

## Choose what's best for you

The Sponsors of Mass Save® offer incentives on various high-efficiency heat pumps to help you save energy and money on the system that's best for your business.

### Standard heat pump incentives

| Equipment type  | Incentive amount <sup>1</sup> |
|---|-------------------------------|
| Central Ducted Heat Pump, Ductless Mini- or Multi-Split | <b>\$250</b> per ton          |

### Energy optimization heat pump incentives

| Equipment type  | Primary fuel type                        | Incentive amount <sup>1</sup> |
|---|--|-------------------------------|
| Central Ducted Heat Pump, Ductless Mini- or Multi-Split | Oil, Propane or Electric Resistance Heat | <b>\$1,250</b> per ton        |

#### Efficiency requirements

Refer to Heat Pump Qualified Products List at [MassSave.com/HPQPL](https://masssave.com/HPQPL)

#### Additional requirements

Integrated controls<sup>2</sup> required (for oil or propane heat) unless central heating system is removed.<sup>3</sup>

Refer to Integrated Controls Qualified Products List at [MassSave.com/ICQPL](https://masssave.com/ICQPL)

<sup>1</sup>Incentive amount based on actual tons. Available only on systems less than 5.4 tons. Actual tons are calculated based on AHRI cooling capacity divided by 12,000 BTUs.

<sup>2</sup>Integrated controls are either approved control packages or dual fuel thermostats that switch between a heat pump and a central heating system.

<sup>3</sup>The Sponsors of Mass Save do not recommend fully replacing existing central heating systems with heat pump equipment. Customers that choose to remove their existing system may access the Energy Optimization incentive levels without the installation of an integrated control.

Please see Terms & Conditions on the application for full requirements. Cannot be combined with other incentive for same equipment.



## Energy savings guide

### How to get your incentive:

1. Contact your preferred HVAC contractor to determine which equipment is right for your business.
2. Have your contractor review the heat pump application with you.
3. Get your energy-saving equipment installed.
4. Visit [MassSaveApplicationPortal.com](https://masssave.com/CI-HVAC) to apply for your incentive and save!

For more information, visit [MassSave.com/CI-HVAC](https://masssave.com/CI-HVAC)



## Small commercial heat pump systems

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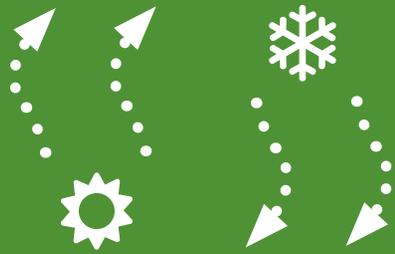


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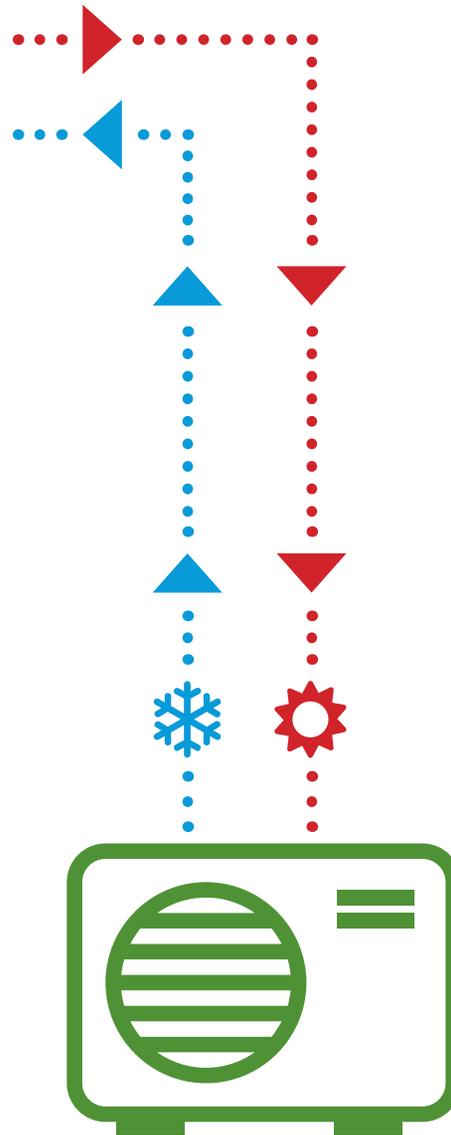


# Are heat pumps right for your business?



**High-efficiency heat pumps allow you to heat and cool your business from a single unit so you can save energy and money year-round.**

Choosing the system that's right for you depends on the size of your space, your fuel options and your specific needs.



## What is a heat pump system?

A heat pump is an air conditioner that can be reversed to either heat or cool a controlled space. During the summer, it moves indoor heat outside, and in the winter, the heat pumps are able to gather heat from outside and move it indoors. Many heat pumps are able to provide efficient heating in cold climates with temperatures as low as -15°F. While your HVAC contractor can help you determine the right system specification for your needs, many customers find that their heat pump system is able to keep them comfortable in the summer, during the shoulder seasons and into the winter months.



## Different types of heat pumps:

- Ductless heat pumps deliver conditioned air to a space without the use of ductwork. The system uses an outdoor condenser and indoor unit(s), often mounted on the wall, to add comfort to your business.
- Central heat pumps or ducted mini-split heat pumps are a convenient way to make your existing ductwork more energy efficient.



## What is energy optimization?

Energy optimization is a holistic and integrated approach that helps businesses manage their energy use and expenses based on their individual needs and goals (such as reducing carbon emissions).



## What are integrated controls?

Integrated controls allow your system to automatically switch between your heat pump and your primary system based on a preselected outdoor temperature, helping you maximize your comfort and savings all year.