

# Maximize your savings.

No matter the size of your business or property, upgrading to high-efficiency commercial HVAC equipment lowers your operating costs and saves you money and energy over the long term.



## High-efficiency equipment:

- Extends life span and requires less maintenance than traditional systems
- Regulates on-off cycles more efficiently so you use less energy
- Creates even and consistent temperatures for added comfort
- Conserves energy and reduces your environmental impact



## Why it matters:

- 40% of the average commercial building's energy costs are related to heating, cooling and ventilation—equal to approximately 7% of total operating expenses.
- Improved comfort and air quality leads to happier employees and more returning customers.
- The average commercial customer saves \$2,600 over the lifetime of their new equipment when they choose to upgrade.



## How to participate

Upgrading to high-efficiency commercial HVAC is easy.

### 1. Determine your HVAC needs.

Contact your contractor to find the heating and cooling solutions that are right for you.

### 2. Find a participating distributor.

Visit [MassSave.com/CI-HVAC](https://MassSave.com/CI-HVAC) and search for participating distributors near you using our online tool.

### 3. Install new equipment and start saving.

Let the benefits of your high-efficiency equipment purchase work for you and enjoy long-lasting savings for your business.

## WE ARE MASS SAVE®:



To learn more about savings in Massachusetts, visit [MassSave.com/CI-HVAC](https://MassSave.com/CI-HVAC)

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



# Massachusetts Instant HVAC Incentives

## Qualifying Minimum Efficiency and Incentive Levels

Effective January 1, 2022

### Commercial Measures

Variable Refrigerant Flow (VRF)							
Type	Tier	Size Category <sup>1</sup>	Sub Category	Full Load Cooling Efficiency	Part Load Cooling Efficiency	Heating Efficiency <sup>2</sup>	Minimum Customer Discount (\$/Ton)
Water Source, VRF	1	≥ 65 kBtuh and < 135 kBtuh (≥ 5.4 Tons and < 11.3 Tons)	Split System	12.5 EER	22.0	4.4 COP	\$125.00
	2			12.5 EER	26.0	4.8 COP	\$175.00
Water Source, VRF	1	≥ 135 kBtuh and < 240kBtuh (11.3 Tons and < 20Tons)	Split System	11.0 EER	20.0	4.2 COP	\$125.00
	2			11.0 EER	24.0	4.8 COP	\$175.00
Water Source, VRF	1	≥ 240 kBtuh (≥ 20 Tons)	Split System	11.0 EER	17.0	4.0 COP	\$125.00
	2			11.0 EER	20.0	4.6 COP	\$175.00

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

Equipment	Minimum Customer Discount/Unit
Outside Air Economizer utilizing 2 enthalpy sensors	\$125.00

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

ECM Pump Size	Minimum Customer Discount/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 HP and ≤ 3 HP	\$400.00
> 3 HP and ≤ 6 HP	\$200.00

HCR — Heating Capacity Ratio (17°F/47°F)

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### Commercial Measures

Air Source Air Conditioners						
Type	Tier	Size Category <sup>1</sup>	Sub Category	Full Load Cooling Efficiency	Part Load Cooling Efficiency	Minimum Customer Discount (\$/Ton)
Air Source, AC	1	< 65 kBtuh ( < 5.4 Tons)	Split System and Single Package	12.0 EER	15.0 SEER	\$30.00
	2			12.0 EER	17.0 SEER	\$90.00
Air Source, AC	1	≥ 65 kBtuh and < 135kBtuh (≥ 5.4 Tons and < 11.3 Tons)	Split System and Single Package	12.0 EER	13.5 SEER	\$30.00
	2			12.0 EER	18.0 SEER	\$100.00
Air Source, AC	1	≥ 135 kBtuh and < 240kBtuh (≥ 11.3 Tons and < 20 Tons)	Split System and Single Package	11.5 EER	13.0 IEER	\$25.00
	2			11.5 EER	17.5 IEER	\$75.00
Air Source, AC	1	≥ 240 kBtuh and < 760 kBtuh (≥ 20 Tons and < 63.3 Tons)	Split System and Single Package	10.1 EER	12.0 IEER	\$25.00
	2			10.1 EER	16.0 IEER	\$75.00
Air Source, AC	1	≥ 760 kBtuh (≥ 63.3 Tons)	Split System and Single Package	9.8 EER	13.0 IEER	\$25.00
	2			9.8 EER	16.0 IEER	\$75.00

Water/Evaporatively Sourced Air Conditioners and Heat Pumps							
Type	Tier	Size Category <sup>1</sup>	Sub Category	Full Load Cooling Efficiency	Seasonal/Part Load Cooling Efficiency	Heating Efficiency <sup>2</sup>	Minimum Customer Discount (\$/Ton)
Water Source, HP	1	Any Size	Split System and Single Package	14.0 EER	-	4.6 COP	\$37.50
	2			17.0 EER	-	4.6 COP	\$100.00
Water Source or Evaporatively Sourced, AC	1	< 65 kBtuh ( < 5.4 Tons)	Split System and Single Package	13.5 EER	14.0 IEER	-	\$25.00
Water Source or Evaporatively Sourced, AC	1	≥ 65 kBtuh and < 240kBtuh (≥ 5.4 Tons and < 20Tons)	Split System and Single Package	13.0 EER	15.5 IEER	-	\$25.00
Water Source or Evaporatively Sourced, AC	1	≥ 240 kBtuh (≥ 20 Tons)	Split System and Single Package	12.5 EER	14.5 IEER	-	\$20.00

HCR — Heating Capacity Ratio (17°F/47°F)

# Massachusetts Instant HVAC Incentives

## Qualifying Minimum Efficiency and Incentive Levels

Effective January 1, 2022

### Commercial Measures

Commercial PEI-Rated Efficient Water Pumps				
Pump Type	Pump Size Category (rated HP)	Measure Efficiency (PEI)	Energy Rating (ER)	Minimum Customer Discount (\$/HP/ER)
Constant Speed	≥ 1 HP and < 5 HP	< 0.96	≥ 5	\$2.50
	≥ 5 HP and < 50 HP	< 0.96	≥ 5	\$1.25
	≥ 50 HP and < 200 HP	< 0.96	≥ 5	\$0.25
Variable Speed	≥ 1 HP and < 5 HP	< 0.49	≥ 52	\$0.50
	≥ 5 HP and < 50 HP	< 0.49	≥ 52	\$0.25
	≥ 50 HP and < 200 HP	< 0.49	≥ 52	\$0.05

### Residential Measures

Residential Measures		
Equipment	Fuel Type	Customer Incentive (\$/Unit)
Electronically Commutated Motor (ECM) Circulator Pumps	Electric	\$100.00
High-Efficiency Boiler Outdoor Reset Controls	Oil or Propane	\$100.00
High-Efficiency Boiler Outdoor Reset Controls	Natural Gas	\$225.00
Heat and Energy Recovery Ventilators (HRV/ERV)	Oil, Propane, or Natural Gas	\$500.00
Room-to-Room Response Units	Propane or Natural Gas	\$75.00

HCR — Heating Capacity Ratio (17°F/47°F)

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

<sup>1</sup>Equipment capacity is AHRI rated capacity or capacity at AHRI rating conditions for units without an AHRI rating.

<sup>2</sup>Heating efficiency applies only to heat pumps.

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).

