



NextZero Commercial & Industrial New Construction and Major Renovation Program	
Primary Objectives	<p>MMWEC’s NextZero Program assists Massachusetts municipal utilities in developing and delivering energy efficiency services to their commercial and industrial customers.</p> <ul style="list-style-type: none"> • Support the integration of energy efficient technologies and building practices in new construction and renovation of commercial, industrial, institutional, and government facilities, by providing technical assistance and financial incentives specific to the needs of each individual project. • Target the brief window of opportunity to install premium grade replacements when equipment fails or is near the end of its useful life. • Test and evaluate the process for identifying time dependent projects, providing technical services, and providing financial incentives to further the installation of highly efficient equipment. The process evaluation will inform future refinements of the program that can be applied to Marblehead Municipal Light Department (MMLD) and more broadly, to other MMWEC member municipalities.
Program Summary/ Design	<p>The program will be administered through a controlled process whereby customers submit an application to be enrolled into the program. Due to the highly custom nature of new construction and renovation projects, MMLD’s program administrator will review each application independently and work with the applicant to develop a customized plan that may consist of co-funded technical services, or custom or prescriptive rebates, or both. The plan will be developed to provide maximum value to the customer in their project planning process.</p>
Target Market	<p>All time-dependent electric energy efficiency opportunities in the C&I sector - commercial, industrial, governmental, and institutional customers. Multi-family (5+ units) building owners are eligible to participate in this program; however, the program will only cover common areas and shared systems in multi-family buildings. Individual residents in a multi-family building are not eligible to participate in the program.</p> <p>Specific projects to be targeted are all new construction, major renovation, and end-of-life replacements where there is an opportunity to install premium efficiency equipment.</p> <p>Projects that result solely in natural gas savings are not eligible to receive rebates through this program; however, MMLD has a close working relationship with National Grid and will collaborate with them to help maximize customer rebate opportunities for time dependent natural gas measures.</p>
Technical Assistance Services Offered	<p>The program administrator has access to a broad cross-section of industry experts capable of providing technical assistance as needed on a project-by-project basis. Specific examples where technical assistance support is contemplated include:</p> <ul style="list-style-type: none"> • Review of architectural, mechanical, and electrical building plans for compliance with the State Energy Code, and Leadership in Energy and Environmental Design (LEED) criteria. • Assist in the identification and selection of premium efficiency equipment for replacements. Assist in the procurement of price quotations for standard and premium equipment (to calculate incremental costs) and in the calculation of estimated energy savings. • Technical Service Providers can perform cursory plan reviews and offer suggestions on how to incorporate energy efficient features that may qualify for incentives. • General consultation regarding energy use in buildings, including best practices on air sealing and building envelope construction, lighting systems, HVAC systems, and renewable energy systems.

<p>Target End Uses</p>	<p>Target end uses include, but are not limited to building envelope, lighting and lighting controls, motors and drives, HVAC equipment, chiller water systems/ refrigeration systems, high efficiency heating and water heating, energy management systems, compressed air, furnaces and boilers, additional unique gas and electric industrial processes, and site-specific custom measures.</p>
<p>Financial Incentives**</p>	<p>The program features two types of financial assistance, in the form of co-funded technical assistance for energy planning and study, and incentives for the installation of efficiency measures. Both are discussed below:</p> <p>Measure Installation Incentives:</p> <ul style="list-style-type: none"> • Incentives are limited to \$0.18 per annual saved kWh, not to exceed 30% of incremental project costs. <ul style="list-style-type: none"> <i>Incremental project costs are defined as the difference in installed cost between a code minimum standard efficiency piece of equipment or building system, and a premium efficiency piece of equipment or system.</i> • As an alternative calculation methodology, NextZero will accept the use of prescriptive rebates calculated in accordance with the MassSave¹ program administered by the State’s Investor-Owned Utilities. • Incentives are capped at a maximum of \$5,000 across any one of all NextZero Business Programs offered by MMLD. • Incentives will not be offered if such an incentive reduces the simple payback to less than one year. <p>Co-Funded Technical Assistance:</p> <ul style="list-style-type: none"> • MMLD will co-fund 50% of costs incurred for qualified engineering studies, up to \$500 per project. <p>**MMLD retains full and complete discretion over all incentive and financing offers.</p>
<p>Delivery Mechanism</p>	<p>Installation of measures may be conducted by any qualified contractors selected by the customer. MMLD can provide customers with a list of qualified contractors; however, MMLD does not specifically endorse any contractors. Energy audits and technical reviews will be conducted by a pre-selected engineering firm with whom NextZero has a standing relationship.</p>

¹ <http://masssave.com/>