



NextZero Program
**Prescriptive HVAC Incentive
Application Form – South Hadley**
Toll Free Hotline: 844-371-6704



Program Overview: The NextZero Prescriptive HVAC Incentive Program is designed to expedite the processing and installation of typical HVAC energy efficiency opportunities in commercial, industrial, and non-residential buildings. Incentives are offered to promote the installation of premium efficiency HVAC equipment and offset the incremental cost of such systems over standard replacements.

Incentives are capped at 50% of Installed Costs up to \$25,000.

4 Easy Steps to receive your NextZero Incentive:

1. Is your project eligible?

- Equipment must be new and installed in a non-residential building located in a participating Massachusetts Municipal Utility Territory.
- Installation completed, or to be completed, within the current program year of **January 1, 2025**, to **December 31, 2025**. Applications must be received within the current program year to qualify for incentives.

2. Is the equipment you intend to buy eligible?

- Only the exact product types and minimum efficiency levels listed in this form are eligible for prescriptive incentives.

3. Complete and sign the application.

- *Incomplete applications will delay review and payment. Please be sure to provide all requested information.*

4. Pre-Approval is required for all incentive applications:

- Before you purchase and install the equipment, send the following to the NextZero Program to receive a “pre-approval incentive” letter:
 - a. Your application with all the requested information filled in.
 - b. Manufacturer’s technical specification sheets (“cut sheets”) for each type of eligible equipment purchased.
 - c. A copy of your most recent electric bill.
 - d. A W9 for the rebate recipient (customer or installer, as indicated on application page 2).

Please note that item b, above, must be submitted for your application to be processed.

- After you have purchased and installed the qualified equipment, return the following to the NextZero Program:
 - a. A signed copy of your “pre-approval incentive” letter.
 - b. Your most recent electric utility bill.
 - c. A copy of your itemized invoice showing equipment costs and labor costs as separate line items, date and place of installation and model/part numbers of the equipment installed.
 - d. **Invoices must be submitted within 60 days of the invoice date.**

Please note: To receive an incentive from the NextZero Program, invoices, and manufacturer’s technical data sheets (“cut sheets”) will always be required.

Application Submission: Submit the application and appropriate documents using one of the following methods:

E-mail: energysavings@mmwec.org

Mail: NextZero Program c/o DNV
120 Water Street, Suite 350
North Andover, MA 01845



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PROGRAM PARTICIPANT INFORMATION

Company Name:	☐ Business ☐ Nonprofit Organization ☐ Government	Electric Utility Co:	Federal Tax ID:	# of Employees
Mailing Address:	City:	State:	Zip Code:	
Contact Name/Title:				
Email Address:	Telephone:		Fax:	
Physical Installation Address (if different from above):	City:	State:	Zip Code:	

CONTRACTOR INFORMATION

Contractor Company Name:	Business Type: ☐ Inc. ☐ Non-Inc. ☐ Exempt	Contact Person & Title:	Phone:	
Street Address:	City:	State:	Zip Code:	
Email:				

REBATE ASSIGNMENT

Assign to (W9 required): ☐ Customer ☐ Installer	Contact Person: <i>(if not same as above)</i>			
Rebate Mailing Address:	City:	State:	Zip Code:	



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PROPOSED MINIMUM EFFICIENCY LEVELS & INCENTIVE LEVELS

Table 1: Air Conditioning

Air Cooled Unitary and Split (new condenser and new coil) Air Conditioning Systems

Equipment Capacity (Tons)	Equipment Capacity (Btuh)	Minimum SEER/EER	Maximum Incentive (\$/Ton)
< 5.4	< 65,000 Split	15.0 SEER/12.5 EER	\$125
< 5.4	< 65,000 Packaged	15.0 SEER/12.0 EER	\$125
≥ 5.4 to < 11.25	≥ 65,000 to < 135,000	12.0 EER	\$80
≥ 11.25 to < 20	≥ 135,000 to < 240,000	12.0 EER	\$80
≥ 20 to < 63	≥ 240,000 to < 760,000	10.8 EER	\$50
≥ 63	≥ 760,000	10.2 EER	\$50

Variable Refrigerant Flow Multi-Split Air Conditioning Systems

Equipment Capacity (Tons)	Equipment Capacity (Btuh)	Minimum SEER/EER	Maximum Incentive (\$/Ton)
< 5.4 Tons	< 65,000 Btuh	15.0 SEER/12.5 EER	\$175/Ton

Table 2: Air Cooled Heat Pump Systems

Equipment Capacity (Tons)	Equipment Capacity (Btuh)	Minimum SEER/EER	Maximum Incentive (\$/Ton)
< 5.4	< 65,000 Split	15.0 SEER/12.5 EER & 9.0 HSPF	\$125
< 5.4	< 65,000 Packaged	15.0 SEER/12.0 EER & 8.5 HSPF	\$125
≥ 5.4 to < 11.25	≥ 65,000 to < 135,000	11.5 EER	\$80
≥ 11.25 to < 20	≥ 135,000 to < 240,000	11.5 EER	\$80
≥ 20	≥ 240,000	10.5 EER	\$50

Variable Refrigerant Flow Multi Split Heat Pump Systems

< 5.4 Tons	< 65,000 Btuh	15.0 SEER/12.5 EER & 9.0 HSPF	\$175/Ton
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Water Source Heat Pump Systems

Equipment Capacity (Tons)	Equipment Capacity (Btuh)	Minimum SEER/EER	Maximum Incentive (\$/Ton)
< 11.25	< 135,000	14.0 EER	\$80

High Efficiency ENERGY STAR® Mini-Split Pump Systems

BTU Size Range	Minimum SEER	Minimum HSPF	Incentive
9,000 to 18,000	18	12	\$1,000/Unit

Packaged Terminal Heat Pump Systems

Size Category	Minimum EER	Minimum COP	Incentive
<10,000 BTU	12.1	3.5	\$500/Unit
>10,000 BTU	10.7	3.1	\$500/Unit

Table 3: Energy Saving Control and Fan Motor Options (When installed with new, qualifying equipment)

Air Cooled Unitary and Split (new condenser and new coil) Air Conditioning Systems

Type of Measure	Additional Information	Incentive
Dual Enthalpy Economizer	Outside air economizer utilizing 2 enthalpy sensors (1 for outdoor and 1 for return air)	\$250/Unit
Demand Control Ventilation	Outside air intake controlled based on CO2 sensor	\$200/Unit
Electronically Commutated Motors (ECMs) for HVAC Fans	ECMs installed on fan powered terminal boxes, fan coils or HVAC supply fans on small unitary equipment	\$150/Motor



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EQUIPMENT INPUT TABLES/INCENTIVE CALCULATION WORKSHEET

Table 4: HVAC Equipment Information Table/Incentive Calculation Worksheet

Project Type	Equipment S-Split U-Unitary H-Heat Pump	Manufacturer and Model #	Unit Size (Tons) (AHRI Net Capacity) (A)	Unit Efficiency (EER or SEER) (AHRI Net Capacity)	Incentive (\$/Ton) (B)	Quantity (C)	Total Incentive (\$) (A) x (B) x (C)
Example	S U H	Acme, XX10YY	10	11.5	\$80	1	\$800
☐ Retrofit/ Replacement	S U H						
☐ New Construction	S U H						
	S U H						

Table 5: Energy Saving Control and Fan Motor Worksheet

Type of Measure	Quantity (A)	Incentive Level (B)	Total Incentive (A x B)
Dual Enthalpy Economizer		\$250/Unit	
Demand Control Ventilation		\$200/Unit	
Electronically Commutated Motors (ECMs) for HVAC Fans		\$150/Motor	

TOTAL PROJECT COSTS AND FINAL ANTICIPATED INCENTIVE

Total Labor Costs:	
Total Material Cost:	
Total Project Cost:	
Total Anticipated Incentive (Totals from Table 4 + Table 5):	
Estimated Energy Savings (MMBTU)	

Pre-approval is required for all incentive applications. See page 1 of application for steps to be pre-approved. Incentives are capped at 50% of installed costs up to \$25,000.

See program description for maximum incentive allowed. To qualify for the incentive:

- Equipment must be new and installed in a non-residential building.
- Installation is completed within current program year of January 1, 2025 to December 31, 2025.
- Applications are received within current program year of January 1, 2025 to December 31, 2025.
- Invoices must be submitted within 60 days of the invoice date.
Note: Invoices for projects completed in December 2025 must be received by January 31, 2026.
- Fill out entire application and provide the following:
 - ___ Manufacturer's technical specification sheets ("cut sheets") for each type of eligible equipment purchased.
 - ___ Copy of your most recent electric bill.
 - ___ Copy of itemized invoice showing the equipment costs and labor costs as separate line items, the date and place of installation, and the model/part numbers of the equipment installed.
 - ___ Copy of W9 for the rebate recipient (customer or installer, as indicated on application page 2).

CUSTOMER AUTHORIZATION

By signing this application, I acknowledge that I have read and understand the terms and conditions of the program and I verify that all information provided in this application is accurate and true to the best of my knowledge.

Customer's Name and Title:

Customer's Signature and Date: