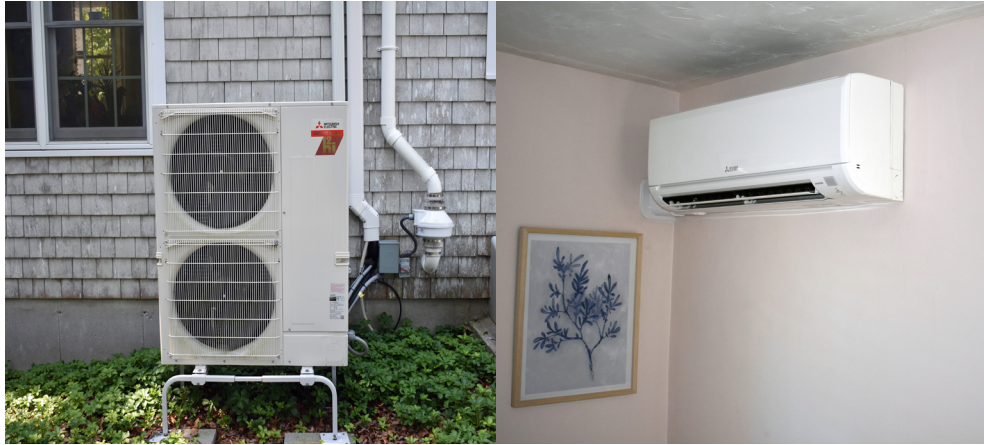


ENERGY EFFICIENCY CASE STUDY

The O'Gradys Residential Case Study



THE NEED:

A replacement system for inefficient electric resistance heat.

THE SOLUTION:

A new whole home heat pump system, financed with the Mass Save® HEAT Loan.

\$10,000
in incentives

6,680 kWh
estimated annual
electricity savings

\$2,271
estimated annual
savings*

The O'Gradys purchased their home in early 2020, a charming three-bedroom house on a cul-de-sac at the end of a quiet neighborhood. The home was older with an electric resistance heating system and no central AC. As new homeowners, they were unsure of what to expect for their winter heating bill. After receiving their electric bills that first winter they knew they needed to upgrade their system. They decided to install heat pumps which are not only more efficient, but provide heating and cooling in a single unit.

After receiving quotes from contractors, the O'Gradys decided to use the HEAT loan, a zero-interest loan for eligible energy efficiency upgrades, to finance their project. After the work was completed, they were eligible to receive Cape Light Compact's whole-home heat pump incentive, which provides a \$10,000 rebate to customers who fully replace oil, propane, or electric resistance heating with a heat pump.

Cold climate heat pumps are one of the most efficient ways to heat and cool your home. They work by extracting warm air from the air outside and pumping it into your home during the heating season, and operating in reverse to remove warm air from your home during the cooling season. In an effort to make heat pumps more accessible for customers the Compact and Mass Save offer incentives and financing to facilitate upgrades.

"The heat pump rebate and the HEAT Loan were key to making these upgrades possible for us. The whole process was very straightforward, I think the most difficult part was driving to the bank to sign the loan paperwork.

-Stephen O'Grady, Homeowner

**Based on a rate of \$0.34 per kWh*

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