



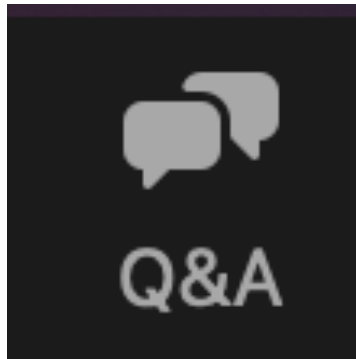
Get to know the Mass Save Sponsors

WE ARE MASS SAVE®:



We look forward to hearing from you

Please put all your questions into the questions section with this icon.





Introductions: Mass Save Sponsors

Introductions: Attendees

**Review Sponsor Contacts
by Program and Q&A**

Find Your Sponsor Tool

massave.com/find-your-sponsor



Product/project saves electricity =
Electric Sponsor

Product/project saves natural gas = Natural
Gas Sponsor

Project saves both fuels = start with
Electric Sponsor




If a customer is served by a MA municipally-
owned electric/gas [company](#), please contact
them for rebate information.

Exception:

Heat pump displacing natural gas = Natural
Gas Sponsor OR if displacing oil, propane or
electric resistance = Electric Sponsor

The screenshot shows the 'Find Your Sponsor' tool interface. At the top right, it displays 'Your Location' with a location pin icon and the zip code '02780', and a link for 'OUR SPONSORS'. Below this is a navigation menu with categories: Residential, Business, Multi-Family, and Community. The main heading is 'Find Your Sponsor'. A search input field is labeled 'Enter Zip Code' and contains the number '0'. To the right of the input field is a green 'GO' button. At the bottom of the page, there is a grid of links for 'Residential', 'Business', 'Multi-Family', and 'Community' on the left; 'Shop', 'Blog', 'Contact', and 'Media Inquiries' in the middle; and 'Serv' (likely Services) on the right, with sub-links for 'Berkshire', 'Cape Lig', and 'Compact'.

Sponsor Directory Lookup Tool

Your Location  02780 OUR SPONSORS  ABOUT US



Residential  Business  Multi-Family  Community  T

Find Your Sponsor

Enter Zip Code

GO

COMING SOON
TO THE MASS SAVE WEBSITE

- Residential
- Business
- Multi-Family
- Community
- Shop
- Blog
- Contact
- Media Inquiries
- Serving Customers
- Berkshire Gas
- Cape Light
- Compact

Heating & Cooling Newsletter



Please join our newsletter by scanning the QR code and scroll down to the bottom:

Stay in the Know.

Sign up for the Mass Save Heating & Cooling email newsletter and stay up to date with program updates, trainings, and offerings.

*NAME:

*EMAIL ADDRESS:

*COMPANY:

SUBMIT



Diverse Suppliers



Trainings



Residential ▾

Business ▾

Multi-Family ▾

Community ▾

Trade Partners ▾

Search 🔍

ENGAGEMENT OPPORTUNITIES

Contractors

Distributors

Manufacturers

Requests for Proposals

Career Board

New Technologies &
Solutions

WORKFORCE DIVERSITY

Workforce Partnership Grant

Supplier Diversity Summit

Clean Energy Pathways

TRAINING & RESOURCES

Events & Trainings Calendar

Residential Quick Tools &
Resources

Business Quick Tools &
Resources

Energy Code Training &
Technical Support

more energy efficient.

Lighting Program Sponsor Contacts



Dan Schell

Cape Light Compact
Dan.Schell@capelightcompact.com

Thomas Hargrave

Instant Lighting, Eversource
Thomas.hargrave@eversource.com

Phil Kazlauskas

Express, Eversource
Philip.Kazlauskas@eversource.com

Laurie Acone

National Grid
Laurie.Acone@nationalgrid.com

Joe Van Gombos

Unitil
vangombosj@unitil.com

Tom Palma

Unitil
palma@unitil.com

National Grid Electric Vehicle Program Contacts

Email:

EVnationalgrid@nationalgrid.com

MA Residential Customer Programs:

ngrid.com/evhub-ma

MA Commercial Customer Programs:

ngrid.com/ma-evcharging

MA Fleet Programs:

nationalgridus.com/ev-fleet-hub/



Unitil Electric Vehicle Program Contact

Email:

palma@unitil.com

Tom Palma

<https://unitil.com/electric-vehicles>



Eversource Electric Vehicle Program Contact

Email:

steven.conte@eversource.com

Steven Conte



C&I Connected Solutions Program



Curtailment Service Providers

Mostly Commercial and Industrial Customers

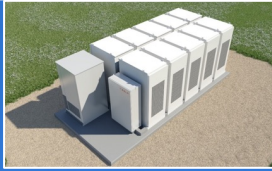
Targeted Dispatch

(Infrequent Summer Peak Shaving)



Daily Dispatch

(Frequent Summer Peak Saving)



Online Program Information Available, Visit:

MassSave.com/business/programs-and-services/commercialconnectedsolutions

Technology and Vendor Agnostic Approaches includes:
Manual curtailment, HVAC, lighting controls, building management systems, process loads, batteries, thermal storage, V1G, V2G, etc.



WE ARE MASS SAVE®:



C&I Connected Solutions Program Sponsor Contacts



Cape Light Compact:

Dan Schell

dan.schell@capelightcompact.org

508-744-1275

National Grid:

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781-264-1360

Eversource:

William O'Connor

william.oconnor@eversource.com

781-441-8596

Unitil:

Brad Hunter

hunterb@unitil.com

603-294-5231

www.MassSave.com/business/programs-and-services/commercialconnectedsolutions



WE ARE MASS SAVE®:



Questions?

WE ARE MASS SAVE®:



How to Work in the C&I Programs

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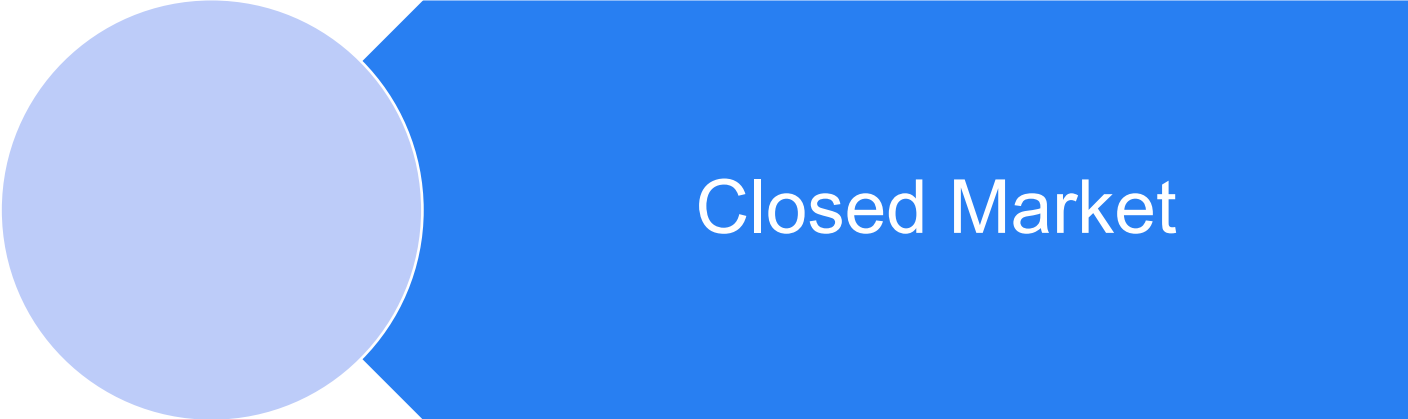
EVERSOURCE



nationalgrid



Commercial Customer Incentive Programs Overview



Commercial Customer Incentive Programs: Vendor Participation Overview



Small Business Services (SBS) Program and Customer Directed Option (CDO) Program

Mark Toussaint, Eversource

Vendor Support for Municipal and Large C&I Customer Projects

Mat McCarthy, National Grid

Joining the Heat Pump Installer Network

Jenn Sylvester, National Grid

Midstream Programs

Jenn Sylvester, National Grid

Technical Assistance Providers

Nate Ernest-Jones, Eversource

February 2024

Small Business Services (SBS) Program and Customer Directed Option (CDO) Program

Mark Toussaint, Eversource

Turnkey Pathway



- Energy assessments and installations of recommended measures, are performed by Sponsor contracted vendors who are assigned to specific territories and/or customer segments.
- Turnkey Vendors are selected through the RFP process by each Sponsor

- Opportunities to sub-contract for electrical, HVAC, or insulation services under Turnkey Vendors
- Contact Program Sponsors for future RFP notices or for more information on subcontracting

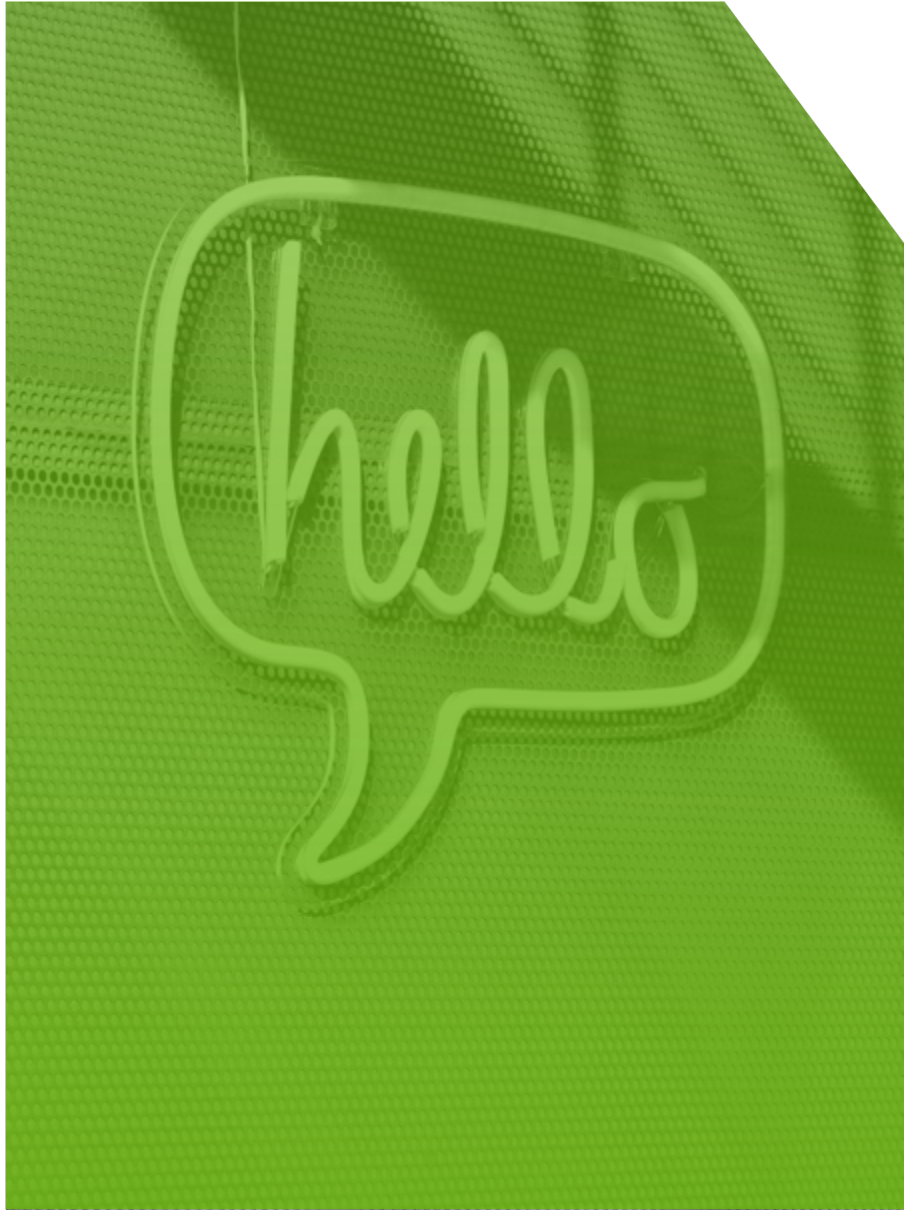
Customer Directed Option (CDO)



- Customer prefers to use their own vendor to install eligible measures
- Vendor submits project information including proposals, equipment details, and savings to Sponsor for review

- CDO projects include pre- and post-installation inspections
- Contact the Program Sponsor to discuss the project and the next steps

Small Business Program Sponsor Contacts



Berkshire Gas

Andrew Christofor
AChristofor@Uinet.com

Cape Light Compact

Lindsay Henderson
LHenderson@capelightcompact.org

Eversource

Mark Toussaint
Mark.Toussaint@Eversource.com

Liberty

Matthew Caffrey
Matthew.Caffrey@LibertyUtilities.com

National Grid

Greg Krantz
Gregory.Krantz@NationalGrid.com

Unitil

Joe Van Gombos
VanGombosJ@Unitil.com



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Vendor Support for Municipal and Large C&I Customer Projects

Mat McCarthy, National Grid

Project Support



- Vendors supporting projects at municipalities and large commercial and industrial customers have support options from all Mass Save Sponsors
 - Able to assist with application and requirements for project
- Contact the appropriate Mass Save Sponsor for the territory which the project is in:
 - MassSave.com/find-your-sponsor

Project Expediter (PEX) Program Overview

Utilize incentives to
reduce project cost



Provide comprehensive
energy efficiency and
electrification services



Receive
exclusive benefits by
participating



Email
pexprogram@nationalgrid.com
to learn more and apply

Applying to the PEX Program



1. Provide a signed NDA and complete the PEX application
The application requires:
 - General company information
 - Previous project experience and reference information
 - A signed participation agreement acknowledging the T&Cs
 - A certificate of insurance following all applicable insurance requirements
 - A signed compliance statement for background checks

2. If approved as a PEX, applicants will receive a written Approval Notice. PEX status is not finalized until receipt of such notice

Municipality and Large C&I Customer Sponsor Contacts



Berkshire Gas

Andrew Christofor
AChristofor@Uinet.com

Cape Light Compact

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Eversource

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Liberty

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National Grid

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Unitil

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Joining the Heat Pump Installer Network

Jenn Sylvester, National Grid

Heat Pump Installer Network (HPIN)



Rebates and
financing



Leads and
referrals



Marketing
support



Technical
resources

*Residential heat pump rebates are **only** available for heat pumps that are installed by contractors participating in the Mass Save Heat Pump Installer Network. For additional information, please visit [MassSave.com/HPIN](https://www.mass.gov/info-details/mass-save-heat-pump-installer-network).*

Find a Participating Contractor Near You

Looking for a complete list of participating installers?

Download the spreadsheet

Are you a contractor interested in the participating in this network?

Learn More

The contractors that participate in the Mass Save® Heat Pump Installer Network have provided proof of EPA certification and insurance in the state of Massachusetts and have completed heat pump installation training.

Narrow list results using filtered search.

Location

Contractor Name

Equipment Type

Property Type

Language

Diverse Business Type

Search

Get Started

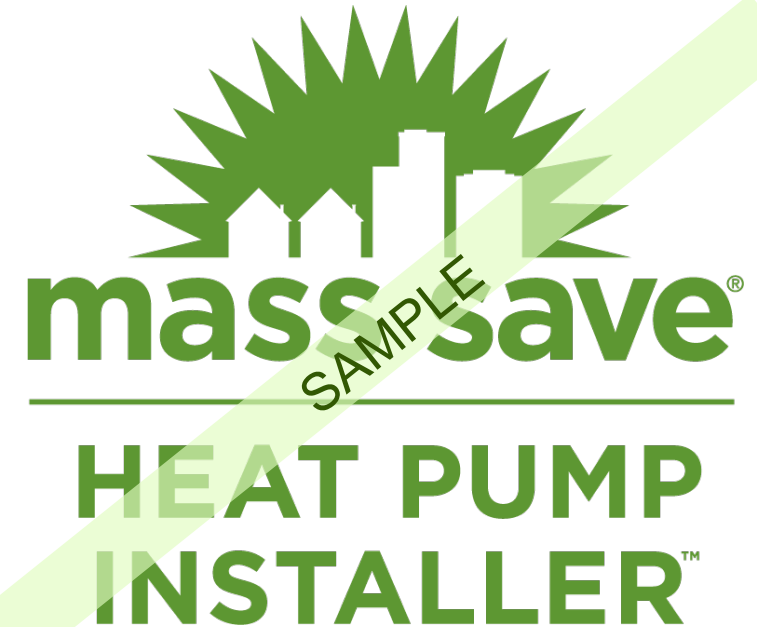


1. Have an *authorized representative* of your company review and provide the following:
 - Sign an HPIN Participation Agreement
 - Provide a W-9
 - Provide Comprehensive General Liability Insurance
 - Relevant licenses, certificates, and proof of training, including:
 - ✓ EPA Section 608 Certification
 - ✓ Certification of installation training provided by a heat pump manufacturer
2. Email HVAC@MassSave.com to express interest and for further instructions.

HPIN Logo

- Available for use by participating contractors that sign and submit HPIN Participation Agreement Addendum
- Addendum includes marketing guidelines
- All marketing materials with the HPIN Logo must be reviewed and approved prior to distribution
 - Note: the Sponsors will be transitioning to a new approval vendor in Q1 2024, stay tuned for the new contact information.

Please note: the Mass Save logo should not be used in promotions or advertising without the prior express written consent of the Sponsors



Additional Resources

- [MassSave.com/HeatPump](https://masssave.com/HeatPump)
- [MassSave.com/HPIN](https://masssave.com/HPIN)
- [Heat Pump Installer Training](#)
- [Residential Heat Pump Rebates](#)
- [Commercial Heat Pump Rebates](#)



Commercial Heat Pump Rebates

| Pre-existing Fuel Type | Equipment Type | Efficiency Requirement | Rebate Amount* |
|--|--|---|-----------------|
| Electric Resistance, Oil, Propane, Natural Gas** | Air Source Heat Pumps | Refer to MassSave.com/HPQPL *** | \$2,500 per ton |
| | Air Source Variable Refrigerant Flow Heat Pump | | \$3,500 per ton |
| | Ground Source Heat Pumps | | \$4,500 per ton |

*Tons calculated based on AHRI cooling capacity divided 12,000 BTUs. (1 ton = 12,000 BTUs). All projects where Berkshire Gas, Liberty Utilities and Unitil are the Sponsor must be pre-approved. Projects over 150 tons for Cape Light Compact, Eversource, and National Grid projects require pre-approval.

** Existing heating fuel type. New Construction and major renovation projects utilizing heat pumps have different incentive amounts and eligibility criteria. More information available by visiting [www.MassSave.com/CINCMR](https://www.mass.gov/info-details/mass-save-heat-pump-qualified-products-list)

*** See qualified products list (QPL) for full list of eligible products.

1. Commercial heat pump rebates are only available for heat pumps that are installed by licensed contractors.
2. For units not listed by AHRI or on the QPL found at [MassSave.com/HPQPL](https://www.mass.gov/info-details/mass-save-heat-pump-qualified-products-list), contact HVAC@MassSave.com for guidance
3. ASHP and VRF refer to air-to-air equipment. Please contact your Sponsor for information on air-to-water heat pump rebates
4. Total rebate amount shall not exceed installed costs (inclusive of both equipment and installation)

February 2024

Midstream Programs

Jenn Sylvester, National Grid

Midstream Program Overview



Incentives available at the point of sale for eligible high-efficiency products:

- Commercial Lighting

- Troffers with Controls
- And more

- HVAC

- Packaged Terminal Heat Pumps
- Water-source VRF
- PEI and ECM Pumps
- A/C only units, and more

- Water Heating

- Heat Pump Water Heaters
- Natural Gas Water Heaters

- Food Service

- Fryers
- Ovens
- Refrigeration
- Dishwashers, and more

- Cold Storage & Lab Equipment

Reach out to HVAC-NE@Energy-Solution.com or 617-440-5467 with questions or to enroll as a distributor.

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Technical Assistance Providers

Nate Ernest-Jones, Eversource

Technical Assistance



Technical Assistance Providers

- Identify energy-saving opportunities to decrease energy costs
- Improve productivity and comfort for building occupants

- Staffed by professional engineers with strong background in building science
- Extensive experience with many types of energy efficiency opportunities

Become a Technical Assistance Provider



RFP Process

- Next RFP for these vendors will be through a multi-state RFP process later this year
- Interested vendors can contact one of the Sponsors to receive RFP updates
- Visit MassSave.com/rfp for more info

Technical Assistance Program Sponsor Contacts



Berkshire Gas

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Eversource

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National Grid

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Unitil

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VanGombosJ@Unitil.com

February 2024

Additional Resources

Jenn Sylvester, National Grid

Additional Resources



Check out the Trade Partners webpage for upcoming trainings, past presentations, and other opportunities to partner with the Mass Save Sponsors:

- [MassSave.com/trade-partners](https://masssave.com/trade-partners)

Summary of rebate offerings easily accessible online:

- New Construction: [MassSave.com/CINCMR](https://masssave.com/CINCMR)
- Existing Buildings: [MassSave.com/BusinessRebates](https://masssave.com/BusinessRebates)

Find Your Sponsor Tool

massave.com/find-your-sponsor



Product/project saves electricity =
Electric Sponsor

Product/project saves natural gas = Natural
Gas Sponsor

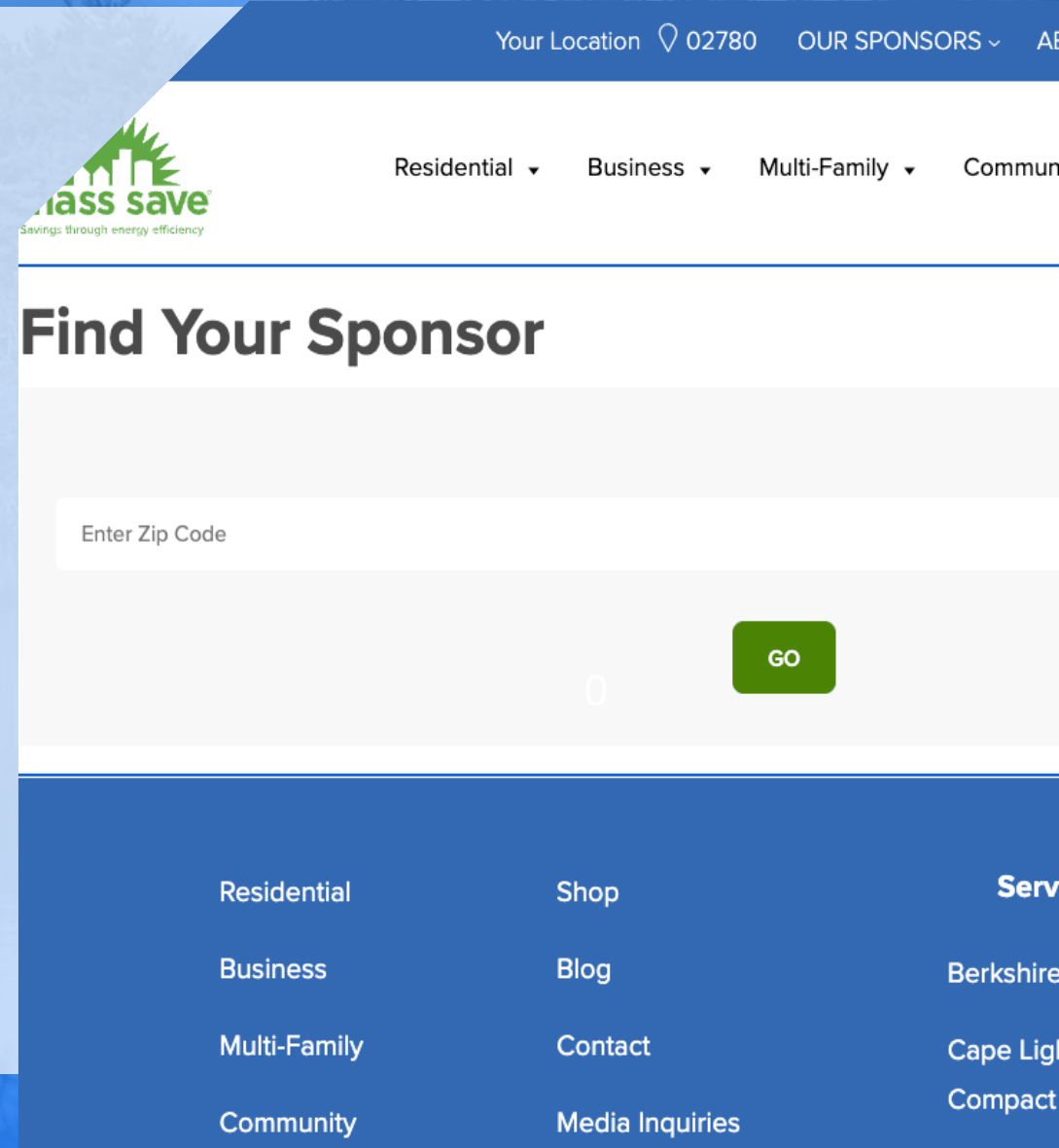
Project saves both fuels = start with
Electric Sponsor



If a customer is served by a MA municipally-
owned electric/gas [company](#), please contact
them for rebate information.

Exception:

Heat pump displacing natural gas = Natural
Gas Sponsor OR if displacing oil, propane or
electric resistance = Electric Sponsor



Contact the Program Sponsor for Any Project



Berkshire Gas

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Liberty

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National Grid

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Unitil

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VanGombosJ@Unitil.com