

Maximize your savings.

No matter the size of your business or property, upgrading to high-efficiency commercial HVAC equipment lowers your operating costs and saves you money and energy over the long term.



High-efficiency equipment:

- Extends life span and requires less maintenance than traditional systems
- Regulates on-off cycles more efficiently so you use less energy
- Creates even and consistent temperatures for added comfort
- Conserves energy and reduces your environmental impact



Why it matters:

- 40% of the average commercial building's energy costs are related to heating, cooling and ventilation—equal to approximately 7% of total operating expenses.
- Improved comfort and air quality leads to happier employees and more returning customers.
- The average commercial customer saves \$2,600 over the lifetime of their new equipment when they choose to upgrade.



How to participate

Upgrading to high-efficiency commercial HVAC is easy.

1. Determine your HVAC needs.

Contact your contractor to find the heating and cooling solutions that are right for you.

2. Find a participating distributor.

Visit MassSave.com/CI-HVAC and search for participating distributors near you using our online tool.

3. Install new equipment and start saving.

Let the benefits of your high-efficiency equipment purchase work for you and enjoy long-lasting savings for your business.

WE ARE MASS SAVE®:



To learn more about savings in Massachusetts, visit MassSave.com/CI-HVAC

Instant discount is expected to be passed down to the end-use customer. Onsite verifications may be required.



Massachusetts Instant HVAC Incentives

Qualifying Minimum Efficiency and Incentive Levels

Effective January 1, 2022

Commercial Measures

Variable Refrigerant Flow (VRF)							
Type	Tier	Size Category ¹	Sub Category	Full Load Cooling Efficiency	Part Load Cooling Efficiency	Heating Efficiency ²	Minimum Customer Discount (\$/Ton)*
Water Source, VRF	1	≥ 65 kBtuh and < 135 kBtuh (≥ 5.4 Tons and < 11.3 Tons)	Split System	12.5 EER	22.0	4.4 COP	\$125.00
	2			12.5 EER	26.0	4.8 COP	\$175.00
Water Source, VRF	1	≥ 135 kBtuh and < 240kBtuh (11.3 Tons and < 20Tons)	Split System	11.0 EER	20.0	4.2 COP	\$125.00
	2			11.0 EER	24.0	4.8 COP	\$175.00
Water Source, VRF	1	≥ 240 kBtuh (≥ 20 Tons)	Split System	11.0 EER	17.0	4.0 COP	\$125.00
	2			11.0 EER	20.0	4.6 COP	\$175.00

Dual Enthalpy Economizer Controls (when installed with new qualifying equipment)

Equipment	Minimum Customer Discount/Unit*
Outside Air Economizer utilizing 2 enthalpy sensors	\$125.00

Electronically Commutated Motor (ECM) Circulator Pumps for Hydronic Heating or Service Hot Water Installations

ECM Pump Size	Minimum Customer Discount/Unit*	Total Incentive/Unit**
≤ 1/6 HP	\$100.00	\$100.00
> 1/6 HP and ≤ 3/4 HP	\$100.00	\$200.00
> 3/4 HP and ≤ 3 HP	\$200.00	\$400.00

High-Efficiency Condensing Units (HECU) for Refrigeration

Equipment Size	Customer Incentive (\$/HP)
≥ 1 HP and ≤ 3 HP	\$400.00
> 3 HP and ≤ 6 HP	\$200.00

HCR — Heating Capacity Ratio (17°F/47°F)

Massachusetts Instant HVAC Incentives

Qualifying Minimum Efficiency and Incentive Levels

Effective January 1, 2022

Commercial Measures

Air Source Air Conditioners						
Type	Tier	Size Category ¹	Sub Category	Full Load Cooling Efficiency	Part Load Cooling Efficiency	Minimum Customer Discount (\$/Ton)*
Air Source, AC	1	< 65 kBtuh (< 5.4 Tons)	Split System and Single Package	12.0 EER	15.0 SEER	\$30.00
	2			12.0 EER	17.0 SEER	\$90.00
Air Source, AC	1	≥ 65 kBtuh and < 135kBtuh (≥ 5.4 Tons and < 11.3 Tons)	Split System and Single Package	12.0 EER	13.5 SEER	\$30.00
	2			12.0 EER	18.0 SEER	\$100.00
Air Source, AC	1	≥ 135 kBtuh and < 240kBtuh (≥ 11.3 Tons and < 20 Tons)	Split System and Single Package	11.5 EER	13.0 IEER	\$25.00
	2			11.5 EER	17.5 IEER	\$75.00
Air Source, AC	1	≥ 240 kBtuh and < 760 kBtuh (≥ 20 Tons and < 63.3 Tons)	Split System and Single Package	10.1 EER	12.0 IEER	\$25.00
	2			10.1 EER	16.0 IEER	\$75.00
Air Source, AC	1	≥ 760 kBtuh (≥ 63.3 Tons)	Split System and Single Package	9.8 EER	13.0 IEER	\$25.00
	2			9.8 EER	16.0 IEER	\$75.00

Water/Evaporatively Sourced Air Conditioners and Heat Pumps							
Type	Tier	Size Category ¹	Sub Category	Full Load Cooling Efficiency	Seasonal/Part Load Cooling Efficiency	Heating Efficiency ²	Minimum Customer Discount (\$/Ton)*
Water Source, HP	1	Any Size	Split System and Single Package	14.0 EER	-	4.6 COP	\$37.50
	2			17.0 EER	-	4.6 COP	\$100.00
Water Source or Evaporatively Sourced, AC	1	< 65 kBtuh (< 5.4 Tons)	Split System and Single Package	13.5 EER	14.0 IEER	-	\$25.00
Water Source or Evaporatively Sourced, AC	1	≥ 65 kBtuh and < 240kBtuh (≥ 5.4 Tons and < 20Tons)	Split System and Single Package	13.0 EER	15.5 IEER	-	\$25.00
Water Source or Evaporatively Sourced, AC	1	≥ 240 kBtuh (≥ 20 Tons)	Split System and Single Package	12.5 EER	14.5 IEER	-	\$20.00

HCR — Heating Capacity Ratio (17°F/47°F)

Massachusetts Instant HVAC Incentives

Qualifying Minimum Efficiency and Incentive Levels

Effective January 1, 2022

Commercial Measures

Commercial PEI-Rated Efficient Water Pumps					
Pump Type	Pump Size Category (rated HP)	Measure Efficiency (PEI)	Energy Rating (ER)	Minimum Customer Discount (\$/HP/ER)*	Total Incentive (\$/HP/ER)**
Constant Speed	≥ 1 HP and < 5 HP	< 0.96	≥ 5	\$2.50	\$5.00
	≥ 5 HP and < 50 HP	< 0.96	≥ 5	\$1.25	\$2.50
	≥ 50 HP and < 200 HP	< 0.96	≥ 5	\$0.25	\$0.50
Variable Speed	≥ 1 HP and < 5 HP	< 0.49	≥ 52	\$0.50	\$1.00
	≥ 5 HP and < 50 HP	< 0.49	≥ 52	\$0.25	\$0.50
	≥ 50 HP and < 200 HP	< 0.49	≥ 52	\$0.05	\$0.10

Residential Measures

Residential Measures		
Equipment	Fuel Type	Customer Incentive (\$/Unit)*
Electronically Commutated Motor (ECM) Circulator Pumps	Electric	\$100.00
High-Efficiency Boiler Outdoor Reset Controls	Oil or Propane	\$100.00
High-Efficiency Boiler Outdoor Reset Controls	Natural Gas	\$225.00
Heat and Energy Recovery Ventilators (HRV/ERV)	Oil, Propane, or Natural Gas	\$500.00
Room-to-Room Response Units	Propane or Natural Gas	\$75.00

HCR — Heating Capacity Ratio (17°F/47°F)

Note: Sales that total 10 or more units OR \$8,000 or more in total initiative incentives must receive pre-approval to guarantee the incentive.

Residential: ECM pump sales that total more than 10 units must receive pre-approval. Boiler reset control and heat/energy recovery ventilator sales that total more than 2 units must receive pre-approval to guarantee the incentives.

¹Equipment capacity is AHRI rated capacity or capacity at AHRI rating conditions for units without an AHRI rating.

²Heating efficiency applies only to heat pumps.

*This is the minimum incentive amount that must be reflected in a price reduction for each eligible sale. Distributors are encouraged to use the remaining balance of the incentive to provide a further price reduction at any time.

**This amount includes the sales price discount. Instant discount is expected to be passed down to the end-use customer.

Onsite verifications may be required.

Please contact Energy Solutions, program implementer, with any questions at hvac-ne@energy-solution.com or (617) 440-5467.

By receiving the incentive during the purchase from an enrolled distributor, the equipment cannot be considered for any other incentive program from the Sponsors of Mass Save. Incentives and qualifying equipment are subject to change at any time.

For more program information, please visit MassSave.com/CI-HVAC.



Heat up your savings.

By using incentives offered by your Mass Save® Sponsor to upgrade to high-efficiency equipment, you can lower your operating costs while saving money and energy year round.

What are the benefits of upgrading?

High-efficiency water heaters:

- Extends lifespan and requires less maintenance than traditional systems
- Regulates on-off cycles more efficiently so you use less energy
- Conserves energy and reduces your environmental impact

How do I receive an incentive?

- 1. Ask your contractor to contact a participating distributor.**
Find a full list of participating distributors at MassSave.com/CI-water-heaters
- 2. Work with your contractor to provide accurate information.**
An installation address for your equipment must be provided by your contractor to the distributor. Instant point-of-sale discounts are provided directly to distributors by the Sponsors, and contractors are expected to pass those savings along to you.
- 3. Install your new equipment and start saving!**
Enjoy your high-efficiency upgrade in your business.

Effective April 1, 2022

Water Heaters					
Water Heater Type	Fuel Type	Input Rating	Required Efficiency		Customer Incentive
Storage	Natural Gas	≥ 75 Mbtuh	Thermal Efficiency ≥ 94%		\$2.00/Mbtuh
Tankless	Natural Gas	< 200 Mbtuh	Energy Factor ≥ 0.94 or Uniform Energy Factor ≥ 0.91		\$1.00/Mbtuh
Volume (Domestic Hot Water Boiler)	Natural Gas	≥ 75 Mbtuh	Thermal Efficiency ≥ 94%		\$2.00/Mbtuh
Indirect	Natural Gas	N/A	N/A		\$200/unit
Heat Pump Water Heaters					
Equipment	Sector	Existing Heating System Fuel Type	Size	Required Efficiency	Customer Incentive (\$/Unit)
Electric Heat Pump Water Heater (HPWH)	Residential*	Electric, Propane, Oil, or Natural Gas	≤ 80 Gallon	UEF ≥ 3.2	\$750
	Commercial**	Electric, Propane, Oil, or Natural Gas	≤ 80 Gallon	UEF ≥ 3.2	\$1,000
			81-120 Gallon	COP ≥ 3.6	\$2,200
Pool Heaters					
Equipment	Fuel Type	Required Efficiency		Customer Incentive	
Pool Heater	Natural Gas	Thermal Efficiency ≥ 84%		\$2.00/Mbtuh	
High-Speed Clothes Washers					
Equipment	Fuel Type	Required Efficiency		Customer Incentive	
High-Speed Clothes Washer	Natural Gas	≥ 200G		\$4.00/lb. capacity	

The existing heating system fuel type is required to be provided upon submittal. * Note: To qualify for incentives, equipment must be sold for installation at a dwelling that pays a residential rate for electricity or natural gas through one of the Sponsors (Berkshire Gas, Cape Light Compact, Eversource, Liberty, National Grid, and Unitil) in Massachusetts and must not already be receiving heat pump water heater incentives through another program. ** Note: To qualify for incentives, equipment must be sold for installation at a business that pays a commercial rate for electricity or natural gas through one of the Sponsors (Berkshire Gas, Cape Light Compact, Eversource, Liberty, National Grid, and Unitil) in Massachusetts and must not already be receiving heat pump water heater incentives through another program. Customers serviced by a municipal electric or gas company in Massachusetts are not eligible for an incentive. Onsite verifications may be required.

Please contact Energy Solutions, program implementer, with any questions at heat-ne@energy-solution.com or 617-440-5468.

WE ARE MASS SAVE®:





Midstream Residential Heat Pump Water Heaters

\$750 Instant Customer Rebate

Equipment Eligibility

- UEF must be ≥ 3.2
- Capacity must be ≤ 80 gallons

Customer Eligibility

- Equipment must be sold for installation at a dwelling that pays a residential rate for electricity or natural gas from a Sponsor (Berkshire Gas, Cape Light Compact, Eversource, Liberty, National Grid or Unitil) in Massachusetts
- If the customer's existing water heater is fueled by oil, propane, electricity, or natural gas from a municipal gas provider, they must receive electric service from an electric Sponsor (Cape Light Compact, Eversource, National Grid or Unitil) to be eligible for this rebate
- Municipal electric customers are only eligible if they are replacing an existing natural gas water heater and they receive natural gas service from a gas Sponsor (Berkshire Gas, Eversource, Liberty, National Grid or Unitil)
- New construction projects are not eligible

Required Installation Information

- Customer name
- Customer phone number
- Installation site address
- Estimated install date
- Contractor information
- Residential building type
- Project type (existing building only)
- Water heating fuel type

Note

Sales of 2 or more units to one installation location require pre-approval. To obtain pre-approval, contact Energy Solutions at **617-440-5468** or heat-ne@energy-solution.com.

WE ARE MASS SAVE®:





Midstream Commercial Heat Pump Water Heaters

Up To \$2,200 Instant Customer Rebate

Equipment Eligibility

- ✓ \$1,000 off models \leq 80 gallons (UEF must be \geq 3.2)
- ✓ \$2,200 off models $>$ 80 gallons and \leq 120 gallons (COP must be \geq 3.6)

Customer Eligibility

- ✓ Equipment must be sold for installation at a facility that pays a commercial rate for electricity or natural gas from a Sponsor (Berkshire Gas, Cape Light Compact, Eversource, Liberty, National Grid or Unitil) in Massachusetts
- ✓ If the customer's existing water heater is fueled by oil, propane, electricity, or natural gas from a municipal gas provider, they must receive electric service from an electric Sponsor (Cape Light Compact, Eversource, National Grid or Unitil) to be eligible for this rebate
- ✓ Municipal electric customers are only eligible if they are replacing an existing natural gas water heater and they receive natural gas service from a gas Sponsor (Berkshire Gas, Eversource, Liberty, National Grid or Unitil)
- ✓ New construction projects are not eligible

Required Installation Information

- ✓ Customer name
- ✓ Customer phone number
- ✓ Installation site address
- ✓ Estimated install date
- ✓ Contractor information
- ✓ Commercial building type
- ✓ Project type (existing building only)
- ✓ Water heating fuel type

Note

Sales of 10 or more units or \$8,000 in incentives to one installation location require pre-approval. To obtain pre-approval, contact Energy Solutions at **617-440-5468** or **heat-ne@energy-solution.com**.

WE ARE MASS SAVE®:





Instant rebates available for high efficiency equipment

\$500 Discount on Qualifying ERV & HRV Models for MA & RI Residential Customers

Customer Eligibility

- Equipment must be installed at a residential customer address in MA or RI.
- If a customer heats with oil or propane, they must receive electric service through a participating electric utility (Cape Light Compact, National Grid, Eversource, or Unitil). Municipal electric customers are not eligible.
- If a customer heats with natural gas, they must receive gas service through a participating gas utility (National Grid, Eversource, Liberty, Unitil or Berkshire Gas Company). Municipal gas customers are not eligible.

Required Installation Information

- Customer name
- Customer phone number
- Customer address
- Estimated install date
- Building type (apartment/condo, low-income/housing authority, single family home, other)
- Project type (new building or existing building)
- Heating fuel type

Note

Sales of more than 2 units to one installation location require pre-approval. To obtain pre-approval, contact Energy Solutions at **617-440-5467** or hvac-ne@energy-solution.com.

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