April 25, 2022



Melrose Energy Commission Meeting Mass Save® Overview













Agenda



- > Mass Save
 - ➤ Who is Mass Save?
- > Energy Efficiency Solutions
 - Residential Coordinated Delivery
 - ➤ Income Eligible Coordinated Delivery
 - > Residential Retail
 - > Financing
- > Questions?



Together, we make good happen for Massachusetts.

Your local electric and natural gas utilities and energy efficiency service provider are taking strides in energy efficiency: Berkshire Gas, Cape Light Compact, Eversource, Liberty Utilities, National Grid and Unitil.

As one, we form Mass Save®, with the common goal of helping residents and businesses across Massachusetts save money and energy, leading our state to a clean and energy efficient future.

We Are Mass Save®









WE ARE MASS SAVET







Energy Efficiency Programs

Plan Priorities





Renters



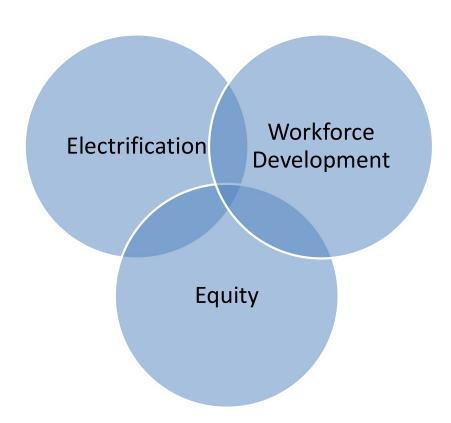
English Isolated



Small Business



Low/Mod Income





Residential Customers









Residential Coordinated Delivery

Starts with no-cost Home Energy Assessment

Coordinated Delivery



Residential Coordinated	Income Eligible		
Delivery (RCD)	Coordinated Delivery (IECD)		
Mod Income & Market Rate Customers	Income Eligible Customers		
No Cost Home Energy Assessments	No Cost Amp Assessment		
Comprehensive Site Visit	No Cost Instant Savings Measures		
No Cost Instant Savings Measures	100% Weatherization Incentive		
Weatherization & Heating Equipment Recommendations	100% Heating Equipment Incentive		
Window & Appliance Screening	No Cost Appliance Replacement		
Health & Safety Check	Eligible repairs offered at no cost		
Delivered via Lead Vendor & Contractor Network	Delivered via Lead CAP and CAP Agency Network		

Residential Coordinated Delivery



Starts with a no-cost Home Energy Assessment for Renters OR Homeowners in any building type

Can be done virtually (phone/video) or in person

Includes assessment of:

- Health and safety of heating system
- Potential for air sealing and insulation
- Need for high efficiency water fixtures and programmable thermostat

Residential Coordinated Delivery



No-cost Home Energy Assessment ends with:

Recommendations for Efficiency Improvements that may include:

- Insulation and air sealing
- HVAC system upgrades
- Appliance upgrades
- Windows screening

Information about incentives, rebates and financing

Current Incentives: Weatherization



- No-cost air sealing
- 100% off approved insulation for:
 - All rental units
 - All units in 2-4 family buildings if all eligible units move forward at the same time
 - Moderate income households (61-80% state median income)
- 75% off approved insulation for:
 - Market rate single family (81% or more of state median income)
 - Owner-occupied units in 2-4 family buildings if acting without participation of the other units
- \$500 bonus for weatherization + heat pumps
- Set weatherization pricing
 - Customers do not need to shop around

Current Incentives: Pre-weatherization barriers



Certain barriers may need to be remediated before weatherization:

- Knob & tube wiring
- Suspected asbestos
- Excessive moisture
- Improperly vented heating equipment

Incentives:

- New: Moderate Income barrier mitigation incentive up to \$7,000
- \$250 for barrier mitigation if proceed with weatherization
- \$250 for attic preparation (e.g. remove storage or floor)



Moderate Income Incentives





^{*}Moderative income heat pump incentives will be available only to customers displacing electric resistance, oil, or propane heating systems.



Income Eligible Coordinated Delivery

Community Commitment

Community Action Program (CAP) agencies have a long history of working in their communities on client energy needs and are invested in supporting their clients.

Income Qualifications



Number of Household Members	Annual Ho Income Eligible Program	ousehold Income Enhanced Residential Program	Number of Household Members	Annual Ho Income Eligible Program	ousehold Income Enhanced Residential Program
1	< \$40,951	\$40,952 – \$54,601	10	< \$113,401	\$113,402 – \$151,202
2	< \$53,551	\$53,552 – \$71,401	11	< \$115,764	\$115,765 - \$154,352
3	< \$66,151	\$66,152 - \$88,201	12	< \$118,127	\$118,128 - \$157,502
4	< \$78,751	\$78,752 - \$105,001	13	< \$120,489	\$120,490 - \$160,652
5	< \$91,351	\$91,352 - \$121,802	14	< \$122,852	\$122,853 - \$163,802
6	< \$103,951	\$103,952 - \$138,602	15	< \$125,214	\$125,215 - \$166,952
7	< \$106,314	\$106,315 - \$141,752	16	< \$127,577	\$127,578 - \$170,102
8	< \$108,676	\$108,677 - \$144,902	17	< \$129,939	\$129,940 - \$173,252
9	< \$111,039	\$111,040 - \$148,052			

17



Income Eligible Incentives

100% off cost of energy efficiency upgrades, funded through the Sponsors via CAP agencies:

- Insulation and air sealing
- HVAC replacements, including heat pumps
- Efficient appliance replacements
- Minor repairs & some pre-weatherization barriers

Income Eligible Pre-Weatherization Barrier Mitigation



Full cost of pre-weatherization barrier mitigation for:

- Knob & tube wiring
- Asbestos insulation (as needed for HVAC replacement)
- Excessive moisture
- Improperly vented heating equipment
- Roofing
- Vermiculite
- Other misc. repairs preventing energy service upgrades



Residential Retail

Pathways for Participation



- ➤ Rebate Application purchase eligible energy efficient equipment and submit a completed rebate application to receive rebate
- Online Marketplace purchase directly from the Mass Save online marketplace and receive an instant discount at point of purchase https://www.poweredbyefi.org/masssave
- ➤ Instant Rebates save instantly when you purchase an eligible dehumidifier, window AC, or smart t-stat at participating retailers
 - Fill out online form and receive a text with a link to your rebate code, which you show at the register

Residential Heat Pump Rebates



Available now:

https://www.masssave.com/en/saving/residential-rebates

Pre-existing Heating Fuel	Equipment Type	Rebate Type	Rebate Amount	Efficiency Requirements	
Oil, Propane,	Air Source	Partial-Home	\$1,250 per ton	Refer to MassSave.com/HPQPL	
Natural Gas, or Electric Resistance	Heat Pumps	Whole-Home	\$10,000 per home		
Oil, Propane, or Natural Gas	Air to Water Heat Pumps	Whole-Home	\$10,000 per home		
Oil, Propane,	Ground Source Heat Pumps	Partial-Home	\$2,000 per ton	Refer to the ENERGY	
Natural Gas, or Electric Resistance		Whole-Home	\$15,000 per home	STAR Certified list	

Beginning in 2023, residential heat pump rebates will only be available for heat pumps that are installed by participating Mass Save Heat Pump Installers.

Whole-Home Heat Pump Rebates

To qualify for whole-home heat pump rebates, customer **must complete**:

- 1. Virtual or on-site Home Energy Assessment
- 2. Weatherization recommendations
- 3. Whole-home heat pump installation

Please note: heat pumps must be new and sized to satisfy 90-120% of the peak heating load throughout out 100% of the conditioned space.



Partial-Home Heat Pump Weatherization Bonus

COMING SOON!

- \$500 bonus for customers who choose to complete weatherization prior to a partial-home/ supplemental heat pump installation
- Bonus form will be provided directly to customers once weatherization is complete



Condensing Boiler & Furnace Rebates



Fuel Type	Equipment Type	Efficiency Requirement	Standard Rebate Amount	Enhanced Rebate Amount***
Natural Gas	Hot air furnace with ECM	≥95% AFUE	\$200 per unit	\$750 per unit
	Hot air furnace with ECM	≥97% AFUE	\$200 per unit	\$1250 per unit
	Hot air furnace with ECM and on- demand DHW	≥97% AFUE	\$950 per unit	
Natural Gas	Hot Water Boiler	≥95% AFUE	\$200 per unit	\$2750 per unit
	Combined condensing boiler with on- demand water heater	≥95% AFUE	\$1600 per unit	
Oil	Hot air furnace	≥86% AFUE	\$650 per unit	
Propane	Hot air furnace with ECM	≥95% AFUE	\$200 per unit	\$750 per unit
	Hot Water Boiler	≥95% AFUE	\$200 per unit	\$2,300 per unit
	Combined condensing boiler with on- demand water heater	≥95% AFUE	\$1600 per unit	
	Combined condensing furnace with on-demand water heater	≥95% AFUE	\$950 per unit	

^{***}Customers replacing existing condensing furnaces or boilers are not eligible for enhanced rebates. If pursuing enhanced rebates, pre-verification is required prior to installation.

Water Heater Incentives



Fuel Type	Equipment Type	Efficiency Requirement	Incentive Amount	
Oil, Propane, Natural Gas or Electric Resistance	Heat Pump Water Heater	≥3.2 UEF	\$750 per unit*	
	Storage water heater	≥ .64 UEF Medium Draw ≥ .68 UEF High Draw	\$100 per unit	
Natural Gas	On-demand tankless water heater	UEF ≥.87	\$700 per unit	
	Condensing water heater	UEF ≥.80	\$500 per unit	
	Indirect water heater	Connected to water boiler	\$400 per unit	
Propane	On-demand tankless water heater	UEF ≥.87	\$700 per unit	
Oil	Indirect water heater	Connected to water boiler	\$400 per unit	
*Instant incentives are available for qualified heat pump water heaters purchased through a participating distributor.				

Educational Resources



Residential Heating Comparison Calculator

 Demonstrates estimated annual cost and carbon emissions savings from investing in a new heating and cooling system

Heating & Cooling Consultations

- No-cost virtual consultations with technical specialists, available to all residential customers considering an upgrade to their heating and/or cooling system
- · Provide guidance about the benefits and considerations of transitioning to a new heating system
- Connect customers with trained and participating Mass Save **Heat Pump Installers**

Website Refresh

- · Website refresh, providing clear and concise information on the benefits and considerations of heat pump installation and operation
- Customer brochures recently finalized, easily accessible











Compare the annual cost and carbon emissions savings from investing in a new heating and cooling system.

If you're considering an upgrade to your current heating and cooling equipment, use the Mass Save® Heating Comparison Calculator (HCC) to see how installing a high-efficiency heating system could impact your heating costs—and how much it could reduce your carbon emissions.

MassSave.com/HeatPump





ENERGY STAR Certified Products including:

- \$100 rebate for smart thermostats
- \$50 rebate for clothes dryers
- \$40 rebate for room air cleaners
- \$40 rebate for window A/C units
- \$30 rebate for dehumidifiers

No-Cost Appliance Pickup and Recycling

- \$75 rebate for fridge or freezer recycling
- \$30 rebate for dehumidifier recycling through dehumidifier turnin events or in combination with fridge/freezer recycling

New Product Rebates

- \$30 battery powered electric leaf blower
- \$30 battery powered electric chainsaw
- \$30 battery powered electric trimmer
- \$75 battery powered electric lawn mower
- \$75 rebate/window (upgrading single pane to Energy Star triple pane)



Financing

0% HEAT Loan



0% Financing: HEAT Loan

0% financing to qualified applicants

Up to \$25,000, terms up to 7 years

For approved energy efficiency measures:

- Program weatherization
- Heating & Cooling equipment
- Water heating equipment
- Solar thermal
- Battery storage
- Some pre-weatherization barriers
- Replacing single pane windows with Energy Star triple pane only if recommended by Energy Specialist and if all weatherization work addressed



















Melanie Coen Lead Analyst National Grid Melanie.Coen@NationalGrid.com

Christopher Lavallee Senior Analyst National Grid Christopher.Lavallee@NationalGrid.com