






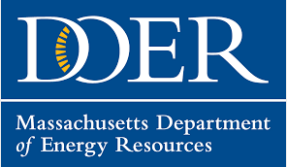
## Incentives and Financing Guide

Revised 3/25/18

The clean heating and cooling technologies offered through HeatSmart Bolton/Harvard 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.


### Air Source Heat Pumps

Program Name	Description	Special Requirements
 <p>mass save Savings through energy efficiency</p>	<p><b>Ductless:</b> \$100 or \$300 per indoor unit, depending on the model installed (see pricing guide)</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>None!</b> Boucher 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>Ducted:</b> \$500 per system</p>	
 <p>mass save Savings through energy efficiency</p> <p><b>0% Interest HEAT Loan</b></p>	<p>0% interest HEAT Loan of up to \$25,000 over a 7-year term for qualifying homeowners</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 or the enhanced HeatSmart Home Energy Assessment. <b>Sign up</b> for an energy assessment as soon as possible to make sure you'll be able to 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>MASSACHUSETTS CLEAN ENERGY CENTER</p>	<p>\$625 per indoor unit (for single-zone systems) or ton of heating capacity (for multi-zone) (up to \$2,500)</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</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 or enhanced HeatSmart home energy assessment as soon as possible to make sure you'll be able to get this rebate.</p>

<p><b>Clean Heating &amp; Cooling Program: Air Source Heat Pump Rebate</b></p>	<p>receive an additional <b>\$300 or \$500</b> per unit if your installation is displacing electric resistance heating.</p> <p>See page 4 for more information.</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 or scheduled your audit, Boucher will submit your rebate application on your behalf.</p>
 <p>Alternative Energy Certificates</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><b>You will only be able to receive AECs if your heat pump system is the only source of heat.</b> The number of certificates you'll receive will be based on two criteria: <b>(1)</b> the square footage of your home; and <b>(2)</b> 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 <b>\$1,200 to \$4,500!</b></p> <p>Visit the HeatSmart Bolton/Harvard 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><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>

## Ground Source Heat Pumps

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

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>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 be able to 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><b>(1)</b> Your unit must be individually metered for electricity and/or gas</li> <li><b>(2)</b> 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>



Clean Heating & Cooling Program: Ground Source Heat Pump Rebate

\$2,000 per ton of heating capacity (up to \$10,000 for single-family homes, \$20,000 for multi-family or non-residential projects)

This rebate increases to up to \$3,500 per ton of capacity if your home meets certain income-based criteria.

See page 4 for more information.

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. Sign up for a Mass Save home energy assessment as soon as possible to make sure you'll be able to get this rebate.

If you live in a 5 or more unit building, you do not need to complete a home energy assessment

Once you've completed or scheduled your audit, Wenzel will submit your rebate application on your behalf.



Federal Investment Tax Credit (newly restored as of February 2018!)

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.

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.

Consult a tax professional about how to fill out the necessary IRS forms (Form 5695).



Massachusetts Department of Energy Resources

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.

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.

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!

Visit the HeatSmart Bolton/Harvard website for more information on this incentive.

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.



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

## 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 Bolton/Harvard website for more information.

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)	\$1,000 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 \$15,000)	\$3,500 per ton of heating capacity (up to \$17,500)

## 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