

**Attachment C. 2017 HeatSmart Mass:
Pricing, Cost Adders, and Equipment Form - Air Source Heat Pumps**

Instructions: Air Source Heat Pump Installers should fill out Tab 3: ASHP Equipment and Pricing Proposal, and Tab 4: ASHP Cost Adders

Section 1: Air Source Heat Pump Equipment & Installer Workmanship Warranty

Warranty (Clarify standard installer Workmanship Warranty and the Equipment Warranty)

Mitsubishi Electric M-Series Split Heat-Pump Systems Warranty - When the System is installed in a residential single-family home by a MEUS DIAMOND CONTRACTOR and registered within 90 days from installation, the parts and compressor will be warranted for a period of 12 years, to the original owner, so long as the original owner resides in the home. Specifically, if any parts and/or the compressor should prove defective due to improper workmanship and/or material for a period of twelve (12) years from the date of installation, MEUS will replace any defective parts or compressor without charge for the part or compressor. The replacement parts and/or compressor are warranted for the remainder of the original 12-year warranty period. Parts and/or compressors used for replacement may be of like kind and quality and may be new or remanufactured. Defective parts and/or compressors must be made available to MEUS in exchange for the replacement parts and become the property of MEUS. NO LABOR. These limited warranties do NOT include labor or any other costs incurred for service, maintenance, repair, removing, replacing, installing, complying with local building and electric codes, shipping or handling, or replacement of the System, compressors or any other parts. For items that are designed to be maintained or replaced by the original owner, the original owner is solely responsible for all labor and other costs of maintaining, installing, replacing, disconnecting or dismantling the System and parts (such as filters or belts) in connection with owner-required maintenance. Air filter cleaning and/or replacement for each applicable indoor unit are owner-required maintenance, and labor for this procedure is not covered under warranty. Please consult the applicable technical documentation for air filter cleaning and other maintenance procedures.

Climate Heating & Cooling, Inc. - (CH&C) herein warrantees all materials, equipment & labor furnished or installed by CH&C at subject location in conjunction with referenced project for a period of One (1) Year commencing on the date of temporary startup or on the date of beneficial use or occupancy. During this period, CH&C will repair and / or replace any work found to be defective, and to the satisfaction of the Owner and Architect / Engineer and at no cost to said parties provided the defective work has been determined to be the fault of CH&C and not related to other external causes or issues. This warranty does not cover damages or required repairs caused in part by any of the following: power surges or outages, fire, flood, improper maintenance or lack thereof, misuse or negligence by owner or his / her agents, vandalism, or any other act of God. This warranty further is subject to cancellation should any part of the systems installed by CH&C be modified or serviced by any other contractor or entity during this warranty period (other than normal maintenance) without the express written permission of CH&C. Manufacturer's warranties also apply to their respective terms. Service problems/equipment malfunction due to lack of recommended scheduled maintenance will void Climate's warranty and may also void manufacturer's warranties. Climate Heating & Cooling, Inc. will not warranty any work pertaining to existing conditions. Climate Heating & Cooling, Inc. will design, install, and commission all work to the extent of the work described above per State and local codes. Any deviation of building construction not limited to insulation, access, structural loads, etc. which do not meet code are the responsibility of the owner. Should legal proceeding be necessary, including but not limited to mechanics lien, to collect moneys due it is hereby acknowledged that the customer or undersigned acceptor will pay all legal fees incurred. A service charge of 1 1/2% per month (18% per year) will be added to any balance over 30 days.

Section 2: Air Source Heat Pump Equipment Pricing

Single-Head Ductless System

Base System Equipment

Please complete the tables below detailing your proposed discounted fixed-fee costs for standard installation of cold climate air source heat pumps. Information regarding single-head ductless systems should be detailed in accordance with typical system sizes (add additional system sizes as necessary). These per-unit-installed compensation rates should include all equipment and non-equipment costs associated with the typical installation scope of work (e.g. wall mounting/installation of raised platform, permitting, etc.).

For direct comparison of single-head system pricing between installers, please assume the following in pricing provided:

- 16 feet Line Hide or similar (including one 90 degree ell, one wall inlet, one end fitting,);
- 20 feet line set;
- 18" powder coated metal elevated stand, affixed to composite pad;
- Pan heater;
- exterior units must be mounted above the level of snow drifts typically experienced at the location of the installation;
- exterior unit to be installed on same wall as interior unit;
- home construction to be wood frame with clapboard or shingle siding and rain cap is not necessary

Fees associated with additional material and labor for non-standard installations (adders) should be detailed in the ASHP Cost Adders tab. Any additional non-standard cost adders beyond those provided should also be included.

Manufacturer	Manufacturer	Model Number	Installed cost per Unit	Value of Incentives (MassCEC + MassSave rebates)	Heating Capacity at 5°F (btu/hr)	Cost per Ton of Heating Capacity at 5°F	Deposit Required at Contracting (if applicable)	Eligible for MassCEC Rebate?
Mitsubishi	Mitsubishi	MSZ-FH06NA/MUZ-FH06NA	\$4,207	Up to \$925	8,700	\$5,803	50%	YES
Mitsubishi	Mitsubishi	MSZ-FH09NA/MUZ-FH09NA	\$4,360	Up to \$925	10,900	\$4,800	50%	YES
Mitsubishi	Mitsubishi	MSZ-FH12NA/MUZ-FH12NA	\$4,549	Up to \$925	13,600	\$4,014	50%	YES
Mitsubishi	Mitsubishi	MSZ-FH15NA/MUZ-FH15NA	\$4,899	Up to \$925	18,000	\$3,266	50%	YES
Mitsubishi	Mitsubishi	MSZ-FH18NA/MUZ-FH18NA	\$5,195	Up to \$925	20,300	\$3,071	50%	YES

Multi-Head Ductless System/Central Ducted System

Base System Equipment

Please complete the tables below detailing your proposed discounted fixed-fee costs for standard installation of cold climate air source heat pumps. For multi-head systems, please note all relevant assumptions regarding pricing in the space below. These per-unit-installed compensation rates should include all equipment and non-equipment costs associated with the typical installation scope of work (e.g. labor, permitting, etc.).

For direct comparison of multi-head and centrally ducted system pricing between installers, please assume the following in pricing provided:

- exterior units must be mounted above the level of snow drifts typically experienced at the location of the installation;
- home construction to be wood frame with clapboard or shingle siding and rain cap is not necessary

Given the wider range of sizes and applications for multi-head systems, please indicate, for each model, indicate the number and type of indoor units that are assumed for the base or standard pricing, as well as the length of line set and line hide that is assumed for the base pricing.

Note: Check the MassCEC website to confirm which models are eligible for rebates. Pay attention to which indoor units are allowed for rebate-eligible units.

Fees associated with additional material and labor for non-standard installations (adders) should be detailed in the ASHP Cost Adders tab. Any additional non-standard cost adders beyond those provided should also be included.

Manufacturer	Model Number	Base number and type of indoor heads (indicate if ducted units will be installed)	Base length of line set and line hide (feet)	Installed cost for Base System	Value of Incentives (MassCEC + MassSave rebates)	Heating Capacity at 5°F (btu/hr)	Cost per Ton of Heating Capacity at 5°F	Deposit Required at Contracting (if applicable)	Eligible for MassCEC Rebate? (i.e., meets efficiency requirements) If not eligible, in the notes section below, clarify reasoning for including, and whether installer considers equipment best in class
Mitsubishi	MXZ-3C24NAHZ	2-Heads	25'	\$7,896.00	Up to \$1,502.08	25,000	\$3,790	50 percent	Yes
Mitsubishi	MXZ-3C30NAHZ	2-Heads	25'	\$8,247.00	Up to \$1,689.58	28,600	\$3,460	50 percent	Yes
Mitsubishi	MXZ-4C36NAHZ	2-Heads	25'	\$10,657.00	Up to \$2,543.75	45,000	\$2,842	50 percent	Yes
Mitsubishi	MXZ-5C42NAHZ	3-Heads	25'	\$13,144.00	Up to \$2,700.00	48,000	\$3,286	50 percent	Yes

Notes: (Please note any other standard assumptions for multi-head or central ducted systems, such as how the outdoor condenser will be mounted.)

Outdoor heat pump unit will be mounted on an 18" elevated heat pump stand, affixed to a composite pad.

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Section 1: Air Source Heat Pump Equipment & Installer Workmanship Warranty

Carrier Factory Warranty Conditions - If properly registered within ninety (90) days after original installation, CAC / BDP (hereinafter "Company") warrants this product against failure due to defect in materials or workmanship under normal use and maintenance to the original purchaser for a period of ten (10) years. Otherwise, parts warranty is five (5) years. All warranty periods begin on the date of original installation and are for the duration, in years, listed. If a part fails due to defect during the applicable warranty period Company will provide a new or remanufactured part, at Company's option, to replace the failed defective part at no charge for the part. Alternatively, and at its option, the Company will provide a credit in the amount of the then factory selling price for a new equivalent part toward the retail purchase price of a new Company product. Except as otherwise stated herein, those are Company's exclusive obligations under this warranty for a product failure. All warranties in this document are subject to all provisions, conditions, limitations and exclusions. Where a product is installed in a newly constructed home, the date of installation is the date the original homeowner purchased the home from the builder. Product must be installed properly and by a licensed HVAC technician. The warranty applies only to products remaining in their original installation location. Installation, use, care, and maintenance must be normal and in accordance with instructions contained in the Installation Instructions, Owner's Manual and Company's service information. Defective parts must be returned to the distributor through a registered servicing dealer for credit. **THIS WARRANTY DOES NOT COVER:** Labor or other costs incurred for diagnosing, repairing, removing, installing, shipping, servicing, or handling of either defective parts, or replacement parts, or new units. Normal maintenance as outlined in the installation and servicing instructions or owner's manual including coil cleaning, filter cleaning and/or replacement, and lubrication. Failure, damage or repairs due to faulty installation, misapplication, abuse, improper servicing, unauthorized alteration or improper operation. Failure to start or damages due to voltage conditions, blown fuses, open circuit breakers, or the inadequacy, unavailability, or interruption of electrical, Internet service provider, or mobile device carrier service or your home network. Failure or damage due to floods, winds, fires, lightning, accidents, corrosive environments (rust, etc.) or other conditions beyond the control of Company. Any cost to replace, refill or dispose of refrigerant, including the cost of refrigerant. **ANY SPECIAL, INDIRECT OR CONSEQUENTIAL PROPERTY OR COMMERCIAL DAMAGE OF ANY NATURE WHATSOEVER.** Some states or provinces do not allow the exclusion of incidental or consequential damages, so the above limitation may not apply.

Climate Heating & Cooling, Inc. (CH&C) herein warrantees all materials, equipment & labor furnished or installed by CH&C at subject location in conjunction with referenced project for a period of One (1) Year commencing on the date of temporary startup or on the date of beneficial use or occupancy. During this period, CH&C will repair and / or replace any work found to be defective, and to the satisfaction of the Owner and Architect / Engineer and at no cost to said parties provided the defective work has been determined to be the fault of CH&C and not related to other external causes or issues. This warranty does not cover damages or required repairs caused in part by any of the following: power surges or outages, fire, flood, improper maintenance or lack thereof, misuse or negligence by owner or his / her agents, vandalism, or any other act of God. This warranty further is subject to cancellation should any part of the systems installed by CH&C be modified or serviced by any other contractor or entity during this warranty period (other than normal maintenance) without the express written permission of CH&C. Manufacturer's warranties also apply to their respective terms. Service problems/equipment malfunction due to lack of recommended scheduled maintenance will void Climate's warranty and may also void manufacturer's warranties. Climate Heating & Cooling, Inc. will not warranty any work pertaining to existing conditions. Climate Heating & Cooling, Inc. will design, install, and commission all work to the extent of the work described above per State and local codes. Any deviation of building construction not limited to insulation, access, structural loads, etc. which do not meet code are the responsibility of the owner. Should legal proceeding be necessary, including but not limited to mechanics lien, to collect moneys due it is hereby acknowledged that the customer or undersigned acceptor will pay all legal fees incurred. A service charge of 1 1/2% per month (18% per year) will be added to any balance over 30 days.

Section 2: Air Source Heat Pump Equipment Pricing

Single-Head Ductless System

Please complete the tables below detailing your proposed discounted fixed-fee costs for standard installation of cold climate air source heat pumps. Information regarding single-head ductless systems should be detailed in accordance with typical system sizes (add additional system sizes as necessary). These per-unit-installed compensation rates should include all equipment and non-equipment costs associated with the typical installation scope of work (e.g. wall mounting/installation of raised platform, permitting, etc.).

For direct comparison of single-head system pricing between installers, please assume the following in pricing provided:
 -16 feet Line Hide or similar (including one 90 degree ell, one wall inlet, one end fitting.);
 -20 feet line set;
 -18" powder coated metal elevated stand, affixed to composite pad;
 -Pan heater;
 -exterior units must be mounted above the level of snow drifts typically experienced at the location of the installation;
 -exterior unit to be installed on same wall as interior unit;
 -home construction to be wood frame with clapboard or shingle siding and rain cap is not necessary

Fees associated with additional material and labor for non-standard installations (adders) should be detailed in the ASHP Cost Adders tab. Any additional non-standard cost adders beyond those provided should also be included.

Manufacturer	Model Number	Installed cost per Unit	Value of Incentives (MassCEC + MassSave rebates)	Heating Capacity at 5°F (btu/hr)	Cost per Ton of Heating Capacity at 5°F	Deposit Required at Contracting (if applicable)	Eligible for MassCEC Rebate?
Carrier	40MAQB09B-3/ 38MAQB09R-3	\$4,226	Up to \$725	10,900	\$4,652	50%	YES
Carrier	40MAQB12B-3/ 38MAQB12R-3	\$4,273	Up to \$925	12,010	\$4,269	50%	YES
Carrier	40MAQB18B-3/ 38MAQB18R-3	\$5,142	Up to \$725	19,010	\$3,246	50%	YES
Carrier	40MAQB24B-3/ 38MAQB24R-3	\$5,221	Up to \$725	24,030	\$2,607	50%	YES
Carrier	40MAQB30B-3/ 38MAQB30R-3	\$5,821	Up to \$100	28,220	\$2,475	50%	MASS SAVE ONLY
Carrier	40MAQB30B-3/ 38MAQB36R-3	\$6,222		36,080	\$2,069		NO REBATES

Multi-Head Ductless System/Central Ducted System

Please complete the tables below detailing your proposed discounted fixed-fee costs for standard installation of cold climate air source heat pumps. For multi-head systems, please note all relevant assumptions regarding pricing in the space below. These per-unit-installed compensation rates should include all equipment and non-equipment costs associated with the typical installation scope of work (e.g. labor, permitting, etc.).

For direct comparison of multi-head and centrally ducted system pricing between installers, please assume the following in pricing provided:
 -exterior units must be mounted above the level of snow drifts typically experienced at the location of the installation;
 -home construction to be wood frame with clapboard or shingle siding and rain cap is not necessary
 Given the wider range of sizes and applications for multi-head systems, please indicate, for each model, indicate the number and type of indoor units that are assumed for the base or standard pricing, as well as the length of line set and line hide that is assumed for the base pricing.

Note: Check the MassCEC website to confirm which models are eligible for rebates. Pay attention to which indoor units are allowed for rebate-eligible units.

Fees associated with additional material and labor for non-standard installations (adders) should be detailed in the ASHP Cost Adders tab. Any additional non-standard cost adders beyond those provided should also be included.

Manufacturer	Model Number	Base number and type of indoor heads (indicate if ducted units will be installed)	Base length of line set and line hide (feet)	Installed cost for Base System	Value of Incentives (MassCEC + MassSave rebates)	Heating Capacity at 5°F (btu/hr)	Cost per Ton of Heating Capacity at 5°F	Deposit Required at Contracting (if applicable)	Eligible for MassCEC Rebate? (i.e., meets efficiency requirements) if not eligible, in the notes section below, clarify reasoning for including, and whether installer considers equipment best in class
Carrier	38MGR018B-3	2-Heads	25'	6,319.00	Up to \$200	13,900	\$5,455	50 percent	Mass Save Only
Carrier	38MGR024C-3	2-Heads	25'	6,777.00	Up to \$1,458.85	23,000	\$3,536	50 percent	Yes
Carrier	38MGR030D-3	2-Heads	25'	7,532.00	Up to \$1,669.79	28,000	\$3,228	50 percent	Yes
Carrier	38MGR036D-3	2-Heads	25'	8,102.00	Up to \$2,079.17	36,000	\$2,701	50 percent	Yes
Carrier	38MGR048D-3	3-Heads	25'	8,963.00	Up to \$300	36,000	\$2,988	50 percent	Mass Save Only

Notes:
 (Please note any other standard assumptions for multi-head or central ducted systems, such as how the outdoor condenser will be mounted.)

Outdoor heat pump unit will be mounted on an 18" elevated heat pump stand, affixed to a composite pad.

**Attachment C. 2017 HeatSmart Mass:
Pricing, Cost Adders, and Equipment Form - Air Source Heat Pumps**

Instructions:

Outline below any additional costs that may increase the base pricing proposal as noted in Attachment A. The below cost adders in column A are listed as examples. Please **add, remove or modify** as applicable. In addition, provide a description of the cost adder in column C. If selected, an Installer may only alter the list of approved cost adders during the course of the HeatSmart Mass Plus program upon review and pre-approval by the technical consultant.

Factors	Adder (\$)	Adder units (if applicable)	High use adder? Please indicate if over 50% of systems will require this adder (Y/N)	Description of Cost Adder / Scope of Work
Electrical				
Outdoor GFCI outlet	Included with outdoor unit disconnect		Yes	Outlet is required by Electrical Code. Comes standard with outdoor electrical disconnect.
Indoor Upgrades				
More expensive indoor units (e.g. floor mounted)(per indoor unit)	\$130.00 - \$575.00 Per Unit 9,000 - 18,000 BTU's	Each	No	Cost difference between high wall & floor unit. Cost specified is for equipment only.
Additional indoor units for multi-head systems (per indoor unit)	\$550.00 - \$975.00 Per Unit 6,000 - 24,000 BTU's	Each	No	For systems that require additional heads beyond 2 head base pricing. Cost is for equipment & mounting installation labor.
Outdoor Upgrades				
Line hide beyond base (per foot price)	\$15.00 - \$20.00 per foot		Yes	Includes materials & installation labor.
Line set beyond base (per foot price)	\$13.00 - \$20.00 per foot		Yes	Includes materials & installation labor.
Raised ground platform for mini split when exterior wall mounting is not possible (per outdoor unit -- describe material used)	18" powder coated metal elevated stand, affixed to composite pad. Included in base system cost.		Included for All	Base system configuration.
Pan Heater	Included	1 EA	Included for All	Base system configuration.
Metal rain cap on units within drip-line of roof	Home Owner Responsibility If Desired	No	No	Units usually placed outside of this area.
General				
Discount for projects that install multiple systems (per system)	Will Consider			
Wiring from the outdoor electrical disconnect to the outdoor heat pump unit, and connecting wiring from the outdoor heat pump to the indoor units.	\$700.00 Single Head System \$950.00 Two Head System Additional Heads - \$150.00 - \$250.00 Each	Yes	Required for all systems	Webster Electric will run whip from disconnect to outdoor heat pump unit, and control wiring from outdoor unit to indoor heads.
Electrical wiring from the main service panel to the outdoor disconnect.	\$500.00 - \$3,000.00	Yes	Required for all systems	Electrician will need to assess each project individually, for both new installations and replacement systems.