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 to find a distributor near you and start saving today.

WE ARE MASS SAVE®:









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 Caalad	Air-Cooled VRF	1	≥ 65 kBtuh and < 135 kBtuh	Split System	11.5 EER	and	20.0	and	3.4 COP	\$125.00
Air-Cooled VR	VKF	2	(≥ 5.4 Tons and < 11.3 Tons)		11.5 EER	and	24.0	and	3.8 COP	\$175.00
Air Caalad	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
Air-Cooled V	VKF	2			11.0 EER	and	24.0	and	3.6 COP	\$175.00
Air Caalad	VRF	1	≥ 240 kBtuh	Split System	9.6 EER	and	18.0	and	3.3 COP	\$125.00
Air-Cooled	VKF	2	≥ 20 Tons		9.6 EER	and	24.0	and	3.6 COP	\$175.00
Water-Cooled \	VRF	1	≥ 65 kBtuh and < 135 kBtuh	Split System	12.5 EER	and	22.0	and	4.4 COP	\$125.00
	VKF	2	(≥ 5.4 Tons and < 11.3 Tons)		12.5 EER	and	26.0	and	4.8 COP	\$175.00
	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
Water-Cooled		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
Water-Cooled		2			11.0 EER	and	20.0	and	4.6 COP	\$175.00

	onomizer Controls w 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.

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. Commercial & Industrial facilities in Rhode Island are also eligible for the same incentives as listed above.



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

² Heating efficiency applies only to heat pumps.

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				Air-Cooled	Air Conditior	iers					
Equipment Type	nt Unit Type		s	ize Category¹	Sub Category	Full Load Cooling Efficiency		Part Load Cooling Efficiency (SEER/IEER)		Heating Efficiency ²	Customer Discount (\$/Ton)
Air Caalad	4.0	1		LDtub (<e 4="" td="" tops)<=""><td>Split System and Single</td><td>12.0 EER</td><td>and</td><td>15.0 SEER</td><td></td><td>-</td><td>\$30.00</td></e>	Split System and Single	12.0 EER	and	15.0 SEER		-	\$30.00
Air-Cooled	AC	2	< 65	s kBtuh (<5.4 tons)	Package	12.0 EER	and	17.0 SEER		-	\$90.00
Air Carlad	4.0	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
Air-Cooled	AC	2				12.0 EER	and	18.0 IEER		-	\$100.00
Air Caalad	Air-Cooled AC		≥ 135 kB	tuh and < 240 kBtuh		11.5 EER	and	13.0 IEER		-	\$25.00
Air-Cooled			(≥ 11.3 T	Tons and < 20 Tons)		11.5 EER	and	17.5 IEER		-	\$75.00
Air Caalad	AC	1	≥ 240 kE	≥ 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
Air-Cooled	AC	2	(≥ 20 Tc			10.1 EER	and	16.0 IEER		-	\$75.00
Air-Cooled	AC	1		≥ 760 kBtuh	Split System	9.8 EER	and	13.0 IEER		-	\$25.00
All Cooled	AC	2	(≥ 63.3 Tons)	and Single Package	9.8 EER	and	16.0 IEER		-	\$75.00	
				Air-Coole	d Heat Pump	S					
Air-Cooled	HP	1	≥ 65 kB	≥ 65 kBtuh and < 135 kBtuh	Split System	11.1 EER	and	13.5 SEER	and	3.4 COP	\$50.00
All-Cooled	TIF	2	(≥ 5.4 T	ions and < 11.3 Tons)	and Single Package	11.1 EER	and	18.0 SEER	and	3.4 COP	\$112.50
		1	≥ 135 kB	tuh and < 240 kBtuh	Split System	10.7 EER	and	12.5 IEER	and	3.3 COP	\$40.00
Air-Cooled	HP	2		ons and < 20 Tons)	and Single Package	10.7 EER	and	17.0 IEER	and	3.3 COP	\$100.00
		1	- 240 kF	Stuh and <760 kBtuh	Split System	9.6 EER	and	12.0 IEER	and	3.3 COP	\$20.00
Air-Cooled	HP	2		Tons and < 63.3 Tons)	and Single Package	9.6 EER	and	16.0 IEER	and	3.3 COP	\$75.00
		Wat	er/Evano	oratively-Cooled	-	ners and Hea	at Pun	nns			
Equipment Type	Unit Type	Tier	s	ize Category¹	Sub Category	Full Load Cooling Efficiency		Seasonal/ Part Load Cooling Efficiency (SEER/IEER)		Heating Efficiency ²	Customer Discount (\$/Ton)
Туре		Tier	S		Category Split System	Cooling		Part Load Cooling Efficiency	and		Discount
	Unit Type Water Source HP		s	ize Category¹ Any Size	Category	Cooling Efficiency		Part Load Cooling Efficiency	and and	Efficiency ²	Discount (\$/Ton)
Туре		1	S		Split System and Single	Cooling Efficiency		Part Load Cooling Efficiency		Efficiency ² 4.6 COP	Discount (\$/Ton) \$37.50
Type Water-Cooled	Water Source HP Ground Source Closed	1 2	s	Any Size	Split System and Single Package Split System and Single	Cooling Efficiency 14.0 EER 17.0 EER		Part Load Cooling Efficiency	and	4.6 COP	\$37.50 \$100.00
Type Water-Cooled Water-Cooled	Water Source HP Ground Source Closed Loop HP Ground Source Open Loop	1 2 1		Any Size	Split System and Single Package Split System and Single Package Split System and Single	Cooling Efficiency 14.0 EER 17.0 EER 15.0 EER	and	Part Load Cooling Efficiency	and	4.6 COP 4.6 COP 3.4 COP	\$37.50 \$100.00 \$75.00
Type Water-Cooled Water-Cooled Water-Cooled or Evaporatively-	Water Source HP Ground Source Closed Loop HP Ground Source Open Loop HP	1 2 1	≥ 65 kBt	Any Size Any Size Any Size < 65 kBtuh	Split System and Single Package Split System and Single Package Split System and Single Package Split System and Single	Cooling Efficiency 14.0 EER 17.0 EER 15.0 EER 19.0 EER	and	Part Load Cooling Efficiency (SEER/IEER)	and	4.6 COP 4.6 COP 3.4 COP	\$37.50 \$100.00 \$75.00
Water-Cooled Water-Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively-	Water Source HP Ground Source Closed Loop HP Ground Source Open Loop HP AC	1 2 1	≥ 65 kBt (≥ 5.4 T	Any Size Any Size Any Size < 65 kBtuh (<5.4 tons) tuh and < 240 kBtuh	Split System and Single Package	Cooling Efficiency 14.0 EER 17.0 EER 15.0 EER 19.0 EER 13.5 EER		Part Load Cooling Efficiency (SEER/IEER) 14.0 IEER	and	4.6 COP 4.6 COP 3.4 COP	\$37.50 \$100.00 \$75.00 \$25.00
Water-Cooled Water-Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively-	Water Source HP Ground Source Closed Loop HP Ground Source Open Loop HP AC AC	1 2 1 1 1 1	≥ 65 kBt (≥ 5.4 T	Any Size Any Size Any Size < 65 kBtuh (<5.4 tons) tuh and < 240 kBtuh fons and < 20 Tons) ≥ 240 kBtuh	Split System and Single Package	Cooling Efficiency 14.0 EER 17.0 EER 15.0 EER 19.0 EER 13.5 EER 13.0 EER	and	Part Load Cooling Efficiency (SEER/IEER) 14.0 IEER	and	### Efficiency ² 4.6 COP 4.6 COP 3.4 COP 4.0 COP	\$37.50 \$100.00 \$75.00 \$25.00
Water-Cooled Water-Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively-	Water Source HP Ground Source Closed Loop HP Ground Source Open Loop HP AC AC	1 2 1 1 1 1 1 1 1	≥ 65 kBt (≥ 5.4 T	Any Size Any Size Any Size < 65 kBtuh (<5.4 tons) tuh and < 240 kBtuh fons and < 20 Tons) ≥ 240 kBtuh (≥ 20 Tons)	Split System and Single Package	Cooling Efficiency 14.0 EER 17.0 EER 15.0 EER 19.0 EER 13.5 EER 13.0 EER	and	Part Load Cooling Efficiency (SEER/IEER) 14.0 IEER 14.5 IEER	and and and	### Efficiency ² 4.6 COP 4.6 COP 3.4 COP 4.0 COP	\$37.50 \$100.00 \$75.00 \$25.00 \$20.00
Water-Cooled Water-Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively- Cooled Pump Type	Water Source HP Ground Source Closed Loop HP Ground Source Open Loop HP AC AC AC Pump Size Category	1 2 1 1 1 1 1 1 (rated F	≥ 65 kBt (≥ 5.4 T	Any Size Any Size Any Size < 65 kBtuh (<5.4 tons) tuh and < 240 kBtuh fons and < 20 Tons) ≥ 240 kBtuh (≥ 20 Tons) Commercial PEI-Rat Measure Efficie < 0.96	Category Split System and Single Package	Cooling	and	Part Load Cooling Efficiency (SEER/IEER) 14.0 IEER 14.5 IEER	and and and	### ### ##############################	\$37.50 \$100.00 \$75.00 \$25.00 \$20.00
Water-Cooled Water-Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively- Cooled Cooled	Water Source HP Ground Source Closed Loop HP Ground Source Open Loop HP AC AC AC Pump Size Category	1 2 1 1 1 1 1 1 (rated F	≥ 65 kBt (≥ 5.4 T	Any Size Any Size Any Size < 65 kBtuh (<5.4 tons) tuh and < 240 kBtuh fons and < 20 Tons) ≥ 240 kBtuh (≥ 20 Tons) commercial PEI-Rat Measure Efficie	Category Split System and Single Package	Cooling	and and y Rating	Part Load Cooling Efficiency (SEER/IEER) 14.0 IEER 14.5 IEER	and and and	### ### ##############################	\$37.50 \$100.00 \$75.00 \$25.00 \$20.00
Water-Cooled Water-Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively- Cooled Pump Type	Water Source HP Ground Source Closed Loop HP Ground Source Open Loop HP AC AC AC AC Pump Size Category ≥1 and <5 HI ≥5 and <50 H ≥50 and <2000	1 2 1 1 1 1 1 1 1 (rated FP HP HP	≥ 65 kBt (≥ 5.4 T	Any Size Any Size Any Size < 65 kBtuh (<5.4 tons) tuh and < 240 kBtuh fons and < 20 Tons) ≥ 240 kBtuh (≥ 20 Tons) Commercial PEI-Rat Measure Efficie < 0.96	Category Split System and Single Package	Cooling	and and y Rating ≥ 5	Part Load Cooling Efficiency (SEER/IEER) 14.0 IEER 14.5 IEER	and and and	### ### ##############################	\$37.50 \$100.00 \$75.00 \$25.00 \$20.00
Water-Cooled Water-Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively- Cooled Pump Type Constant Speed	Water Source HP Ground Source Closed Loop HP Ground Source Open Loop HP AC AC AC Pump Size Category ≥1 and <5 HI ≥5 and <200 ≥1 and <5 HI	1 2 1 1 1 1 1 1 (rated Figure 1) 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	≥ 65 kBt (≥ 5.4 T	Any Size Any Size Any Size < 65 kBtuh (<5.4 tons) tuh and < 240 kBtuh fons and < 20 Tons) ≥ 240 kBtuh (≥ 20 Tons) Commercial PEI-Rat Measure Efficie < 0.96 < 0.96 < 0.96 < 0.49	Category Split System and Single Package	Cooling Efficiency 14.0 EER 17.0 EER 15.0 EER 19.0 EER 13.5 EER 12.5 EER ter Pumps Efficienc	and and and y Rating ≥ 5 ≥ 5 ≥ 5 ≥ 52	Part Load Cooling Efficiency (SEER/IEER) 14.0 IEER 14.5 IEER	and and and	### ##################################	\$37.50 \$100.00 \$75.00 \$25.00 \$20.00
Water-Cooled Water-Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively- Cooled Water-Cooled or Evaporatively- Cooled Pump Type	Water Source HP Ground Source Closed Loop HP Ground Source Open Loop HP AC AC AC AC Pump Size Category ≥1 and <5 HI ≥5 and <50 H ≥50 and <2000	1 2 1 1 1 1 1 1 1 (rated HP HP HP HP HP	≥ 65 kBt (≥ 5.4 T	Any Size Any Size Any Size < 65 kBtuh (<5.4 tons) tuh and < 240 kBtuh fons and < 20 Tons) ≥ 240 kBtuh (≥ 20 Tons) commercial PEI-Rat Measure Efficie < 0.96 < 0.96	Category Split System and Single Package Split System and Single Package	Cooling Efficiency 14.0 EER 17.0 EER 15.0 EER 19.0 EER 13.5 EER 12.5 EER ter Pumps Efficienc	and and y Rating ≥ 5 ≥ 5 ≥ 5	Part Load Cooling Efficiency (SEER/IEER) 14.0 IEER 14.5 IEER	and and and	### ### ##############################	\$37.50 \$100.00 \$75.00 \$25.00 \$20.00

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