





Incentives and Financing Guide: Concord Edition




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 Concord Municipal Light Plant, Mass Save, the Massachusetts Dept. of Energy Resources, and HeatSmart installers..

****Note: Information in this guide is only applicable to Concord residents. Concord residents receive incentives and required building energy assessments through the Concord Municipal Light Plant (CMLP) and Mass Save (natural gas customers only). Concord residents are not eligible for incentives from the Massachusetts Clean Energy Center (MassCEC). Carlisle and Lincoln residents should consult the applicable guide.****



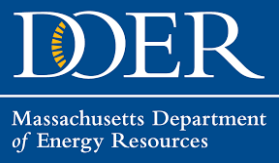
Energy Assessments



Program Name	Description	Special Requirements
 	<p>Energy assessments (or audits) are required to receive clean heating and cooling incentives. This includes rebates for air- and ground-source heat pumps, as well as rebates for home weatherization, depending on what fuel you use to heat your home.</p> <p>In addition to helping you access rebates, your auditor will help you learn more about your home’s energy performance and provide you with free LEDs and a smart power strip.</p> <p>Sign up for an energy assessment as soon as possible to make sure you’ll be able to access all rebates you are eligible for.</p>	<p>If you heat with natural gas, you can get your free home energy assessment through the Mass Save Home Energy Services program. Visit https://www.masssave.com/en/saving/energy-assessments/homeowners/ to sign up. Gas customers who use the Mass Save process may also be eligible for home weatherization rebates through Mass Save.</p> <p>For all other Concord residents, you can get your free home energy assessment from Energy New England, the CMLP energy audit provider. Visit https://www.ene.org/residential-audits/ to sign up. Non-gas customers are also eligible for Town of Concord and CMLP oil and electric heated home weatherization rebates.</p>

Air Source Heat Pumps

Program Name	Description	Special Requirements
 <p>CONCORD MUNICIPAL LIGHT PLANT ELECTRIC BROADBAND ENERGY MANAGEMENT</p> <p>CMLP Air Source Heat Pump Rebate</p>	<p>\$625 per indoor unit (for single-zone systems) or ton of heating capacity (for multi-zone/centrally ducted systems) (up to \$2,500)</p> <p><i>(Note: Some centrally ducted systems may not be eligible)</i></p> <p>This rebate increases to \$800 (and potentially \$1,500) per unit if your home meets certain income-based criteria.</p> <p>See page 5 for more information.</p>	<p>If you live in a 1-4 unit building, you will need to have completed a home energy assessment within the past 4 years. If you have not, you can complete a free home energy assessment within 6 months of your heat pump installation. See Page 1 for more information.</p> <p>If you live in a 5 or more unit building, you do not need to complete a home energy assessment.</p> <p>Sign up for a home energy assessment as soon as possible to make sure you'll be able to get this rebate.</p> <p>Once you've completed or scheduled your audit, New England Ductless will submit your rebate application on your behalf.</p>
 <p>DER Massachusetts Department of Energy Resources</p> <p>Alternative Energy Certificates</p>	<p>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.</p> <p>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.</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 incentive could be worth anywhere from \$1,200 to \$4,500!</p> <p>Visit the HeatSmart CCL website for more information on this incentive and eligibility requirements.</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>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.</p> <p>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.</p>
 <p>synchrony FINANCIAL Engage with us.</p>	<p>Our installer, New England Ductless, offers 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.</p> <p>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.</p>	<p>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.</p>

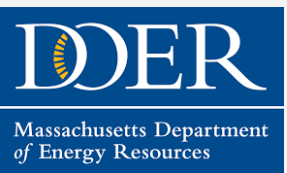
Ground Source Heat Pumps

Program Name	Description	Special Requirements
 <p>CMLP Ground Source Heat Pump Rebate</p>	<p>\$625 per ton of heating capacity (up to \$3,125 for single-family homes and up to \$6,250 for multi-family or non-residential projects)</p> <p>This rebate increases to up to \$1,500 per ton of capacity if your home meets certain income-based criteria.</p> <p>See page 5 for more information.</p>	<p>If you live in a 1-4 unit building, you will need to have completed a home energy assessment within the past 4 years. If you have not, you can complete a free home energy assessment within 6 months of your heat pump installation. See page 1 for more information.</p> <p>If you live in a 5 or more unit building, you do not need to complete a home energy assessment</p> <p>Sign up for a home energy assessment as soon as possible to make sure you'll be able to get this rebate.</p> <p>Once you've completed or scheduled your audit, Achieve will submit your rebate application on your behalf.</p>
 <p>Federal Investment Tax Credit (newly restored as of February 2018!)</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 30% of the installed cost of your ground source system after rebates (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>Alternative Energy Certificates</p>	<p>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.</p> <p>The number of certificates you'll receive will be based on three criteria: (1) the square footage of your home; (2) 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 \$3,500 to \$11,000 or more!</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>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.</p> <p>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.</p>

	Visit the HeatSmart CCL website for more information on this incentive.	
 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
	Our installer, Achieve Renewable, offers 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).	Speak with Achieve for more information and for assistance in submitting your application.

Modern Wood Heating

Concord residents are not eligible for any rebates for modern wood heating systems.

Program Name	Description	Special Requirements
 Alternative Energy Certificates	<p>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.</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 quarterly payment of \$90 to \$200+ for the entire life of your modern wood heating system. Think about it like an ongoing incentive that reduces the annual cost of pellets as opposed to a rebate!</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>If you wish to contract with an aggregator, 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>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.</p>

Am I eligible for a larger rebate from the Concord Municipal Light Plant?

To make clean heating and cooling more affordable for Concord residents, CMLP 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.

For more details on these larger rebates, visit CMLP's website at: <http://www.concordma.gov/1605/Energy-Efficiency-Rebates-for-Your-Home>.

Technology Name	Base Rebate	<120% of State Median Income	<80% of State Median Income
Air source heat pumps	\$625 per indoor unit or ton of heating capacity (up to \$2,500)	\$800 per indoor unit or ton of heating capacity (up to \$3,200)	\$1,500 per indoor unit or ton of heating capacity (up to \$4,000)
Ground source heat pumps	\$625 per ton of heating capacity (up to \$3,125)	\$800 per ton of heating capacity (up to \$4,000)	\$1,500 per ton of heating capacity (up to \$6,000)

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 request income verification from CMLP.

Alternatively, if you receive a special low-income electricity rate or heating fuel assistance, you can submit a copy of your electric bill showing a Residential Assistance Credit or a fuel assistance letter with your rebate application.

Look for more details under "How do I qualify for an income-based rebate?" on CMLP's website: <http://www.concordma.gov/1875/Apply-Now>.

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*