

Massachusetts Commercial Upstream HVAC and Heat Pump Initiative

Qualifying Minimum Efficiency and Incentive Levels

Effective April 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-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. 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

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