

Massachusetts Commercial Upstream HVAC and Heat Pump Initiative

Qualifying Minimum Efficiency and Incentive Levels

Effective July 1, 2021

The Sponsors of Mass Save® have connected with HVAC distributors in Massachusetts to offer high-efficiency commercial HVAC equipment to our customers. Our Upstream HVAC program covers several types of commercial air conditioning and heat pump units in various sizes, so you can find a system that's right for you. Eligible equipment criteria and instant discount incentives are listed below. By choosing a high-efficiency system, the average commercial customer can save up to \$2,600 in lifetime energy costs. Visit [MassSave.com/CI-HVAC](https://masssave.com/CI-HVAC) to find a distributor near you and start saving today.

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EVERSOURCE

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| Variable Refrigerant Flow (VRF) | | | | | | | | | | |
|---------------------------------|-----------|------|--|--------------|------------------------------|-----|--|-----|---------------------------------|----------------------------|
| Equipment Type | Unit Type | Tier | Size Category ¹ | Sub Category | Full Load Cooling Efficiency | | Part Load Cooling Efficiency (SEER/IEER) | | Heating Efficiency ² | Customer Discount (\$/Ton) |
| Air-Cooled | VRF | 1 | ≥ 65 kBtuh and < 135 kBtuh (≥ 5.4 Tons and < 11.3 Tons) | Split System | 11.5 EER | and | 20.0 | and | 3.4 COP | \$125.00 |
| | | 2 | | | 11.5 EER | and | 24.0 | and | 3.8 COP | \$175.00 |
| Air-Cooled | VRF | 1 | ≥ 135 kBtuh and < 240 kBtuh (≥ 11.3 Tons and < 20 Tons) | Split System | 11.0 EER | and | 18.0 | and | 3.3 COP | \$125.00 |
| | | 2 | | | 11.0 EER | and | 24.0 | and | 3.6 COP | \$175.00 |
| Air-Cooled | VRF | 1 | ≥ 240 kBtuh ≥ 20 Tons | Split System | 9.6 EER | and | 18.0 | and | 3.3 COP | \$125.00 |
| | | 2 | | | 9.6 EER | and | 24.0 | and | 3.6 COP | \$175.00 |
| Water-Cooled | VRF | 1 | ≥ 65 kBtuh and < 135 kBtuh (≥ 5.4 Tons and < 11.3 Tons) | Split System | 12.5 EER | and | 22.0 | and | 4.4 COP | \$125.00 |
| | | 2 | | | 12.5 EER | and | 26.0 | and | 4.8 COP | \$175.00 |
| Water-Cooled | VRF | 1 | ≥ 135 kBtuh and < 240 kBtuh (≥ 11.3 Tons and < 20 Tons) | Split System | 11.0 EER | and | 20.0 | and | 4.2 COP | \$125.00 |
| | | 2 | | | 11.0 EER | and | 24.0 | and | 4.8 COP | \$175.00 |
| Water-Cooled | VRF | 1 | ≥ 240 kBtuh ≥ 20 Tons | Split System | 11.0 EER | and | 17.0 | and | 4.0 COP | \$125.00 |
| | | 2 | | | 11.0 EER | and | 20.0 | and | 4.6 COP | \$175.00 |

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

| Equipment | Customer Incentive/Unit |
|---|-------------------------|
| Outside Air Economizer Utilizing 2 Enthalpy Sensors | \$125.00 |

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

| Commercial Pump Size | Customer Incentive/Unit |
|-----------------------|-------------------------|
| ≤ 1/6 HP | \$100.00 |
| > 1/6 HP and ≤ 3/4 HP | \$100.00 |
| > 3/4 HP and ≤ 3 HP | \$200.00 |

High-Efficiency Condensing Units (HECU) for Refrigeration

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

Note: Pre-approval may be required based on quantity of units purchased or incentives received.

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.

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

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](https://masssave.com/CI-HVAC). Commercial & Industrial facilities in Rhode Island are also eligible for the same incentives as listed above.



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| Air-Cooled Air Conditioners | | | | | | | | | | |
|--|-------------------------------|------|---|---------------------------------|------------------------------|-----|---|-----|---------------------------------|----------------------------|
| Equipment Type | Unit Type | Tier | Size Category ¹ | Sub Category | Full Load Cooling Efficiency | | Part Load Cooling Efficiency (SEER/IEER) | | Heating Efficiency ² | Customer Discount (\$/Ton) |
| Air-Cooled | AC | 1 | < 65 kBtuh (<5.4 tons) | Split System and Single Package | 12.0 EER | and | 15.0 SEER | | - | \$30.00 |
| | | 2 | | | 12.0 EER | and | 17.0 SEER | | - | \$90.00 |
| Air-Cooled | AC | 1 | ≥ 65 kBtuh and < 135 kBtuh (≥ 5.4 Tons and < 11.3 Tons) | Split System and Single Package | 12.0 EER | and | 13.5 IEER | | - | \$30.00 |
| | | 2 | | | 12.0 EER | and | 18.0 IEER | | - | \$100.00 |
| Air-Cooled | AC | 1 | ≥ 135 kBtuh and < 240 kBtuh (≥ 11.3 Tons and < 20 Tons) | Split System and Single Package | 11.5 EER | and | 13.0 IEER | | - | \$25.00 |
| | | 2 | | | 11.5 EER | and | 17.5 IEER | | - | \$75.00 |
| Air-Cooled | AC | 1 | ≥ 240 kBtuh and <760 kBtuh (≥ 20 Tons and < 63.3 Tons) | Split System and Single Package | 10.1 EER | and | 12.0 IEER | | - | \$25.00 |
| | | 2 | | | 10.1 EER | and | 16.0 IEER | | - | \$75.00 |
| Air-Cooled | AC | 1 | ≥ 760 kBtuh (≥ 63.3 Tons) | Split System and Single Package | 9.8 EER | and | 13.0 IEER | | - | \$25.00 |
| | | 2 | | | 9.8 EER | and | 16.0 IEER | | - | \$75.00 |
| Air-Cooled Heat Pumps | | | | | | | | | | |
| Air-Cooled | HP | 1 | ≥ 65 kBtuh and < 135 kBtuh (≥ 5.4 Tons and < 11.3 Tons) | Split System and Single Package | 11.1 EER | and | 13.5 SEER | and | 3.4 COP | \$50.00 |
| | | 2 | | | 11.1 EER | and | 18.0 SEER | and | 3.4 COP | \$112.50 |
| Air-Cooled | HP | 1 | ≥ 135 kBtuh and < 240 kBtuh (≥ 11.3 Tons and < 20 Tons) | Split System and Single Package | 10.7 EER | and | 12.5 IEER | and | 3.3 COP | \$40.00 |
| | | 2 | | | 10.7 EER | and | 17.0 IEER | and | 3.3 COP | \$100.00 |
| Air-Cooled | HP | 1 | ≥ 240 kBtuh and <760 kBtuh (≥ 20 Tons and < 63.3 Tons) | Split System and Single Package | 9.6 EER | and | 12.0 IEER | and | 3.3 COP | \$20.00 |
| | | 2 | | | 9.6 EER | and | 16.0 IEER | and | 3.3 COP | \$75.00 |
| Water/Evaporatively-Cooled Air Conditioners and Heat Pumps | | | | | | | | | | |
| Equipment Type | Unit Type | Tier | Size Category ¹ | Sub Category | Full Load Cooling Efficiency | | Seasonal/Part Load Cooling Efficiency (SEER/IEER) | | Heating Efficiency ² | Customer Discount (\$/Ton) |
| Water-Cooled | Water Source HP | 1 | Any Size | Split System and Single Package | 14.0 EER | | - | and | 4.6 COP | \$37.50 |
| | | 2 | | | 17.0 EER | | - | and | 4.6 COP | \$100.00 |
| Water-Cooled | Ground Source Closed Loop HP | 1 | Any Size | Split System and Single Package | 15.0 EER | | - | and | 3.4 COP | \$75.00 |
| Water-Cooled | Ground Source Open Loop HP | 1 | Any Size | Split System and Single Package | 19.0 EER | | - | and | 4.0 COP | \$75.00 |
| 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 |
| 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 |
| 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 |
| Commercial PEI-Rated Efficient Water Pumps | | | | | | | | | | |
| Pump Type | Pump Size Category (rated HP) | | Measure Efficiency (PEI) | | Efficiency Rating (ER) | | Customer Discount (\$/HP/ER) | | | |
| Constant Speed | ≥1 and <5 HP | | < 0.96 | | ≥ 5 | | \$2.50 | | | |
| | ≥5 and <50 HP | | < 0.96 | | ≥ 5 | | \$1.25 | | | |
| | ≥50 and <200 HP | | < 0.96 | | ≥ 5 | | \$0.25 | | | |
| Variable Speed | ≥1 and <5 HP | | < 0.49 | | ≥ 52 | | \$0.50 | | | |
| | ≥5 and <50 HP | | < 0.49 | | ≥ 52 | | \$0.25 | | | |
| | ≥50 and <200 HP | | < 0.49 | | ≥ 52 | | \$0.05 | | | |

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