



Commercial & Industrial Prescriptive Heat Pump NextZero Program

Primary Objectives

MMWEC’s NextZero Program assists Massachusetts municipal utilities in developing and delivering energy efficiency services to their commercial and industrial customers.

- Provide a streamlined process for the review and installation of Heat Pump retrofit projects in existing commercial, industrial, governmental and institutional buildings.
• Assist Shrewsbury Electric and Cable Operations’ customers to reduce operating costs by incentivizing the identification and installation of cost effective Heat Pump improvements.

Program Summary/Design

Shrewsbury Electric and Cable Operations’ (SELCO) NextZero Prescriptive Heat Pump program will be a fast track process for reviewing and implementing Heat Pump projects. This program is for customers who have identified Heat Pump improvement projects and have procured cost quotations from licensed installers.

Below is a detailed summary of the program process from project eligibility to final delivery of the incentive from SELCO.

- 1. Project Eligibility: Equipment must be new and installed in a commercial, industrial, institutional, educational, or municipal building, or in common areas of a multi-family building (> 4 units) in the service territory of SELCO.
2. Application: The customer or their contractor should complete the NextZero Prescriptive Heat Pump Program application form, available on the SELCO website or www.NextZero.org, in its entirety and return to the program administrators by any of the methods listed on the application form.
3. Review Process: The review process begins once NextZero has received all of the required information. On average, this may take several weeks depending on the complexity of the project.
4. Pre-approval is required: Before you purchase and install the equipment, send the following to MMWEC NextZero Program in order to receive a “pre-approval incentive” letter:
a. Your application with all requested information filled in.
b. Manufacturer’s technical specification sheets (“cut sheets”) for each type of eligible equipment purchased.
c. A W9 form for the intended recipient of the rebate.
d. After you receive pre-approval incentive letter and have purchased and installed the qualified equipment, return the following to NextZero:
I. A signed copy of your “pre-approval incentive” letter.
II. A copy of your invoice showing the date and place of purchase and model/part numbers of the equipment installed.

Please note: In order to receive a NextZero Program incentive, invoices and manufacturer’s technical data sheets (“cut-sheets”) will always be required.



[MMWEC NextZero Program](#)

Toll Free Program Hotline
(844) 371-6704



	<p>6. Post Installation Inspection: All projects may be subject to a site inspection. NextZero will contact the participant to set up a convenient time for the site inspection. Site inspections will be randomly assigned at the discretion of NextZero.</p> <p>7. Incentive Payment: An incentive check will be issued for all projects that successfully meet the parameters of the program. See below for more information about financial incentives.</p>
Target Market	All non-residential customers – commercial, industrial, governmental, and institutional. Customer must be in good financial standing with SELCO to participate in the program.
Target End Uses	Target end uses include all Heat Pump retrofit projects that result in carbon reduction. Check energystar.gov for the most current listing of ENERGY STAR® certified equipment.
Financial Incentives*	<ul style="list-style-type: none">• Each business is eligible for NextZero Prescriptive Heat Pump incentives capped at 50% of installation costs, or \$6,000 per business, per calendar year.• NextZero has the right to monitor and/or inspect the installation and energy use of the products for which incentives are paid.• NextZero may publicize your participation in this program, unless otherwise requested. <p>*This offer may be changed, revised, or discontinued at any time by NextZero.</p>
Delivery Mechanism	Installation of measures may be conducted by any qualified contractors selected by the customer. The projects will be reviewed and incentives processed by a pre-selected firm with whom NextZero has a standing relationship.