

MA C&I Midstream HVAC and Heat Pump Initiative

Minimum Efficiency Levels and Incentive Levels



Effective: January 1, 2024

Heat Pumps											
Type	Size Category	Sector	Sub Category	Full Load Cooling Efficiency	Part Load Cooling Efficiency	Heating Efficiency					Distributor Stipend (\$/Unit)
						HSPF2	COP @47F	COP @17F	COP @5F	Capacity Ratio @ 5F/47F	
Air Source, HP	< 5.4 Tons	Residential and Commercial	Central Heat Pumps	-	15.2 SEER2	8.1 HSPF2	-	-	1.75 COP	70%	\$100.00
			Ducted/Ductless MSHP Multi-Zone								
		Ductless MSHP Single-Zone	-	15.2 SEER2	8.5 HSPF2	-	-	1.75 COP	70%		
	Commercial	Single Package	10.6 EER2	15.2 SEER2	7.2 HSPF2	-	-	-	-	-	\$100.00
	Commercial	Split System and Single Package	11.1 EER	15.4 IEER	-	3.5 COP	2.25 COP	-	-	-	\$500.00
	Commercial	Split System and Single Package	10.7 EER	14.6 IEER	-	3.4 COP	2.05 COP	-	-	-	
Commercial	Split System and Single Package	9.6 EER	13.0 IEER	-	3.3 COP	2.05 COP	-	-	-		
Air Source, VRF	≥ 65 kBtuh and < 135 kBtuh (≥5.4 Tons and < 11.3 Tons)	Commercial	Split System	11.1 EER	18.9 IEER	-	3.4 COP	2.25 COP	-	-	\$500.00
	≥ 135 kBtuh and < 240 kBtuh (11.3 Tons and < 20 Tons)	Commercial	Split System	10.7 EER	18 IEER	-	3.25 COP	2.07 COP	-	-	
	≥ 240 kBtuh (≥ 20 Tons)	Commercial	Split System	9.6 EER	16.4 IEER	-	3.25 COP	2.07 COP	-	-	
Water Source, Ground Source Closed Loop HP	Any Size	Commercial	Split System and Single Package	17.1 EER	-	-	3.6 COP	-	-	-	\$500.00
Water Source, Ground Source Open Loop HP	Any Size	Commercial	Split System and Single Package	21.1 EER	-	-	4.1 COP	-	-	-	

Water-Cooled Variable Refrigerant Flow (VRF)								
Type	Tier	Size Category	Sub Category	Full Load Cooling Efficiency	Part Load Cooling Efficiency	Heating Efficiency	Minimum Customer Discount (\$/Ton)*	Total Distributor Incentive (\$/Ton)**
Water Source, VRF	1	≥ 65 kBtuh and < 135 kBtuh (≥ 5.4 Tons and < 11.3 Tons)	Split System	12.5 EER	22.0 IEER	4.4 COP	\$250.00	\$500.00
	2			12.5 EER	26.0 IEER	4.8 COP	\$350.00	
Water Source, VRF	1	≥ 135 kBtuh and < 240 kBtuh (≥ 11.3 Tons and < 20 Tons)	Split System	11.0 EER	20.0 IEER	4.2 COP	\$250.00	\$500.00
	2			11.0 EER	24.0 IEER	4.8 COP	\$350.00	
Water Source, VRF	1	≥ 240 kBtuh ≥ 20 Tons	Split System	11.0 EER	17.0 IEER	4.0 COP	\$250.00	\$500.00
	2			11.0 EER	20.0 IEER	4.6 COP	\$350.00	

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Air Source Air Conditioners							
Type	Tier	Size Category	Sub Category	Full Load Cooling Efficiency	Part Load Cooling Efficiency	Customer Incentive (\$/Ton)	Distributor Stipend (\$/Unit)
Air Source, AC	1	< 65 kBtuh (<5.4 tons)	Split System and Single Package	11.5 EER2	15.2 SEER2	\$50.00	\$50.00
	2			12.0 EER2	16.0 SEER2	\$150.00	
Air Source, AC	1	≥ 65 kBtuh and < 135 kBtuh (≥ 5.4 Tons and < 11.3 Tons)	Split System and Single Package	12.2 EER	16.3 IEER	\$50.00	\$100.00
	2			12.7 EER	18.0 IEER	\$150.00	
Air Source, AC	1	≥ 135 kBtuh and < 240 kBtuh (≥ 11.3 Tons and < 20 Tons)	Split System and Single Package	12.2 EER	15.6 IEER	\$50.00	\$100.00
	2			12.2 EER	17.0 IEER	\$150.00	
Air Source, AC	1	≥ 240 kBtuh (≥ 20 Tons)	Split System and Single Package	10.8 EER	14.5 IEER	\$50.00	\$100.00
	2			10.8 EER	15.8 IEER	\$150.00	

Water/Evaporatively Sourced Air Conditioners and Heat Pumps								
Type	Tier	Size Category	Sub Category	Full Load Cooling Efficiency	Seasonal/Part Load Cooling Efficiency	Heating Efficiency	Customer Incentive (\$/Ton)	Distributor Stipend (\$/Unit)
Water Source, HP	1	Any Size	Split System and Single Package	14.0 EER	-	4.6 COP	\$80.00	\$100.00
	2			17.0 EER	-	4.6 COP	\$200.00	
Water Source or Evaporatively Sourced, AC	1	< 65 kBtuh (< 5.4 tons)	Split System and Single Package	13.5 EER	14.0 SEER	-	\$50.00	\$100.00
Water Source or Evaporatively Sourced, AC	1	≥ 65 kBtuh and < 240 kBtuh (≥ 5.4 Tons and < 20 Tons)	Split System and Single Package	13.0 EER	15.5 IEER	-	\$50.00	\$100.00
Water Source or Evaporatively Sourced, AC	1	≥ 240 kBtuh (≥ 20 Tons)	Split System and Single Package	12.5 EER	14.5 IEER	-	\$50.00	\$100.00

Dual Enthalpy Economizer Controls (when installed with new qualifying equipment)		
Equipment	Customer Incentive (\$/Ton)	Distributor Stipend (\$/Unit)
Outside Air Economizer utilizing 2 enthalpy sensors	\$250.00	\$25.00

Packaged Terminal Heat Pumps					
Type	Size Category	Full Load Cooling Efficiency	Heating Efficiency	Customer Incentive (\$/Ton)	Distributor Stipend (\$/Unit)
Packaged Terminal Heat Pumps	≤ 10,000 Btuh	12.1 EER	3.5 COP	\$500	\$50
	> 10,000 Btuh	10.7 EER	3.1 COP	\$500	\$50

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Electronically Commutated Motor (ECM) Circulator Pumps for Hydronic Heating or Service Hot Water Installations		
ECM Pump Size	Customer Incentive (\$/Unit)	Distributor Stipend (\$/Unit)
≤ 1/6 HP	\$100.00	\$10.00
> 1/6 HP and ≤ 3/4 HP	\$200.00	\$20.00
> 3/4 HP and ≤ 3 HP	\$400.00	\$40.00

High Efficiency Condensing Units (HECU) for Refrigeration		
Equipment Size	Customer Incentive (\$/HP)*	Distributor Stipend per Project
≥ 1 HP and ≤ 3 HP	\$400.00	\$50.00
> 3 HP and ≤ 6 HP	\$200.00	\$50.00

Commercial PEI-Rated Efficient Water Pumps					
Pump Type	Pump Size Category (Rated HP)	Measure Efficiency (PEI)	Energy Rating (ER)	Customer Incentive (\$/HP/ER)*	Distributor Stipend (\$/Unit)
Constant Speed	≥ 1 HP and < 5 HP	< 0.96	≥ 5	\$5.00	\$40.00
	≥ 5 HP and < 50 HP	< 0.96	≥ 5	\$2.50	
	≥ 50 HP and < 200 HP	< 0.96	≥ 5	\$0.50	
Variable Speed	≥ 1 HP and < 5 HP	< 0.49	≥ 52	\$1.50	\$40.00
	≥ 5 HP and < 50 HP	< 0.49	≥ 52	\$0.75	
	≥ 50 HP and < 200 HP	< 0.49	≥ 52	\$0.20	

For more information:

Please visit MassSave.com/CI-HVAC or contact Energy Solutions at [617-440-5467](tel:617-440-5467).

For internal distributor use only

Note: Sales that total 10 or more units OR \$8,000 or more in total initiative incentives must receive pre-approval to guarantee the incentive.

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.

Customers serviced by a municipal electric company in Massachusetts are not eligible for an incentive. Onsite verifications may be required.

Please contact Energy Solutions, program implementer, with any questions at hvac-ne@energy-solution.com or 617-440-5467.

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.