

# MA and RI Commercial and Industrial HVAC and Heat Pump Initiative

## Qualifying Minimum Efficiency and Incentive Levels

*For internal distributor use only*

Note: Sales that total 5 or more units OR \$8,000 or more in total Initiative incentives must receive pre-approval to guarantee the incentive

Air-Cooled Air Conditioning and Heat Pump Systems											
Equipment Type	Unit Type	Tier	Size Category <sup>1</sup>	Sub Category	Full Load Cooling Efficiency		Seasonal/ Part Load Cooling Efficiency		Heating Efficiency <sup>2</sup>	Minimum Sales Price Discount (\$/Ton)*	Total Distributor Incentive (\$/Ton)**
Air-Cooled	AC or HP	1	< 65 kBtuh (<5.4 Tons)	Split or Package System	12.0 EER	and	15.0 SEER	and	9.0 HSPF	\$30.00	\$60.00
		2			12.0 EER	and	16.0 SEER	and	9.0 HSPF	\$50.00	\$100.00
		3			12.0 EER	and	17.0 SEER	and	9.0 HSPF	\$90.00	\$180.00
Air-Cooled	AC or HP	1	≥ 65 kBtuh and < 135 kBtuh (≥ 5.4 Tons and < 11.3 Tons)	Split System and Single Package	12.0 EER	and	13.1 IEER	and	3.4 COP	\$30.00	\$60.00
		2			12.0 EER	and	14.5 IEER	and	3.4 COP	\$45.00	\$90.00
		3			12.0 EER	and	18.0 IEER	and	3.4 COP	\$100.00	\$200.00
Air-Cooled	AC or HP	1	≥ 135 kBtuh and < 240 kBtuh (≥ 11.3 Tons and < 20 Tons)	Split System and Single Package	11.5 EER	and	13.0 IEER	and	3.2 COP	\$25.00	\$50.00
		2			11.5 EER	and	14.0 IEER	and	3.2 COP	\$37.50	\$75.00
		3			11.5 EER	and	17.5 IEER	and	3.2 COP	\$62.50	\$125.00
Air-Cooled	AC or HP	1	≥ 240 kBtuh and < 760 kBtuh (≥ 20 Tons and < 63.3 Tons)	Split System and Single Package	10.1 EER	and	12.0 IEER	and	3.2 COP	\$25.00	\$50.00
		2			10.1 EER	and	13.0 IEER	and	3.2 COP	\$37.50	\$75.00
		3			10.1 EER	and	14.0 IEER	and	3.2 COP	\$62.50	\$125.00
Air-Cooled	AC or HP	1	≥ 760 kBtuh (≥ 63.3 Tons)	Split System and Single Package	9.7 EER	and	13.0 IEER	and	3.2 COP	\$25.00	\$50.00
		2			9.7 EER	and	14.0 IEER	and	3.2 COP	\$37.50	\$75.00
		3			9.7 EER	and	16.0 IEER	and	3.2 COP	\$62.50	\$125.00

<sup>1</sup> Equipment capacity is AHRI rated capacity or capacity at AHRI rating conditions for units without an AHRI rating <sup>2</sup> Heating 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 further price reduction at any time

\*\*This amount includes the sale price discount

BROUGHT TO YOU BY



**EVERSOURCE**

**nationalgrid**

**Unitil**



# MA and RI Commercial and Industrial HVAC and Heat Pump Initiative

## Qualifying Minimum Efficiency and Incentive Levels

*For internal distributor use only*

Note: Sales that total 5 or more units OR \$8,000 or more in total Initiative incentives must receive pre-approval to guarantee the incentive

Water-Cooled Air Conditioning and Heat Pump Systems											
Equipment Type	Unit Type	Tier	Size Category <sup>1</sup>	Sub Category	Full Load Cooling Efficiency		Seasonal/ Part Load Cooling Efficiency		Heating Efficiency <sup>2</sup>	Minimum Sales Price Discount (\$/Ton)*	Total Distributor Incentive (\$/Ton)**
Water-Cooled	Water Source HP	1	Any Size	Split System and Single Package	14.0 EER		-	and	4.6 COP	\$25.00	\$50.00
		2			15.0 EER		-	and	4.6 COP	\$40.00	\$80.00
		3			16.0 EER		-	and	4.6 COP	\$75.00	\$150.00
Water-Cooled	Ground Source Closed Loop HP	1	Any Size	Split System and Single Package	15.0 EER		-	and	3.5 COP	\$75.00	\$150.00
Water-Cooled	Ground Source Open Loop HP	1	Any Size	Split System and Single Package	19.0 EER		-	and	4.0 COP	\$75.00	\$150.00
Water-Cooled or Evaporatively-Cooled	AC	1	< 65 kBtuh (< 5.4 Tons)	Split System and Single Package	13.5 EER	and	14.0 IEER		-	\$25.00	\$50.00
Water-Cooled or Evaporatively-Cooled	AC	1	≥ 65 kBtuh and < 240 kBtuh (≥ 5.4 Tons and < 20 Tons)	Split System and Single Package	13.0 EER	and	15.5 IEER		-	\$25.00	\$50.00
Water-Cooled or Evaporatively-Cooled	AC	1	≥ 240 kBtuh (≥ 20 Tons)	Split System and Single Package	12.5 EER	and	14.5 IEER		-	\$20.00	\$40.00

<sup>1</sup> Equipment capacity is AHRI rated capacity or capacity at AHRI rating conditions for units without an AHRI rating <sup>2</sup> Heating 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 further price reduction at any time

\*\*This amount includes the sale price discount

### BROUGHT TO YOU BY



**EVERSOURCE**

**nationalgrid**

**Unitil**



# MA and RI Commercial and Industrial HVAC and Heat Pump Initiative

## Qualifying Minimum Efficiency and Incentive Levels

*For internal distributor use only*

Note: Sales that total 5 or more units OR \$8,000 or more in total Initiative incentives must receive pre-approval to guarantee the incentive

Ductless Mini and Multi Split Systems											
Equipment Type	Unit Type	Tier	Size Category <sup>1</sup>	Sub Category	Full Load Cooling Efficiency		Seasonal/ Part Load Cooling Efficiency		Heating Efficiency <sup>2</sup>	Minimum Sales Price Discount (\$/Ton)*	Total Distributor Incentive (\$/Ton)**
Air-Cooled	AC or HP	1	< 65 kBtuh (<5.4 Tons)	Ductless Mini and Multi Splits	12.0 EER	and	17 SEER	and	9.0 HSPF	\$50.00	\$100.00
		2			12.0 EER	and	20 SEER	and	9.0 HSPF	\$100.00	\$200.00

VRF Systems											
Equipment Type	Unit Type	Tier	Size Category	Sub Category	Full Load Cooling Efficiency		Seasonal/Part Load Cooling Efficiency		Heating Efficiency	Minimum Sales Price Discount (\$/Ton)*	Total Distributor Incentive (\$/Ton)**
Air-Cooled	HP	1	≥ 65 kBtuh (≥5.4 Tons)	VRF	11.0 EER	and	18 IEER	and	3.4 COP	\$125.00	\$250.00
Water-Cooled	HP	1	≥ 65 kBtuh (≥5.4 Tons)	VRF	12.0 EER	and	20 IEER	and	4.3 COP	\$125.00	\$250.00

<sup>1</sup> Equipment capacity is AHRI rated capacity or capacity at AHRI rating conditions for units without an AHRI rating <sup>2</sup> Heating 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 further price reduction at any time

\*\*This amount includes the sale price discount

BROUGHT TO YOU BY



**EVERSOURCE**

**nationalgrid**



# MA and RI Commercial and Industrial HVAC and Heat Pump Initiative

## Qualifying Minimum Efficiency and Incentive Levels

*For internal distributor use only*

Note: Sales that total 5 or more units OR \$8,000 or more in total Initiative incentives must receive pre-approval to guarantee the incentive

Dual Enthalpy Economizer Controls (when installed with new qualifying equipment)		
Equipment	Minimum Sales Price Discount (\$/Unit)*	Total Distributor Incentive (\$/Unit)**
Outside Air Economizer utilizing 2 enthalpy sensors	\$125.00	\$250.00

Electronically Commutated Motor (ECM) Circulator Pumps for hydronic heating or service hot water installations		
Commercial Pump Size	Minimum Sales Price Discount (\$/Unit)*	Total Distributor Incentive (\$/Unit)**
≤ 1/6 HP	\$100.00	\$110.00
> 1/6 HP and ≤ 3/4 HP	\$100.00	\$200.00
> 3/4 HP and ≤ 3 HP	\$200.00	\$400.00

\*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 further price reduction at any time

\*\*This amount includes the sale price discount

BROUGHT TO YOU BY

