



*Your Trusted, Local
Energy Resource*

2022 Program Updates



Res Retail DPU Order Changes

Fossil Fuel Systems

- CLC/all PAs must continue to offer cost-effective measures
- Including condensing to condensing system upgrades
- Approved removal of oil boilers statewide (no longer cost effective)

Heat Pumps

- Requires a tiered approach with higher incentives for pairing of weatherization and Heat Pumps
- Motion for clarification stated that Natural Gas to Heat Pump conversions are allowable (offered by Nat. Grid)



Resi. Heat Pump Offers



- Offer is now open to natural gas*, oil, propane, or electric resistance customers**

Equipment Type	Efficiency Requirement	Additional Requirement	Rebate Amount
Partial Home Air Source Heat Pumps***	Refer to the Heat Pump Qualified Products List at MassSave.com/HPQPL	Heat Pumps must be used to supplement the pre-existing heating system during heating season. If pre-existing system is oil, propane or natural gas, integrated controls must be installed. (Refer to MassSave.com/ICQPL)	\$1,250 per ton
Whole Home Air Source Heat Pumps		Heat Pumps must be used as the sole source of heating during heating season. Whole-home verification form must be completed and signed. Weatherization recommendations made during a Home Energy Assessment must be complete prior to installation.	\$10,000 per home
Air to Water Heat Pump	\$10,000 per home		
Ground Source Heat Pumps	Refer to the ENERGY STAR Certified list		\$15,000 per home

*Offered by National Grid

**1-4 units (existing homes only; new construction not eligible)

***Average system size in 2020-2021 was 3 tons = \$3750 rebate



Resi. Heat Pump Cont.



Integrated Control Add-on

- Customers can retroactively add integrated controls to an existing heat pump and fossil fuel heating system and receive a \$500 per zone rebate, up to \$1500

Removed Incentives

- The \$250 per ton amount which did not require fuel displacement is gone
- The \$50 per ton central AC rebate is gone. These are a missed HP opportunity.

Weatherization

- Customers seeking a “whole home rebate” must weatherize prior to install
- Customers doing integrated controls can receive a \$500 bonus when completing weatherization prior to the HP install



Resi. Heat Pump Cont.

Heat Pump Installer Network

- This has replaced the measureQuick list
- Contractors receive leads through their listing on the Mass Save website, marketing materials and brochures, no-cost virtual trainings and exclusive access to some offers like measureQuick incentives and HP financing through the Heat Loan
- <https://www.masssave.com/en/learn/find-a-heat-pump-installer>

Educational Materials

- Heating Comparison Calculator:
<https://www.masssave.com/en/saving/heating-comparison-calculator>
- Heat Pump Brochure (should be ready any day)
- User tips for post-install
 - [User Tips: Ducted Heat Pumps](#)
 - [User Tips: Ductless Heat Pumps](#)



Resi. Heat Pump Water Heaters



- Rebate moved from a downstream customer rebate to a midstream distributor rebate. Rebate should be passed through to the customer
- ≥ 3.2 UEF
- Eligible when replacing oil, propane, natural gas, or electric
- **\$750**



Resi. Propane/Oil Space Heating

Fuel Type	Equipment Type	Efficiency Requirement	Additional Requirement	Standard Rebate Amount	Enhanced Rebate Amount
Oil	Hot air furnace	≥86% AFUE	Customers replacing existing Condensing Oil Furnaces are not eligible for higher incentive levels. If pursuing enhanced rebates, Pre-Verification is required prior to installation.	-	\$650 per unit
Propane	Hot air furnace with ECM	≥95% AFUE	Customers replacing existing Condensing Propane Furnaces or Boilers are not eligible for higher incentive levels. If pursuing enhanced rebates, Pre-Verification is required prior to installation.	\$200 per unit	\$750 per unit
	Hot Water Boiler	≥95% AFUE		\$200 per unit	\$2,300 per unit
	Combined condensing boiler with on-demand water heater	≥95% AFUE		-	\$1600 per unit
	Combined condensing furnace with on-demand water heater	≥95% AFUE		-	\$950 per unit

*Enhanced rebate offer requires pre-verification of the existing equipment and is only available for customers with existing non-condensing equipment.

*Oil boilers are no longer a cost-effective measure

*These are not live yet due to a number of delays. Should be ready to roll in April.



Resi. Propane/Oil Water Heating



Fuel Type	Equipment Type	Efficiency Requirement	Additional Requirement	Rebate Amount
Propane	Indirect water heater	-	Connected to water boiler	\$400 per unit
	On-demand tankless water heater	UEF \geq .87	-	\$700 per unit
Oil	Indirect water heater	-	Connected to water boiler	\$400 per unit



Natural Gas Space Heating

*Offered by National Grid



Equipment Type	Efficiency Requirement	Additional Requirement	Standard Rebate Amount	Enhanced Rebate Amount
Hot air furnace with ECM**	≥95% AFUE*	Customers replacing existing Condensing Natural Gas Furnaces or Boilers are not eligible for higher incentive levels. If pursuing enhanced rebates, Pre-Verification is required prior to installation.	\$200 per unit	\$750 per unit
Hot air furnace with ECM	≥97% AFUE		\$200 per unit	\$1250 per unit
Hot air furnace with ECM and on-demand DHW	≥97% AFUE		-	\$950 per unit
Hot Water Boiler***	≥95% AFUE		\$200 per unit	\$2750 per unit
Combined condensing boiler with on-demand water heater	≥95% AFUE		-	\$1600 per unit

- 1.* Annual Fuel Utilization Efficiency (AFUE) Rating
- 2.** Electronically Commutated Motor (ECM)
- 3.*** Outdoor reset control required



Natural Gas Water Heating

*Offered by National Grid

Fuel Type	Equipment Type	Efficiency Requirement	Rebate Amount
Natural Gas	Storage water heater	$\geq .64$ UEF Medium Draw $\geq .68$ UEF High Draw	\$100 per unit
	On-demand tankless water heater	UEF $\geq .87$	\$700 per unit
	Condensing water heater	UEF $\geq .80$	\$500 per unit



NG indirects are no longer a cost-effective offer



Moderate Income Offers (coming soon)

Offered By CLC

- Weatherization
 - **100%**
 - Wx required prior to install to receive any of the offers below
- Air Source Heat Pumps (Central and Mini)
 - **80% of installed costs**
- Oil and propane boilers and furnaces
 - Heating System, Boiler, Propane **\$6,000**
 - Heating System, Furnace, Oil **\$6,000**
 - Heating System, Furnace, Other **\$6,000**
 - Combo Condensing Boiler/Water Heater, Other **\$6,000**
 - Combo Condensing Furnace/Water Heater, Other **\$6,000**
 - **Eff. Requirements mirror market rate.**

Offered by National Grid

- Gas boilers and furnaces
 - Combo Condensing Boiler/Water Heater, Gas 95% \$7,300
 - Combo Condensing Furnace/Water Heater, Gas \$7,300
 - Furnace, Non-Condensing to Condensing 95 AFUE \$6,000
 - Furnace, Non-Condensing to Condensing 97 AFUE \$6,500
 - Boiler, Non-Condensing to Condensing 95 AFUE \$6,600



Mass Save Heat Loan

- Customers can now receive an additional \$25,000 rebate for heat pumps if they already maxed out the Heat Loan
- Customers can now finance up to \$5,000 in electric panel upgrades when using the loan for heat pumps
- Weatherization, residential batteries, HVAC equipment, and windows are all still eligible for financing.
- Financed HPs must be done by a Heat Pump Installer Network Contractor



Resi. Thermostats & Products

Product Type	Efficiency Requirement	Additional Requirement	Rebate Amount
Programmable Thermostat	-	Limit 3 per account	\$25 per unit
Smart Thermostat	ENERGY STAR® Certified	Limit 3 per account	\$100 per unit*

- *Exceptions, such as the new Amazon smart T-stat, may apply

Product Type	Efficiency Requirement	Rebate Amount
Dehumidifier	ENERGY STAR® Certified	\$30
Electric Dryer	ENERGY STAR® Certified	\$50
Window Air Conditioner	ENERGY STAR® Certified	\$40
Clothes Washer	ENERGY STAR® Certified. A special home visit is required to confirm the inefficiency of your existing clothes washer. Existing clothes washers must be top-loading with agitators to qualify and must be functional at the time of the Site Visit.	\$150
Room Air Cleaner	ENERGY STAR® Certified	\$40
Dehumidifier Turn-in	Must meet size requirements and be operable	\$30
Fridge/Freezer Recycling	Must meet size requirements and be operable	\$75

Customers can receive an instant incentive on most of these offers at big box retailers (Home Depot & Best Buy) or through the online marketplace www.masssave.com/store



Resi. New Product Offers (coming soon)

Product Type	Efficiency Requirement	Additional Requirement	Rebate Amount
Windows*	Triple pane, ENERGY STAR Certified for the Northern Region	Only for replacing single pane windows. Pre-verification of existing windows required through a Home Energy Assessment	\$75 per window

*Weatherization required to be completed prior to install

Residential Battery-powered Lawn Equipment	
Electric Lawnmower	\$75
Electric Leafblower	\$30
Electric Trimmer	\$30
Electric Chainsaw	\$30

Must be electric-battery powered. Ride-on or tractor lawnmowers are not eligible.



Demand Response Offers

Residential

- Thermostats
 - **\$25 gift card to enroll/\$20 gift card seasonal incentive**
- Residential Batteries
 - **\$275 per kw**
 - 0% interest financing available
 - Winter program is gone.
 - Increased incentive for 2022 from \$225 to \$275 to account for this.
- EV/EVSES *Coming Soon*
 - *Subject to approval by DPU based on proposed plan in the Compliance Filing*
 - **\$100 enrollment and \$50 annual incentive**



Demand Response Offers

Commercial

Curtailment Technology	Storage (Daily Dispatch)	Storage (Targeted Dispatch)	Non-Storage (technology-neutral)
Number of Events per Season	Up to 60	Up to 8	Up to 8
Incentive Rate	\$200/kW-summer	\$100/kW-summer	\$35/kW-Summer
Time of Day	2-7 PM	2-7 PM	2-7 PM
Length of Events	3 hours	3 hours	3 hours



Res New Construction - New All Electric Offer

High Performance All-Electric Home Offer

- Single Family* (SF 1-4 unit) new construction buildings
- Mass Save's version of Passive House for SF buildings
- Level 1 – Savings of 30% or HERs Score of 45 or less
- Level 2 – Savings of 50% or HERs Score of 35 or less
- Focus on heat pumps and continuous envelope
- Incentives of \$15k-40k
- Roll Out Announcement scheduled later this week
- Workshop Training series starting in April

Home Type	Level 1	Level 2
Single family	\$15,000	\$25,000
Multi-family with two units	\$17,500	\$30,000
Multi-family with three units	\$20,000	\$35,000
Multi-family with four units	\$22,250	\$40,000

Ready to get started? We are here to help:

1-866-527-SAVE (7283) • ResNewConstructionMA@lcf.com
MassSave.com/Residential-New-Construction

**Multi-family buildings are eligible for the existing MF Passive House Offer*



Res New Construction - All Electric Offer Requirements

Component	Level 1	Level 2
Energy savings percentage or HERS Index Score	Savings \geq 30% or HERS Index Score \leq 45*	Savings \geq 50% or HERS Index Score \leq 35*
Heat pump for space heating**	Required	Required
Heat pump for water heating	Optional	Required
All-electric cookware	Required	Required
Average infiltration rate (ACH)	ACH50 \leq 1.5	ACH50 \leq 1.0
Balanced ventilation systems (HRVs & ERVs)	Required	Required
Continuous envelope insulation	Optional	Required
Electric vehicle-ready checklist	Required	Required



Res New Construction - Enhanced CLC Incentives for IE & MI Housing

Reminder – The DPU approved our Enhanced Incentives for MF Income Eligible and Mod Income New Construction Projects

1. Enhanced incentives for high performance HVAC and Envelope measures
 - Eligible Heating: covered at up to 100% IE and 80% MI (no fossil fuels and no electric baseboard)
 - Envelope: CLC will pay 100% for all weatherization measures over UDRH baseline
2. Also available
 - Engineering study funds: \$2,000 price per unit, up to \$60K
 - O&M costs for 1-3-year period determined case by case
3. Requirements
 - Needs to be deed restricted project for 25+ years
 - CLC vendor review of technical specifications/project design
 - Must agree to work with CLC evaluation
 - Contractor must be “certified” for multi-family
 - Must ensure that incentive and other grant funds do not exceed 100% of the project costs.*



**Can be done through a Sources and Uses review or similar project funding document.*



Commercial & Industrial

DPU Order Impacts



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C&I Heat Pumps – up to 50 tons

Equipment Type	Equipment Capacity	Efficiency Requirement	Additional Requirement	Rebate Amount
Air Source Heat Pumps	<5.4 tons	Refer to the Heat Pump Qualified Products List at MassSave.com/HPQPL	Installations that are partially displacing oil, propane or natural gas must either install an integrated control from the Mass Save QPL (MassSave.com/ICQPL) or must certify that an existing building control system is capable of operating both the heat pump and conventional heating system.	\$2,500 per ton
	>5.4 tons to 50 tons	Refer to application for minimum efficiency requirements		
Air Source Variable Refrigerant Flow (VRF)	>5.4 tons to 50 tons			\$3,500 per ton
Ground Source Heat Pumps	>5.4 tons to 50 tons		\$4,500 per ton	

These rebates are available for full or partial displacement of natural gas, oil, propane or electric resistance heating

For new construction projects or projects more than 50 tons, pre-approval is required by the Compact

Full details of offering can be found at [MassSave.com/CI-HVAC](https://www.mass.gov/info-details/mass-save-heat-pump-qualified-products-list)



C&I Heat Pumps – Other



CUSTOM APPROACH
CONTINUES



PAIR WITH
WEATHERIZATION

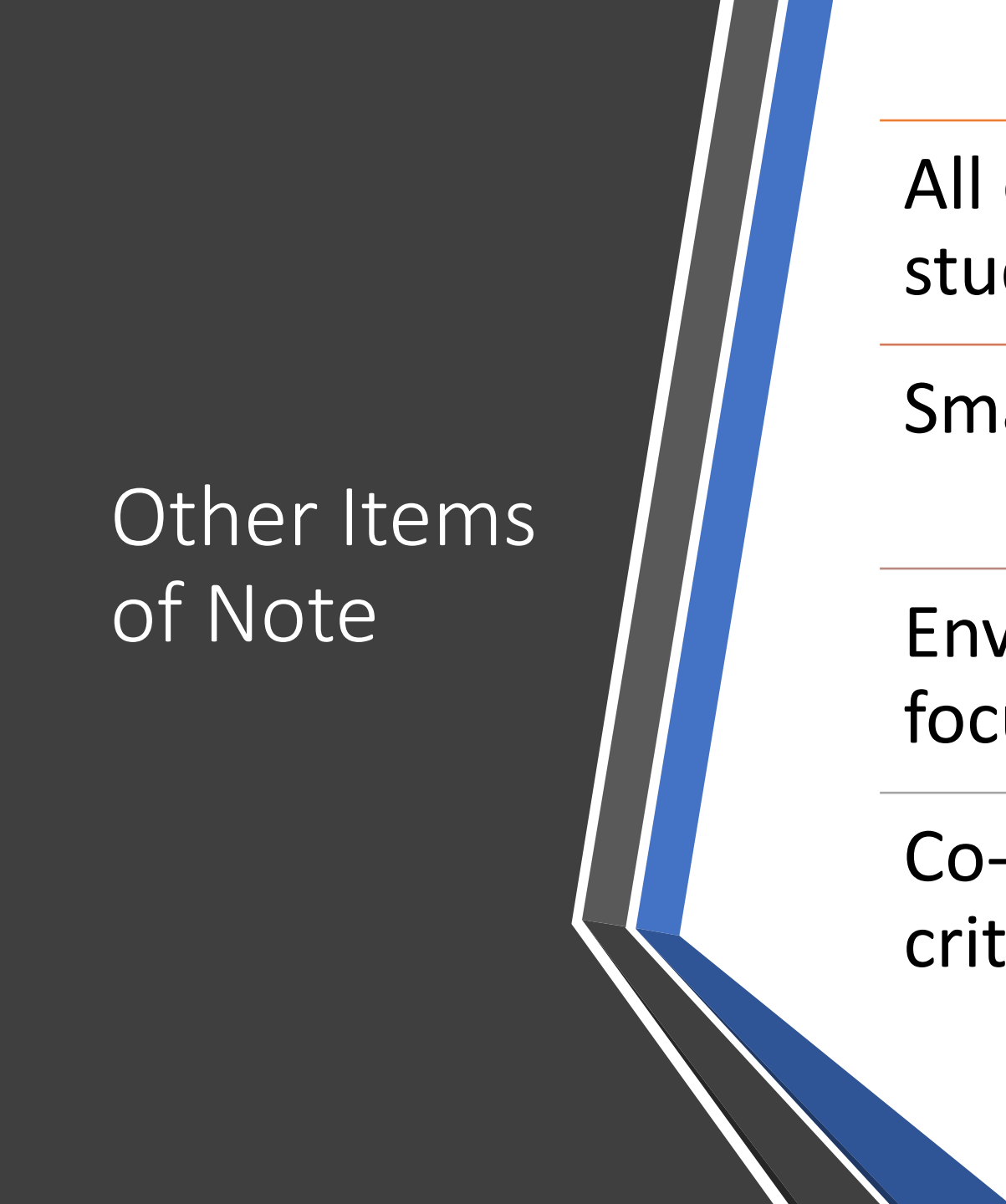


LOOK FOR OUTSIDE
FUNDING/FINANCING

C&I Instant Incentives

- Available through participating distributors and dealers
- Electric HVAC – [MassSave.com/CI-HVAC](https://www.masssave.com/CI-HVAC)
 - Water Source Heat Pumps & VRFs
 - Air Conditioners
 - Controls
 - Pumps
- Foodservice – [MassSave.com/Instant-Rebates](https://www.masssave.com/Instant-Rebates)
 - Ovens, Fryers, Dishwashers, Refrigerators, Freezers, Ice Machines and more!
- Lighting – [MassSave.com/Instant-Lighting](https://www.masssave.com/Instant-Lighting)
 - Interior & Exterior lighting with and without controls
- Heat Pump Water Heater – Coming April 1





Other Items of Note

All enhancements approved with
study

Small business focus

Environmental Justice Community
focus

Co-generation possible with 4
criteria

Supply and Labor Concerns

- Small Business Direct Install
 - Installations are ~4 months wait due to labor shortage – primarily lighting but has affected all equipment types
 - Vendors have been actively trying to recruit
 - ~\$2 million in projects waiting to be installed
 - Insulation – some types of insulation relevant to C&I are hard to source
- Supply Chain
 - High material costs, multiple price increases have happened in last year, pricing only valid for a month or 2, pre-Covid they could hold pricing for 1+ year
 - Container pricing up, parts shortage (microchips)
 - Distributors facing shipping delays, in some cases 6+ months for standard efficient and even longer for high efficiency, which is delaying projects and construction
 - A major manufacturer has opted for air transport to circumvent port congestion
 - Foodservice dealers are reporting at least 4–9-month lead times (fryers and convection ovens especially difficult to get – inability to secure cast iron components)
 - Lighting controls backordered 6 months



Questions?



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Appendix 2021-2022 Comp.

Measure Description (Oil / Propane)	2022-2024		2021
	Rebate if Replacing Condensing to Condensing	Enhanced Rebate if Replacing Non-Condensing to Condensing	N/A
Furnace with ECM (Oil) \geq 86% AFUE	\$650		\$650
Furnace with ECM (Propane) \geq 95% AFUE	\$200	\$750	\$1,000
Hot Water Boiler (Propane) \geq 95% AFUE	\$200	\$2,300	\$2,300
Condensing Boiler with On-Demand Hot Water (Propane) \geq 95%	\$1,600		\$2,000
Condensing Furnace with On-Demand Hot Water (Propane) \geq 95% AFUE	\$950		\$1,200



Appendix 2021-2022 Comp.

Measure Description (Natural Gas)	2022-2024		2021
	Rebate if Replacing Condensing to Condensing	Enhanced Rebate if Replacing Non-Condensing to Condensing	N/A
Natural Gas Furnace w/ECM** ≥ 95% AFUE	\$200	\$750	\$1,000
Natural Gas Furnace w/ECM** ≥ 97% AFUE	\$200	\$1,250	\$1,250
Natural Gas Furnace w/ECM ** w/On-demand DHW ≥97% AFUE	\$950		\$950
Natural Gas Hot Water Boiler ≥95% AFUE	\$200	\$2,750	\$2,750
Condensing Boiler w/On-Demand DHW ≥95% AFUE	\$1,600		\$2,400



CLC Environmental Justice Communities

Aquinnah	Edgartown
Barnstable	Falmouth
Bourne	Harwich
Chatham	Oak Bluffs
Dennis	Tisbury
Eastham	Yarmouth

