



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, 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

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		
Street Address:	City:	State:	Zip Code:
Contact Name/Title:			
Telephone:		Fax:	
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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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 # (indoor and outdoor units)	Unit Size (Tons) (AHRI Net Cooling Capacity) (A)	Unit Efficiency (IEER, EER or SEER2) (AHRI Net Capacity)	Incentive (\$/Ton) (B)	Quantity (C)	Total Incentive \$ (A x B x C)
Equipment Type Codes:	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 VRF PTHP WSHP	Acme, XX10YY	10	14.5 IEER	\$100	1	\$1,000
☐ Retrofit/ Replacement	AC PTAC ASHP VRF PTHP WSHP						
☐ New Construction	AC PTAC ASHP VRF PTHP WSHP						
	AC PTAC ASHP 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 \$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, 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: