



NextZero Program  
**Prescriptive HVAC Incentive  
Application Form – Marblehead**  
Toll Free Hotline: 844-371-6704



**Program Overview:** The NextZero Prescriptive HVAC Incentive Program is designed to expedite the processing and installation of typical HVAC energy efficiency opportunities in commercial, industrial, and non-residential buildings. Incentives are offered to promote the installation of premium efficiency HVAC equipment and offset the incremental cost of such systems over standard replacements.

**Incentives are capped at 50% of Installed Costs up to \$5,000.**

## 4 Easy Steps to receive your NextZero Incentive:

### 1. Is your project eligible?

- Equipment must be new and installed in a non-residential building located in a participating Massachusetts Municipal Utility Territory.
- Installation completed, or to be completed, within the current program year of **January 1, 2024, to December 31, 2024**. Applications must be received within the current program year to qualify for incentives.

### 2. Is the equipment you intend to buy eligible?

- Only the exact product types and minimum efficiency levels listed in this form are eligible for prescriptive incentives.

### 3. Complete and sign the application.

- *Incomplete applications will delay review and payment. Please be sure to provide all requested information.*

### 4. Pre-Approval is required for all incentive applications:

- **Before** you purchase and install the equipment, send the following to the NextZero Program to receive a “pre-approval incentive” letter:
  - a. Your application with all the requested information filled in.
  - b. Manufacturer’s technical specification sheets (“cut sheets”) for each type of eligible equipment purchased.
  - c. A copy of your most recent electric bill.
  - d. A W9 for the rebate recipient (customer or installer, as indicated on application page 2).

*Please note that item b, above, must be submitted for your application to be processed.*

- After you have purchased and installed the qualified equipment, return the following to the NextZero Program:
  - a. A signed copy of your “pre-approval incentive” letter.
  - b. A copy of your invoice showing the date and place of purchase and model/part numbers of the equipment installed.
  - c. Invoices must be submitted within 60 days of the invoice date.

*Please note: To receive an incentive from the NextZero Program, invoices, and manufacturer’s technical data sheets (“cut sheets”) will always be required.*

**Application Submission:** Submit the application and appropriate documents using one of the following methods:

E-mail: EnergySavings@mmwec.org

Mail: NextZero Program c/o DNV  
120 Water Street, Suite 350  
North Andover, MA 01845



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**PROGRAM PARTICIPANT INFORMATION**

Company Name:		<input type="checkbox"/> Business <input type="checkbox"/> Nonprofit Organization <input type="checkbox"/> Government	Electric Utility Co:	Federal Tax ID:	# of Employees
Mailing Address:		City:	State:	Zip Code:	
Contact Name/Title:					
Email Address:		Telephone:		Fax:	
Physical Installation Address (if different from above):		City:	State:	Zip Code:	

**CONTRACTOR INFORMATION**

Contractor Company Name:		Business Type: <input type="checkbox"/> Inc. <input type="checkbox"/> Non-Inc. <input type="checkbox"/> Exempt	Contact Person & Title:	Phone:	
Street Address:		City:	State:	Zip Code:	
Contact Name/Title:					
Telephone:					
Email:					

**REBATE ASSIGNMENT**

Assign to (W9 required): <input type="checkbox"/> Customer <input type="checkbox"/> Installer	Contact Person: <i>(if not same as above)</i>				
Rebate Mailing Address:	City:	State:	Zip Code:		



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**MINIMUM EFFICIENCY LEVELS/ INCENTIVE LEVELS**

**Table 1: Air Conditioning Systems**

Air Cooled Unitary and Split (new condenser and new coil) Air Conditioning Systems

Equipment Capacity (Tons)	Equipment Capacity (Btuh)	Minimum SEER/EER	Maximum Incentive (\$/Ton)
< 5.4	< 65,000 Split	15.0 SEER/12.5 EER	\$125
< 5.4	< 65,000 Packaged	15.0 SEER/12.0 EER	\$125
≥ 5.4 to < 11.25	≥ 65,000 to < 135,000	12.0 EER	\$80
≥ 11.25 to < 20	≥ 135,000 to < 240,000	12.0 EER	\$80
≥ 20 to < 63	≥ 240,000 to < 760,000	10.8 EER	\$50
≥ 63	≥ 760,000	10.2 EER	\$50

Variable Refrigerant Flow Multi-Split Air Conditioning Systems

Equipment Capacity (Tons)	Equipment Capacity (Btuh)	Minimum SEER/EER	Maximum Incentive (\$/Ton)
< 5.4 Tons	< 65,000 Btuh	15.0 SEER/12.5 EER	\$175/Ton

**Table 2: Air Cooled Heat Pump Systems**

Equipment Capacity (Tons)	Equipment Capacity (Btuh)	Minimum SEER/EER	Maximum Incentive (\$/Ton)
< 5.4	< 65,000 Split	15.0 SEER/12.5 EER & 9.0 HSPF	\$125
< 5.4	< 65,000 Packaged	15.0 SEER/12.0 EER & 8.5 HSPF	\$125
≥ 5.4 to < 11.25	≥ 65,000 to < 135,000	11.5 EER	\$80
≥ 11.25 to < 20	≥ 135,000 to < 240,000	11.5 EER	\$80
≥ 20	≥ 240,000	10.5 EER	\$50

Variable Refrigerant Flow Multi Split Heat Pump Systems

< 5.4 Tons	< 65,000 Btuh	15.0 SEER/12.5 EER & 9.0 HSPF	\$175/Ton
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Water Source Heat Pump Systems

Equipment Capacity (Tons)	Equipment Capacity (Btuh)	Minimum SEER/EER	Maximum Incentive (\$/Ton)
< 11.25	< 135,000	14.0 EER	\$80

High Efficiency ENERGY STAR® Mini-Split Pump Systems

BTU Size Range	Minimum SEER	Minimum HSPF	Incentive
9,000 to 18,000	18	12	\$1,000/Unit

**Table 3: Energy Saving Control and Fan Motor Options (When installed with new, qualifying equipment)**

Air Cooled Unitary and Split (new condenser and new coil) Air Conditioning Systems

Type of Measure	Additional Information	Incentive
Dual Enthalpy Economizer	Outside air economizer utilizing 2 enthalpy sensors (1 for outdoor and 1 for return air)	\$250/Unit
Demand Control Ventilation	Outside air intake controlled based on CO2 sensor	\$200/Unit
Electronically Commutated Motors (ECMs) for HVAC Fans	ECMs installed on fan powered terminal boxes, fan coils or HVAC supply fans on small unitary equipment	\$150/Motor



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**EQUIPMENT INPUT TABLES/INCENTIVE CALCULATION WORKSHEET**

**Table 4: HVAC Equipment Information Table/Incentive Calculation Worksheet**

Project Type	Equipment S-Split U-Unitary H-Heat Pump	Manufacturer and Model #	Unit Size (Tons) (AHRI Net Capacity) (A)	Unit Efficiency (EER or SEER) (AHRI Net Capacity)	Incentive (\$/Ton) (B)	Quantity (C)	Total Incentive (\$) (A) x (B) x (C)
Example	S U H	Acme, XX10YY	10	11.5	\$80	1	\$800
<input type="checkbox"/> Retrofit/ Replacement	S U H						
<input type="checkbox"/> New Construction	S U H						
	S U H						

**Table 5: Energy Saving Control and Fan Motor Worksheet**

Type of Measure	Quantity (A)	Incentive Level (B)	Total Incentive (A x B)
Dual Enthalpy Economizer		\$250/Unit	
Demand Control Ventilation		\$200/Unit	
Electronically Commutated Motors (ECMs) for HVAC Fans		\$150/Motor	

**TOTAL PROJECT COSTS AND FINAL ANTICIPATED INCENTIVE**

Total Labor Costs:	
Total Material Cost:	
Total Project Cost:	
Total Anticipated Incentive (Totals from Table 4 + Table 5):	
Estimated Energy Savings (MMBTU)	

**Pre-approval is required for all incentive applications. See page 1 of application for steps to be pre-approved. Incentives are capped at 50% of installed costs up to \$5,000.**

**See program description for maximum incentive allowed. To qualify for the incentive:**

- Equipment must be new and installed in a non-residential building.
- Installation is completed within current program year of January 1, 2024 to December 31, 2024.
- Applications are received within current program year of January 1, 2024 to December 31, 2024.
- Invoices must be submitted within 60 days of the invoice date.  
 Note: Invoices for projects completed in December 2024 must be received by January 31, 2025.
- Fill out entire application and provide the following:
  - \_\_\_ Manufacturer's technical specification sheets ("cut sheets") for each type of eligible equipment purchased.
  - \_\_\_ Copy of your most recent electric bill.
  - \_\_\_ Copy of your invoice showing the date and place of purchase and the model/part numbers of the equipment installed.
  - \_\_\_ W9 for the rebate recipient (customer or installer, as indicated on application page 2).

**CUSTOMER AUTHORIZATION**

By signing this application, I acknowledge that I have read and understand the terms and conditions of the program and I verify that all information provided in this application is accurate and true to the best of my knowledge.

Customer's Name and Title:

Customer's Signature and Date: