



## Incentives and Financing Guide: Carlisle and Lincoln Edition



Revised 8/20/18

The clean heating and cooling technologies offered through HeatSmart Carlisle/Concord/Lincoln are eligible for thousands of dollars in incentives, tax credits and financing from the Massachusetts Clean Energy Center, Mass Save, and the Massachusetts Dept. of Energy Resources.

**\*\*Note: Information in this guide is only applicable to Carlisle and Lincoln residents. Concord residents are ineligible for incentives from MassCEC and Mass Save due to having a municipal lighting plant. Concord residents should consult the Concord guide.\*\***

### Air Source Heat Pumps

Updated 8/20/18 based on upcoming MassCEC rebate changes

Program Name	Description	Special Requirements
	<p><b>Ductless:</b> \$100 or \$300 per indoor unit</p> <p>You may be eligible to receive an additional \$300 per indoor unit if your home uses electric resistance heating as your primary heating source.</p> <p><b>Ducted:</b> \$500 per system</p>	<p><b>None!</b> New England Ductless will submit your rebate application on your behalf. If you would prefer, you can also submit your rebate application and paid invoice online or by mail.</p>
 <p><b>Clean Heating &amp; Cooling Program: Air Source Heat Pump Rebate</b></p>	<p>\$500 per indoor unit (for single-zone systems) or ton of heating capacity (for multi-zone) (up to \$2,000)</p> <p><i>MassCEC will be reducing the air source heat pump rebate from \$625 to \$500 per indoor unit on November 1.</i></p> <p><i>(Note: Some central ducted systems may not be eligible)</i></p> <p>This rebate increases to \$800 (and potentially \$1,000) per unit if your home meets certain income-based criteria. You may also receive an additional \$300 or \$500 per unit if your installation is displacing electric resistance heating.</p> <p>See page 6 for more information.</p>	<p><b>If you live in a 1-4 unit building,</b> you will need to have completed a <b>home energy assessment</b> within the past <b>4 years</b>. If you have not, you can complete a free home energy assessment <b>within 6 months</b> of your heat pump installation. <b>Sign up</b> for a Mass Save home energy assessment as soon as possible to make sure you'll be able to get this rebate.</p> <p><b>If you live in a 5 or more unit building,</b> you do not need to complete a home energy assessment.</p> <p>Once you've completed your installation and scheduled/completed your audit, New England Ductless will submit your rebate application on your behalf.</p>



Alternative Energy  
Certificates

The Commonwealth's Alternative Portfolio Standard awards **Alternative Energy Certificates (AECs)** to owners of clean heating & cooling technologies. These AECs can be worth around \$15-20 each, determined by the price paid by electric utilities at a public auction held every quarter.

**You will only be able to receive AECs if your heat pump system is the only source of heat.** The number of certificates you'll receive will be based on two criteria: **(1)** the square footage of your home; and **(2)** how efficient your home is.

After registering your system, you will be awarded AECs equal to 10 years' worth of the heat your heat pump system is expected to provide. Depending on the number of certificates you receive, this incentive could be worth anywhere from **\$1,200 to \$4,500!**

Visit the HeatSmart CCL website for more information on this incentive and eligibility requirements.

We strongly encourage you to contract with an AEC aggregator, who can sell your AECs on your behalf for a small fee. A list of potential AEC aggregators can be provided by your installer or found on the HeatSmart website.

**If you wish to contract with an aggregator**, you will need to provide all information required by your aggregator. That's it! Once the auction occurs, the aggregator will send you a check based on the auction price.

**If you do not wish to contract with an aggregator**, you will need to register your system at <http://rt.masscec.com>. Note that utilities purchasing AECs tend to buy large quantities, and they may not purchase AECs for just your system.



0% Interest HEAT Loan

**0% interest HEAT Loan** of up to **\$25,000 over a 7-year term** for qualifying homeowners.

Please note that you are only able to receive one HEAT Loan, but you can combine your HEAT Loan with other eligible improvements. We encourage you to consider combining a HEAT Loan with the weatherization and home efficiency measures suggested by your auditor during your Home Energy Assessment.

*(Note: Not all air source heat pump systems that use ducted indoor units will be eligible for the HEAT Loan. Speak with New England Ductless for more information)*

In addition to qualifying for the loan:

**If you live in a 1-4 unit building**, you will need to have completed a Mass Save home energy assessment. **Sign up** for an energy assessment as soon as possible to make sure you'll be able to qualify.

**If you live in a 5 or more unit condo or apartment complex**, you will need to meet the following requirements:

- (1)** Your unit must be individually metered for electricity and/or gas
- (2)** An authorized representative of the building (e.g. building owner, condo board member, property manager) will need to enroll your building for a Mass Save Multifamily energy assessment.

New England Ductless will help you submit your HEAT Loan application.






Our installer, New England Ductless, offers additional financing options through Synchrony Financial through a partnership with Mitsubishi. These financing options include **0% interest for 18 months with equal payments**, in addition to other options, subject to qualification.

Speak with New England Ductless about the options available to you, the terms and conditions for these options, and to request the necessary information to begin an application.

To begin the application process, you will need to call Synchrony at 1-800-365-1530 using New England Ductless' merchant ID. Speak with New England Ductless for this information.

## Ground Source Heat Pumps

Updated 3/25/18 based on upcoming MassCEC rebate changes

Program Name	Description	Special Requirements
 <p><b>Clean Heating &amp; Cooling Program: Ground Source Heat Pump Rebate</b></p>	<p><b>\$2,000</b> per ton of heating capacity (up to \$10,000 for single-family homes, \$20,000 for multi-family or non-residential projects)</p> <p>This rebate increases to <b>up to \$3,500</b> per ton of capacity if your home meets certain income-based criteria.</p> <p>See page 6 for more information.</p>	<p><b>If you live in a 1-4 unit building</b>, you will need to have completed a <b>home energy assessment</b> within the past <b>4 years</b>. If you have not, you can complete a free home energy assessment <b>within 6 months</b> of your heat pump installation. <b>Sign up</b> for a Mass Save home energy assessment as soon as possible to make sure you'll be able to get this rebate.</p> <p><b>If you live in a 5 or more unit building</b>, you do not need to complete a home energy assessment</p> <p>Once you've completed your installation and scheduled/completed your audit, Achieve will submit your rebate application on your behalf.</p>
 <p>Federal Investment Tax Credit <b>(newly restored as of February 2018!)</b></p>	<p>The federal investment tax credit for renewable energy technologies (e.g. solar photovoltaics) was restored to include ground source heat pumps in the recent government spending bill passed in February 2018.</p> <p>This tax credit is worth <b>30% of the installed cost</b> of your ground source system <b>after rebates</b> (with no maximum). If you don't have sufficient tax liability, you may be able to claim the credit in future years. Consult a tax professional for more information.</p>	<p>Consult a tax professional about how to fill out the necessary IRS forms (Form 5695).</p>
 <p>Massachusetts Department of Energy Resources</p> <p><b>Alternative Energy Certificates</b></p>	<p>The Commonwealth's Alternative Portfolio Standard awards <b>Alternative Energy Certificates (AECs)</b> to owners of clean heating &amp; cooling technologies. These AECs can be worth around \$15-20 each, determined by the price paid by electric utilities at a public auction held every quarter.</p> <p>The number of certificates you'll receive will be based on three criteria: <b>(1)</b> the square footage of your home; <b>(2)</b> how efficient your home is. Your home must also use the heat pump system as the only source of heating in your home.</p> <p>After registering your system, you will be awarded AECs equal to 10 years' worth of the heat your heat pump system is expected to provide. Depending on the number of certificates you receive, this might be worth anywhere from <b>\$3,500 to \$11,000 or more!</b></p> <p>Visit the HeatSmart CCL website for more information on this incentive.</p>	<p>We strongly encourage you to contract with an AEC aggregator, who can sell your AECs on your behalf for a small fee. A list of potential AEC aggregators can be provided by your installer or found on the HeatSmart website.</p> <p><b>If you wish to contract with an aggregator</b>, you will need to provide all information required by your aggregator. That's it! Once the auction occurs, the aggregator will send you a check based on the auction price.</p> <p><b>If you do not wish to contract with an aggregator</b>, you will need to register your system at <a href="http://rt.masscec.com">http://rt.masscec.com</a>. Note that utilities purchasing AECs tend to buy large quantities, and they may not purchase AECs for just your system.</p>



Sales Tax Exemption

Ground source heat pumps are **exempt from the Massachusetts sales tax (6.25%)** under MGL 64H.6(dd).

Fill out Form ST-12 (Exempt Use Certificate, Section 3) and provide it to your installer. The form can be found here: <https://www.mass.gov/files/documents/2017/12/12/dor-sales-use-form-st-12.pdf>



**0% interest HEAT Loan** of up to **\$25,000 over a 7-year term** for qualifying homeowners

Please note that you are only able to receive one HEAT Loan, but you can combine your HEAT Loan with other eligible improvements. We encourage you to consider combining a HEAT Loan with the weatherization and home efficiency measures suggested by your auditor during your Home Energy Assessment.

In addition to qualifying for the loan:

**If you live in a 1-4 unit building**, you will need to have completed a Mass Save home energy assessment. **Sign up** for a Mass Save home energy assessment through as soon as possible to make sure you'll be able to qualify.

**If you live in a 5 or more unit condo or apartment complex**, you will need to meet the following requirements:

- (1) Your unit must be individually metered for electricity and/or gas
- (2) An authorized representative of the building (e.g. building owner, condo board member, property manager) will need to enroll your building for a Mass Save Multifamily energy assessment.

Achieve will help you submit your HEAT Loan application.



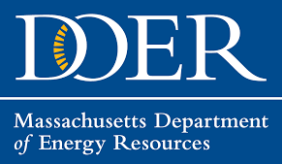


Our installer, Achieve Renewable, offers additional financing through EnerBank in partnership with WaterFurnace and EGIA. These options include "same-as-cash" loans (up to 12-months, \$65,000) and term loans of up to 20 years (up to \$65,000), subject to qualification.

These loan options can be combined with the Mass Save HEAT Loan if the HEAT Loan is insufficient to cover the cost of your project.

Speak with Achieve for more information and for assistance in submitting your application.

## Modern Wood Heating

Program Name	Description	Special Requirements
 <p><b>0% Interest HEAT Loan</b></p>	<p><b>0% interest HEAT Loan</b> of up to <b>\$25,000 over a 7-year term</b> for qualifying homeowners</p> <p>Please note that you are only able to receive one HEAT Loan, but you can combine your HEAT Loan with other eligible improvements. We encourage you to consider combining a HEAT Loan with the weatherization and home efficiency measures suggested by your auditor during your Home Energy Assessment.</p>	<p>In addition to qualifying for the loan:</p> <p><b>If you live in a 1-4 unit building</b>, you will need to have completed a Mass Save home energy assessment. <b>Sign up</b> for a Mass Save home energy assessment through as soon as possible to make sure you'll qualify.</p> <p><b>If you live in a 5 or more unit condo or apartment complex</b>, you will need to meet the following requirements:</p> <ol style="list-style-type: none"> <li>(1) Your unit must be individually metered for electricity and/or gas</li> <li>(2) An authorized representative of the building (e.g. building owner, condo board member, property manager) will need to enroll your building for a Mass Save Multifamily energy assessment.</li> </ol> <p>New Day Energy will assist you with your HEAT Loan application.</p>
 <p><b>Clean Heating &amp; Cooling Program: Modern Wood Heating</b></p>	<p><b>Up to 40%</b> of the eligible cost of your system (up to \$10,000)</p> <p>Additional <b>\$2,000</b> for the cost of thermal storage if required (separate from \$10,000 limit)</p> <p>This rebate increases to <b>up to 60%</b> of the cost of your system (up to \$14,500 for residences) if your home meets certain income-based criteria.</p> <p>See page 6 for more information.</p>	<p><b>If you live in a 1-4 unit building</b>, you will need to have completed a <b>home energy assessment</b> within the past <b>4 years</b>. If you have not, you can complete a free home energy assessment <b>within 6 months</b> of your modern wood heating installation. <b>Sign up</b> for a Mass Save home energy assessment as soon as possible to make sure you'll be able to get this rebate.</p> <p><b>If you live in a 5 or more unit building</b>, you do not need to complete a home energy assessment</p> <p>Once you've completed your installation and scheduled/completed your audit, New Day Energy will submit your rebate application on your behalf.</p>
 <p><b>Alternative Energy Certificates</b></p>	<p>The Commonwealth's Alternative Portfolio Standard awards <b>Alternative Energy Certificates (AECs)</b> to owners of clean heating &amp; cooling technologies. These AECs can be worth around \$15-20 each, determined by the price paid by electric utilities at a public auction held every quarter.</p> <p>You will receive AECs every quarter based on the amount of eligible wood pellets you use for the life of the system (up to 20 years or more!).</p> <p>Depending on the number of certificates you receive, this might be equal to a <b>quarterly payment of \$90 to \$200+</b> for the entire life of your modern wood heating system!</p> <p>Visit the HeatSmart CCL website for more information on this incentive.</p>	<p>We strongly encourage you to contract with an AEC aggregator, who can sell your AECs on your behalf for a small fee. A list of potential AEC aggregators can be found on the HeatSmart CCL website.</p> <p><b>If you wish to contract with an aggregator</b>, you will need to provide all information required by your aggregator. Every quarter they will request information from you about the amount of wood pellets you used in that quarter. Once the auction occurs, the aggregator will send you a check based on the auction price.</p> <p><b>If you do not wish to contract with an aggregator</b>, you will need to register your system at <a href="http://rt.masscec.com">http://rt.masscec.com</a>. Note that utilities purchasing AECs tend to buy large quantities, and they may not purchase AECs for just your system.</p>

## Am I eligible for a larger rebate from the Massachusetts Clean Energy Center?

To make clean heating and cooling more affordable for Massachusetts residents, MassCEC offers larger rebates for households that earn less than 120% of the state median income (for your household size). This rebate increases if you earn less than 80% of the state median income.

Similarly, larger rebates are also available for non-profit and state/municipal entities, as well as for projects in affordable housing developments. Air source heat pumps are also eligible for a larger rebate if you are replacing electric resistance heating.

For more details on these larger rebates, visit the HeatSmart CCL website for more information.

Technology Name	Base Rebate	<120% of State Median Income	<80% of State Median Income
Air source heat pumps	\$500 per indoor unit or ton of heating capacity (up to \$2,000)	\$750 per indoor unit or ton of heating capacity (up to \$3,000)	\$1,000 per indoor unit or ton of heating capacity (up to \$4,000)
Ground source heat pumps	\$2,000 per ton of heating capacity (up to \$10,000)	\$3,000 per ton of heating capacity (up to \$15,500)	\$3,500 per ton of heating capacity (up to \$17,500)
Modern wood heating	40% of eligible project costs (up to \$10,000)	50% of eligible project costs (up to \$12,250)	60% of eligible project costs (up to \$14,500)

## How do I know if I qualify for a larger income-based rebate?

If you meet the income thresholds for your household size (in the table to the right), you can verify your income prior to submitting your rebate application by going to <http://masscecoverify.com/>.

Alternatively, if you receive a special low-income electricity rate or heating fuel assistance, you can submit a copy of your electric bill or fuel assistance letter with your rebate application. Additionally, if you have already been approved through Mass Save for larger income-based incentives, you can submit a copy of your letter of approval.

Household Size	80% of State Median Income	120% of State Median Income
1	\$45,840	\$68,760
2	\$59,944	\$89,916
3	\$74,049	\$111,074
4	\$88,153	\$132,230
5	\$102,257	\$153,386
6	\$116,362	\$174,544
7	\$119,006	\$178,510
8	\$121,652	\$182,478

**\*\*Note:** These levels are updated annually. Visit <http://www.masscec.com/income-based-rebate-adders> for the most up-to-date income eligibility thresholds