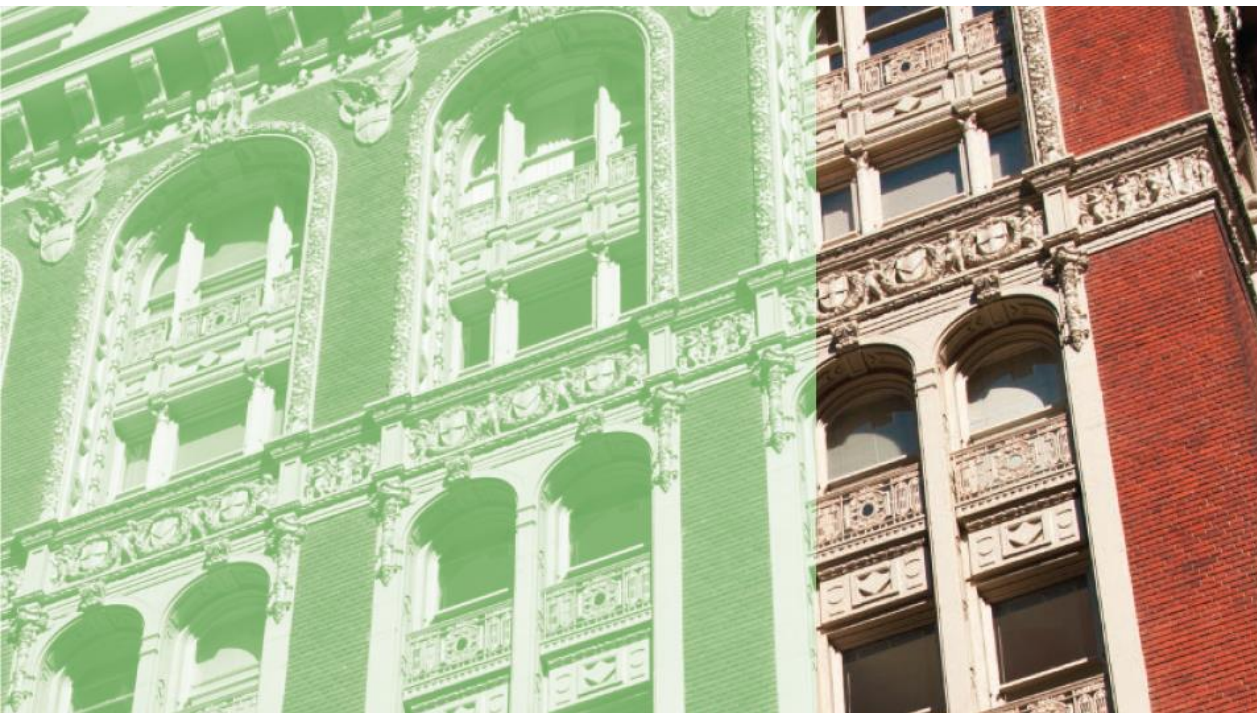


2019 MA Commercial & Industrial Energy Efficiency Offerings & Incentives



The Massachusetts Program Administrators (PAs) offer their business customers a wide array of financial incentives⁽¹⁾ to offset the cost of purchasing energy efficiency equipment in order to lower energy usage and operating costs. Incentives are available for a wide variety of eligible equipment and project types.

Your PA representatives can provide complete details and provide recommendations tailored to your business. Visit www.MassSave.com for more information.

For more information and to apply for incentives, visit:

MassSaveApplicationPortal.com

(1) Restrictions and eligibility requirements apply. Specific offerings are subject to change

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Introduction

The Program Administrators (PAs) offer business customers in Massachusetts a wide array of financial incentives to offset the cost of purchasing energy efficient equipment in order to lower energy usage and operating costs and increase profitability and productivity. Incentives are available for a variety of eligible equipment and project types.

Eligibility

Incentives are available for Massachusetts commercial, industrial, municipal, educational and institutional customers who are making qualifying energy efficiency upgrades and retrofits to their equipment and buildings. Additional eligibility requirements may apply, depending on your project.

Simple Steps to Savings

Applying for incentives involves the following:

1. Identify an Opportunity

- Either on your own, or with the assistance of your PA(s) or a contractor of your choice, identify the qualifying energy savings opportunity. Consider a no-cost facility assessment as a starting point.

2. Submit Application

- Complete an official Application providing details about your company, your building, and the project along with necessary documentation (equipment cut sheets, engineering calculations or savings documentation, invoices, W-9, etc.)
- A pre-inspection may be required to determine eligibility. If so, a representative will contact you to schedule an appointment.
- Purchase and install the new qualifying equipment.

3. Receive your Incentive

- Once the equipment has been installed and all supporting information has been received and reviewed, you will be issued your incentive payment.
- A post-inspection may be required prior to issuance of any incentive payments.

4. Repeat the Process

- Once you start saving, consider re-investing those savings in the next opportunity.

With You all The Way

Your Program Administrator(s) will work with you to see your project through. We can guide you through the entire process of identifying energy saving opportunities, assessing the economics, and working through the administrative process to apply for and receive incentives.

Contact Us

Contact us to learn more about the incentives and services available and how they can help you build energy efficiency into your business by visiting www.MassSave.com.

Compressed Air

Air Compressors

15 to 24 HP	\$200 per HP
25 to 49 HP	\$150 per HP
50 to 75 HP	\$100 per HP

Other Compressed Air

Compressed Air Storage	\$2.75 Per Gallon
Engineered Air Nozzle	\$20 per Nozzle
Low Pressure Drop Filter	\$0.80 per SCFM
Refrigerated Air Dryer	\$5.25 per CFM Cycling & VSD Dryers
Zero-loss Condensate Drain	\$125 per Drain

Food Service

Cooking

Fryer

Gas	\$1,000
Electric, Large Vat	\$150
Electric, Standard Vat	\$150

Griddle

Griddle, Gas	\$500
Griddle, Electric	\$400

Oven

Combination, Gas	\$1,000
Combination, Electric	\$2,000
Convection, Gas	\$1,000
Convection, Electric	\$500
Rack, Gas	\$1,000
Conveyor, Gas	\$1,000

Steamer

Electric Steamer	\$1,000
Gas Steamer	\$1,000

Food Holding

Hot Food Holding Cabinet

Half Size	\$600
3/4 Size	\$750
Full Size	\$900

Warewashing

High Temperature Dishwasher

Single Tank Conveyor	\$100
Multi Tank Conveyor	\$100
Pots, Pans & Utensils	\$100
Door Type	\$250
Under Counter	\$250

Low Temperature Dishwasher

Single Tank Conveyer	\$100
Multi Tank Conveyer	\$100
Door Type	\$250
Under Counter	\$250

Ice Making

Ice Machine

Ice Making Head	\$250
Remote Condensing / Split Unit	\$200
Self-Contained Unit	\$100

Other Food Service

Pre-Rinse Spray Valve	\$50
Glass Front Refrigerated Cooler	\$115
Vending Miser - Refrigerated Beverage Vending Machine	\$115
Vending Miser - Non-Refrigerated Snack Vending Machine	\$45

Heating, Ventilation, and Air Conditioning (HVAC)

Heating

Gas Condensing Boiler

Up to 300 MBH, 90% AFUE or greater	\$1,000
Up to 300 MBH, 95% AFUE or greater	\$1,500
301 to 499 MBH, 90% Thermal Efficiency or greater	\$2,000
500 to 999 MBH, 90% Thermal Efficiency or greater	\$4,000
1,000 to 1,700 MBH, 90% Thermal Efficiency or greater	\$7,500
1,701 to 2,000 MBH, 90% Thermal Efficiency or greater	\$10,000

Gas Furnace

Up to 150 MBH, 95% AFUE or greater & ECM Motor	\$300
Up to 150 MBH, 97% AFUE or greater & ECM Motor	\$600

Integrated Condensing Gas Boiler / Water Heater with on-Demand Hot Water

90% AFUE or greater	\$1,200
95% AFUE or greater	\$1,600

Gas Condensing Unit Heater

Up to 300 MBH, 90% Thermal Efficiency or greater	\$750
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Gas Infrared Heater

Low Intensity, All Sizes	\$750
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Cooling

Chiller, Air Cooled with Condenser

Less than 150 Tons	\$23 per Ton plus \$1.40 per 0.1 EER above Base
150 Tons or Greater	\$20 per Ton plus \$1.40 per 0.1 EER above Base

Chiller, Water Cooled, Centrifugal

Less than 150 tons	\$15 per Ton plus \$3.50 per 0.1 kW/ton below Base
150 to 299 tons	\$14 per Ton plus \$3.90 per 0.1 kW/ton below Base
300 to 399 tons	\$10 per Ton plus \$3.40 per 0.1 kW/ton below Base
400 Tons or greater	\$10 per Ton plus \$3.40 per 0.1 kW/ton below Base

Chiller, Water Cooled, Positive Displacement

75 to 149 Tons	\$13 per Ton plus \$3.50 per 0.1 kW/ton below Base
150 to 299 Tons	\$11 per Ton plus \$3.20 per 0.1 kW/ton below Base
300 to 599 Tons	\$14 per Ton plus \$3.75 per 0.1 kW/ton below Base

HVAC Controls

Energy Management System

5,000 to 20,000 Square Feet (up to 20 Points)	\$300 per Point
20,001 to 80,000 Square Feet (up to 60 points)	\$300 per Point
80,001 to 299,999 Square Feet (up to 160 Points)	\$300 per Point
300,000 Square Feet or greater	Custom Calculated \$

Thermostats

Programmable	Up to \$25 each
Wi-Fi Enabled	Up to \$125 each

Other

Aftermarket Reset Control, Installed on Forced Hot Water Boilers	\$225 each
Steam Trap	\$50 per Trap
Hotel Occupancy Sensor on Heat Pump or PTAC w/Electric Heat	\$75 per Sensor

Lighting Systems & Sensors

Lighting Systems New Construction				
Fixture Description	Product Code	Incentive Per Fixture		
		DLC Standard	DLC Premium	
Interior Fixtures				
LED Down Light Fixture - Hard Wired or GU-24 base – 25 to 49W	80B	\$40	---	
LED Down Light Fixture - Hard Wired or GU-24 base – 50W or Greater	80C	\$80	---	
LED Track or Mono-Point Directional Fixture	84	\$15	\$25	
LED Interior High Bay/Low Bay – 10 to 99W	86A	\$40	\$60	
LED Interior High Bay/Low Bay – 100 to 199W	86B	\$80	\$120	
LED Interior High Bay/Low Bay – 200W or Greater	86C	\$160	\$200	
LED Indoor Troffer and Indoor Retrofit Kit - 1X4, 2X2, and 2X4	88A	\$30	\$40	
LED Indoor Troffer - 1X4, 2X2, and 2X4	88B	\$40	\$50	
Adaptive LED Interior Troffer - 1X4, 2X2, 2X4 Fixture	88C	\$45	\$55	
LED Linear Ambient - Direct/Indirect Fixture	89	\$40	\$50	
LED Interior Directional - Wall Wash/Wall Grazing Fixture	91	\$30	\$40	
Exterior Fixtures				
LED Parking Garage and Fuel Pump Canopy Luminaire	83B	\$80	\$120	
LED Outdoor Wall-Mounted/Pole/Arm-Mounted Area Fixture – 10 to 99W	85A	\$40	\$60	
LED Outdoor Wall-Mounted/Pole/Arm-Mounted Area Fixture – 100 to 199W	85B	\$80	\$120	
LED Outdoor Wall-Mounted/Pole/Arm-Mounted Area Fixture – 200W or Greater	85C	\$160	\$200	
LED Landscape/Accent/Architectural Flood & Spot, Stairway, Step Light and Bollard Fixture	90	\$30	\$40	

Lighting Sensors & Controls New Construction			
Control Description	Product Code	Incentive Per Control	Minimum Controlled Wattage
Remote Mounted Occupancy Sensor	61	\$15	55
Daylight Dimming System and/or Occupancy Controlled Dimming System	62	\$10 per Fixture	25 per Fixture
Interior Integral Fixture Mounted Dual Sensor	63	\$15 per Fixture	25 per Fixture
Integral Fixture Mounted Dual Sensors and Network-capable Controls	63A	\$25 per Fixture	300 Total
Wall Mounted Occupancy Sensor	64	\$10	25
Outdoor Integral Fixture Mounted Programmable Controller	65A	\$50 per Fixture	400 Total

Performance Lighting New Construction

Tier / Criteria		Interior	Exterior
Tier 1	Code level Controls	\$1.50 per Watt Saved	\$1.50 per Watt Saved
Tier 2	Integral Controls	\$2.00 per Watt Saved	\$2.00 per Watt Saved
Tier 3	Network Controls & M&V	\$3.00 per Watt Saved	\$3.00 per Watt Saved

Lighting Systems Retrofit

Description	Product Code	Min Watts Saved	Incentive Per Fixture	
			DLC Standard	DLC Premium
Re-Lamp & Re-Ballast Replacements				
LED Two-foot and Four-foot Linear Retrofit Tube Kit and Driver	81D	10	\$10	---
LED Four-foot Linear Retrofit Tube Kit and Driver	81	20	\$20	---
LED Mogul Screw-Base (E39) Replacement for HID Lamp	81M	100	\$50	---
LED Mogul Screw-Base (E39) Replacement for HID Lamp - High Output	81MH	200	\$75	---
Interior Fixtures				
LED Down Light Fixture - Hard Wired or GU-24 base – 25 to 49W	80B	75	\$75	---
LED Down Light Fixture - Hard Wired or GU-24 base – 50W or Greater	80C	150	\$150	---
LED Display Case: Cooler, Freezer Case or Refrigerated Shelving - 3' & 4'	82A	14	\$30	\$40
LED Display Case: Cooler, Freezer Case or Refrigerated Shelving - 5' & 6'	82B	23	\$50	\$60
LED Track or Mono-Point Directional Fixture	84	30	\$20	\$30
LED Interior High Bay/Low Bay – 10 to 99W	86A	60	\$100	\$150
LED Interior High Bay/Low Bay – 100 to 199W	86B	150	\$200	\$250
LED Interior High Bay/Low Bay – 200W or Greater	86C	400	\$300	\$350
LED Indoor Troffer and Indoor Retrofit Kit - 1X4, 2X2, and 2X4	88A	27	\$50	\$60
LED Indoor Troffer - 1X4, 2X2, and 2X4	88B	33	\$60	\$70
Adaptive LED Interior Troffer - 1X4, 2X2, 2X4 Fixture	88C	33	\$65	\$75
LED Linear Ambient - Direct/Indirect Fixture	89	33	\$60	\$70
LED Interior Directional - Wall Wash/Wall Grazing Fixture	91	27	\$50	\$60
Exterior Fixtures				
LED Fixture & Retrofit Kit for Parking Garage and Fuel Pump Canopy Luminaire - 20W to 99W	83A	60	\$100	\$150
LED Fixture & Retrofit Kit for Parking Garage and Fuel Pump Canopy Luminaire - 100W or Greater	83B	100	\$150	\$200
LED Outdoor Wall-Mounted/Pole/Arm-Mounted Area Fixture – 10 to 99W	85A	60	\$75	\$100
LED Outdoor Wall-Mounted/Pole/Arm-Mounted Area Fixture – 100 to 199W	85B	150	\$150	\$200
LED Outdoor Wall-Mounted/Pole/Arm-Mounted Area Fixture - 200W or Greater	85C	400	\$200	\$300

Exterior Fixtures (continued)

LED Landscape/Accent/Architectural Flood & Spot, Exterior Stairway, Step Light and Bollard Fixture	90A	25	\$50	\$75
LED Landscape/Accent/Architectural Flood & Spot, Exterior Stairway, Step Light and Bollard Fixture	90B	50	\$100	\$125

Lighting Sensors & Controls Retrofit

Sensor / Control Description	Product Code	Incentive Per Control	Minimum Controlled Wattage
Remote Mounted Occupancy Sensor	61	\$30	55
Daylight Dimming System and/or Occupancy Controlled Dimming System	62	\$15 per Fixture	25 per Fixture
Interior Integral Fixture Mounted Dual Sensor	63	\$20 per Fixture	25 per Fixture
Integral Fixture Mounted Dual Sensors and Network-capable Controls	63A	\$30 per Fixture	300 Total
Wall Mounted Occupancy Sensor	64	\$20	25
Photocell Sensors (24/7 exterior systems)	65	\$25	50
Outdoor Integral Fixture Mounted Programmable Controller	65A	\$50 per Fixture	400 Total
Integral Occupancy Sensor for High Bay Fixtures	68	\$25 per Fixture	70 per Fixture

Performance Lighting Retrofit

Tier / Criteria	Interior	Exterior
Tier 1 Code Level Controls	\$2.00 per Watt Saved	\$2.00 per Watt Saved
Tier 2 Integral Controls	\$3.00 per Watt Saved	\$3.00 per Watt Saved
Tier 3 Network Controls & M&V	\$4.00 per Watt Saved	\$4.00 per Watt Saved

Water Heating

Miscellaneous Water Heating

Faucet Aerator	\$8
Low-flow Showerhead	\$20
Pre-Rinse Spray Valve	\$25

Variable Speed Drives

Variable Speed Drives New Construction

Eligible Types and Horsepower Ratings		Per Unit Incentives by Horsepower	
Type	Available HP Range	HP Size	Incentive
Boiler Draft Fan	Less than 25	1 to 3	\$1,000
Boiler Feed Water Pump	Less than 15	5 to 7.5	\$1,400
Chilled Water Pump	Less than 7.5	10	\$1,800
Condensed Water Pump	Less than 15	15	\$2,200
Cooling Tower Fan	Less than 7.5	20	\$2,600
Hot Water Circulation Pump	Less than 15	25	\$3,200
Make-up Air Fan	Less than 7.5	30	\$3,800
Process Cooling Pump	Less than 50	40	\$4,600
Process Exhaust and Make-up Fan	Less than 7.5	50	\$5,400
Water Source Heat Pump Circulation Pump	Less than 5		

Variable Speed Drives Retrofit

Eligible Types	Per Unit Incentives by Horsepower			
	Types	HP Size	Drive Only	Motor & Drive
Boiler Draft Fan		1 to 3	\$1,000	\$1,250
Boiler Feed Water Pump		5 to 7.5	\$1,400	\$1,750
Building Exhaust Fan		10	\$1,800	\$2,250
Cooling Tower Fan		15	\$2,200	\$2,750
Chilled and Condensed Water Distribution Pump		20	\$2,600	\$3,300
Hot Water Circulation Pump		25	\$3,200	\$4,050
HVAC Return Air Fan		30	\$3,800	\$4,800
HVAC Supply Air Fan		40	\$4,600	\$5,850
Make-up Air Fan		50	\$5,400	\$6,750
Process Cooling Pump		60	\$6,400	\$8,250
Process Exhaust and Make-up Fan		75	\$7,500	\$9,450
Water Source Heat Pump Circulation Pump		100 to 150	\$8,500	\$10,950

Electronically Commutated Motors (ECMs)

ECMs for Fan Powered Boxes & Fan Coils or HVAC Supply Fans only

\$100

Equipment & Systems Performance Optimization

Low Cost Tuning Measures			
End Use	Measure	Incentive	Notes and Definitions
Compressed Air	Reduce Supply Side Compressed Air Pressure	\$0.85 per HP	Minimum of 2 PSIG Reduction; HP is defined as the total HP of the compressed air plant excluding backup units which only cycle on during failure mode
	Repair Compressed Air Leaks	\$50 per CFM reduced through leak repair	If CFM is not available, number of leaks and system pressure must be provided
HVAC	Optimize Economizer Control	\$175 per DX packaged or split system economizer \$600 per water- or air-cooled chiller system economizer	
	Reset Condenser Water Temperature	\$600 each	\$800 If all three-cooling system reset measures are undertaken collectively
	Reset Chilled Water Temperature	\$100 each	
	Reset Discharge Air Temperature	\$50 each	
	Reset Boiler Water Temperature	\$300 per reset controller	
	Adjust Pump Schedules	\$14 per HP per hour* of reduced run time	* Average # of daily hours reduced over the course of the year for each pump
	Adjust System Schedules	\$30 per fan HP per hour* of reduced run time \$25 per kW electric heat per hour* of reduced run time	* Average # of daily hours reduced over the course of the year for each fan
Refrigeration	Tune Anti-Sweat Controls	\$400 per low temperature circuit \$800 per medium temperature circuit	It is typical to have 4-5 doors per circuit
	Clean Condenser Coils	\$150 per condenser coil	Must utilize EPA approved coil cleaning solution
	Cycle Evaporator Fans	\$35 per fan	Not for standalone (self-contained) coolers or freezers
	Reduce Defrost	\$100 per Hour* increase of interval between defrost cycles	* Average # of daily hours of increased cycle interval, over the course of the year
	Optimize Floating Head Pressure	\$40 per condenser fan HP	
	Lower Condensing Pressure	\$35 per condenser fan HP	
	Optimize Condenser Fans	Tier 1 *: \$20 per HP of an capacity Tier 2 *: \$50 per HP of fan capacity	Tier 1: the section of any of the optimization strategies available on the drop-down list for this measure, which constitutes an improvement to the site's existing control strategy. Tier 2: assumes improvement to the optimal control strategy which includes VFDs w/ synchronized speed on all fans, assumes this is an improvement to the site's existing control strategy.
	Optimize Evaporator Fans	Tier 1 *: \$50 per HP of fan capacity Tier 2 *: \$75 per HP of fan capacity	
Steam	Steam Trap Repair	\$50 per trap repaired	Only available for Mechanical Traps
	Reduce Steam Boiler Pressure	\$100 per PSIG reduction in boiler steam pressure	

Targeted Systems Tuning

Tuning Investigation Funding	Base Incentive	Performance Bonus Incentive
Up to \$12,000 for Pre-Approved Projects	\$0.17 per kWh saved \$1.20 per Therm saved	Where savings relative to total consumption: Greater than 2.75% Electric - \$0.03 per kWh adder Greater than 1.50% Gas - \$0.20 per Therm adder

Whole Building & Process Tuning

Tuning Investigation Funding	Base Incentive	Performance Bonus Incentive
Up to \$30,000 Pre-Approved Projects	\$0.17 per kWh saved \$1.20 per Therm saved	Where savings relative to total consumption: Greater than 2.75% Electric - \$0.03 per kWh adder Greater than 1.50% Gas - \$0.20 per Therm adder

Monitoring Based Commissioning

Pay for Performance Incentive Amount

\$0.17kWh
\$1.20/Therm

Technical Assistance

Engineering Services

Support for engineering identification and quantification of savings opportunities

Project Specific

Custom Projects

Energy Efficient equipment not listed above may be eligible for custom incentives. Projects eligible for custom incentives typically require additional energy analysis in the project design process. Your Program Administrator can provide complete details.

Project Specific

Additional Opportunities

In addition to the opportunities listed previously in this document, there are many other resources available that can help your business save energy and money.

- For general information about what the Massachusetts Program Administrators (PAs) have to offer you and your business, please visit the Mass Save website at www.MassSave.com/en/saving/business-rebates/
- The Program Administrators have also developed relationships with equipment distributors throughout the state to make available a wide array of energy efficient equipment options at a reduced cost to you. Specific information about available products, eligibility requirements, and participating distributors is available at the following:

Food Service	https://www.masssave.com/en/saving/business-rebates/food-service-equipment/instant-rebates/
HVAC	https://www.masssave.com/en/saving/business-rebates/upstream-electric-hvac-program/
Lighting	https://www.masssave.com/en/learn/partners/upstream-lighting/
Water Heating	https://www.masssave.com/en/saving/business-rebates/commercial-water-heaters/

NOTE: *The incentives listed throughout this document cannot be combined with any other incentive offers, including those listed immediately above.*

For More Information

Your PA representatives can provide complete details and recommendations tailored to your business. Contact your Program Administrator(s) for more information.



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