



NextZero PROGRAM  
**Prescriptive HVAC Incentive**  
**Application Form – Ashburnham**  
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 \$1,000.**

## 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, 2026, to December 31, 2026**. 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. A copy of your invoice showing the date and place of purchase and model/part numbers of the equipment installed.
  - c. ***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](mailto:EnergySavings@mmwec.org)

Mail: NextZero Program c/o DNV  
120 Water Street, Suite 408  
North Andover, MA 01845



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**PROGRAM PARTICIPANT INFORMATION**

|                                                          |                                                                                                                             |                      |                 |                |
|----------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|----------------------|-----------------|----------------|
| Company Name:                                            | <input type="checkbox"/> Business<br><input type="checkbox"/> Nonprofit Organization<br><input type="checkbox"/> 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:<br><input type="checkbox"/> Inc.<br><input type="checkbox"/> Non-Inc.<br><input type="checkbox"/> Exempt |        |           |
| Street Address:          | City:                                                                                                                   | State: | Zip Code: |
| Contact Name/Title:      |                                                                                                                         |        |           |
| Telephone:               |                                                                                                                         | Fax:   |           |
| Email:                   |                                                                                                                         |        |           |

**REBATE ASSIGNMENT**

|                                                                                                     |                                               |        |           |
|-----------------------------------------------------------------------------------------------------|-----------------------------------------------|--------|-----------|
| Assign to (W9 required):<br><input type="checkbox"/> Customer<br><input type="checkbox"/> Installer | Contact Person: <i>(if not same as above)</i> |        |           |
| Rebate Mailing Address:                                                                             | City:                                         | State: | Zip Code: |



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**MINIMUM EFFICIENCY LEVELS / INCENTIVE LEVELS**

**Table 1: Air Conditioning Systems**

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

| Equipment Cooling Capacity (Tons)        | Equipment Cooling Capacity (Btuh) | Minimum Cooling Efficiency | Minimum Heating Efficiency | Incentive    |
|------------------------------------------|-----------------------------------|----------------------------|----------------------------|--------------|
| <5.4                                     | <65,000                           | 15.2 SEER2;                | n/a                        | \$125 / ton  |
| 5.4 to <20                               | 65,000 to <240,000                | 14.5 IEER                  | n/a                        | \$100 / ton  |
| ≥20                                      | ≥240,000                          | 13.5 IEER                  | n/a                        | \$75 / ton   |
| Packaged Terminal Air Conditioner (PTAC) |                                   |                            |                            |              |
| --                                       | < 10,000                          | 12.1 EER                   | n/a                        | \$100 / unit |
| --                                       | 10,000+                           | 10.7 EER                   | n/a                        | \$100 / unit |

**Table 2: Air Source and Water Source Heat Pump Systems**

| Equipment Cooling Capacity (Tons)                       | Equipment Cooling Capacity (Btuh) | Minimum Cooling Efficiency | Minimum Heating Efficiency      | Incentive    |
|---------------------------------------------------------|-----------------------------------|----------------------------|---------------------------------|--------------|
| Air Source Heat Pump Systems                            |                                   |                            |                                 |              |
| ≤5.4                                                    | Up to 64,999                      | 15.2 SEER2                 | 9.0 HSPF2                       | \$300 / ton  |
| 5.4 to <20                                              | 65,000 to 239,999                 | 14.5 IEER                  | 3.6 COP (47wb) / 2.5 COP (17wb) | \$150 / ton  |
| ≥20                                                     | 240,000 +                         | 13.5 IEER                  | 3.5 COP (47wb) / 2.5 COP (17wb) | \$100 / ton  |
| Variable Refrigerant Flow Multi Split Heat Pump Systems |                                   |                            |                                 |              |
| ≤3                                                      | Up to 36,000                      | 15.2 SEER2                 | 9.0 HSPF2                       | \$400 / ton  |
| 3+ to <5.4                                              | 36,001 to 64,999                  | 15.2 SEER2                 | 9.0 HSPF2                       | \$325 / ton  |
| Water Source Heat Pump Systems                          |                                   |                            |                                 |              |
| < 11.25                                                 | < 135,000                         | 14.0 IEER                  | 4.7 COP                         | \$100 / ton  |
| Packaged Terminal Air Source Heat Pump Systems (PTHP)   |                                   |                            |                                 |              |
| --                                                      | < 10,000                          | 12.1 EER                   | COP ≥ 1.5 at 5F                 | \$350 / unit |
| --                                                      | 10,000+                           | 10.7 EER                   | COP ≥ 1.5 at 5F                 | \$350 / unit |

**Table 3: Energy Saving Controls**

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

| Type of Measure                         | Additional Information                                                                                                                                                                      | Incentive  |
|-----------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|
| Wifi (also called "Smart") Thermostat** | Must control electric heat and/or central AC; includes Smart Line Voltage Controls and Smart Remote Minisplit Controls; must be programmed such that the energy saving features are enabled | \$25/Unit  |
| 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 |

**\*\* These are wifi-enabled device that automatically adjust heating and cooling temperature settings in your business for optimal performance. These devices must be installed and programmed such that the automatic energy savings features are enabled**



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**EQUIPMENT INPUT TABLES / INCENTIVE CALCULATION WORKSHEET**

**Table 4: HVAC Equipment Information Table / Incentive Calculation Worksheet**

| Project Type                                                                                                                                                                                                                            | Equipment Code                | Manufacturer and Model #<br>(indoor and outdoor units) | Unit Size (Tons)<br>(AHRI Net Cooling Capacity) (A) | Unit Efficiency<br>(IEER, EER or SEER2)<br>(AHRI Net Capacity) | Incentive<br>(\$/Ton) (B) | Quantity<br>(C) | Total<br>Incentive \$<br>(A x B x C) |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------|--------------------------------------------------------|-----------------------------------------------------|----------------------------------------------------------------|---------------------------|-----------------|--------------------------------------|
| <b>Equipment Type Codes:</b> AC=Cooling Only Air Conditioning; PTAC=Packaged Terminal AC; ASHP=Air Source Heat Pump; VRF=Variable Refrigerant Flow Multi Split Heat Pump; PTHP=Packaged Terminal Heat Pump; WSHP=Water Source Heat Pump |                               |                                                        |                                                     |                                                                |                           |                 |                                      |
| Example                                                                                                                                                                                                                                 | AC PTAC ASHP<br>VRF PTHP WSHP | Acme, XX10YY                                           | 10                                                  | 14.5 IEER                                                      | \$100                     | 1               | \$1,000                              |
| <input type="checkbox"/> Retrofit/<br>Replacement                                                                                                                                                                                       | AC PTAC ASHP<br>VRF PTHP WSHP |                                                        |                                                     |                                                                |                           |                 |                                      |
| <input type="checkbox"/> New<br>Construction                                                                                                                                                                                            | AC PTAC ASHP<br>VRF PTHP WSHP |                                                        |                                                     |                                                                |                           |                 |                                      |
|                                                                                                                                                                                                                                         | AC PTAC ASHP<br>VRF PTHP WSHP |                                                        |                                                     |                                                                |                           |                 |                                      |

**Table 5: Energy Saving Controls / Incentive Calculation Worksheet**

| Type of Measure            | Quantity (A) | Incentive Level (B) | Total Incentive (A x B) |
|----------------------------|--------------|---------------------|-------------------------|
| Wifi Thermostats           |              | \$25/Unit           |                         |
| Dual Enthalpy Economizer   |              | \$250/Unit          |                         |
| Demand Control Ventilation |              | \$200/Unit          |                         |

**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 \$1,000.**

**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, 2026 to December 31, 2026.
- Applications are received within current program year of January 1, 2026 to December 31, 2026.
- Invoices must be submitted within 60 days of the invoice date. Note: Invoices for projects completed in December 2026 must be received by January 31, 2027.
- 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 your invoice showing the date and place of purchase and the model/part numbers of the equipment installed.
  - \_\_\_ Copy of your 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: