner in New Hampshire Electric Co-op (NHEC), which started work with the school in 2016 on a replacement of outdoor lighting with highly-efficient LED lights. With a total project cost of \$6,650, an NHEC incentive of \$3,325 and annual energy savings of \$1,150, the LED project will pay for itself by the end of this year.

A project underway at the school this year has much bigger goals, and a bigger price tag - \$61,000 to replace indoor T8 fluorescent lighting with LEDs. To fund the project, the school turned to NHEC’s SmartSTART® program, which is providing a 6.5 year loan that is being paid back by the energy savings alone.

[SmartSTART](#) (Savings Through Affordable Retrofit Technologies) is an innovative financing tool that removes the upfront cost of energy efficiency improvements, allows the loan to be paid off by the energy cost savings of the installed measures, and even provides some positive cash flow during the payback period.

“It really made it easy to sell to our school board,” Bierwirth noted.

The project numbers speak for themselves:

- \$60,925 project cost
- \$30,000 NHEC Incentive
- \$30,925 net cost
- \$7,320 annual energy savings
- \$1,824 annual positive cash flow after loan payment
- 6.5 year loan

To learn more about NHEC’s Smart START program, [visit our website](#), or contact Program Administrator Joe Lajewski at lajewskij@nhec.com, or (603) 536-8663.

ABC’s of LEDs

- **LED lighting is the smart choice for schools!**
- **LED fixtures have a rated life of 50,000 – 75,000 hours. For a typical school, that’s a 20-40 year life span!**
- **Replacing fluorescent fixtures with LEDs can add up to \$4,000 or more in lifetime maintenance savings.**
- **Fluorescent lights contain mercury, a hazardous neurotoxin that requires special disposal. Switching to LEDs mitigates the risk to children and the local water supply.**
- **LEDs provide a better quality light. Better lighting has been shown to improve the overall learning environment.**

How Do I Utilize NHEC Energy Efficiency Programs?

NHEC offers its commercial and municipal members expert advice and, in many cases, substantial rebates and incentives that help you offset the upfront cost of energy efficiency improvements.

We offer [six different programs](#) that are designed to meet your specific needs.

- [New Equipment and Construction](#)
- [Equipment Retrofit](#)
- [Commercial Heating Equipment & Weatherization](#)
- [High Efficiency Heat Pumps for Heating & Cooling](#)
- [Heat Pump Water Heaters](#)
- [smartSTART Project Financing](#)

Whether you are looking to upgrade your lighting, motors or HVAC systems, we offer [incentives](#) and guidance to help achieve your business goals.



Take the Next Step!

Many efficiency improvements not only result in energy savings but also can reduce your overall operating costs. If you have a project in mind and would like to discuss options, please contact our Program Administrator, Joe Lajewski at (603) 536-8663; or lajewskij@nhec.com.

We would love to know what you think of our newsletter! Any feedback is greatly appreciated. Click below to tell us what you think!

**WE WANT YOUR
FEEDBACK!**

VISIT OUR WEBSITE

New Hampshire Electric Cooperative
579 Tenney Mountain Highway, Plymouth, NH 03264
1 (800) 698-2007
www.nhec.com

