

AEE - ASHRAE Boston Chapter Meeting
March 11, 2025



2025-2027 Energy Efficiency and Decarbonization Plan

WE ARE MASS SAVE®:





Together, we make good happen for Massachusetts.

Your local electric and natural gas utilities and energy efficiency service provider are taking strides in energy efficiency: Berkshire Gas, Cape Light Compact, Eversource, Liberty, National Grid and Unitil.

As one, we form Mass Save[®], with the common goal of helping residents and businesses across Massachusetts save money and energy, leading our state to a clean and energy efficient future.

WE ARE MASS SAVE[®]:

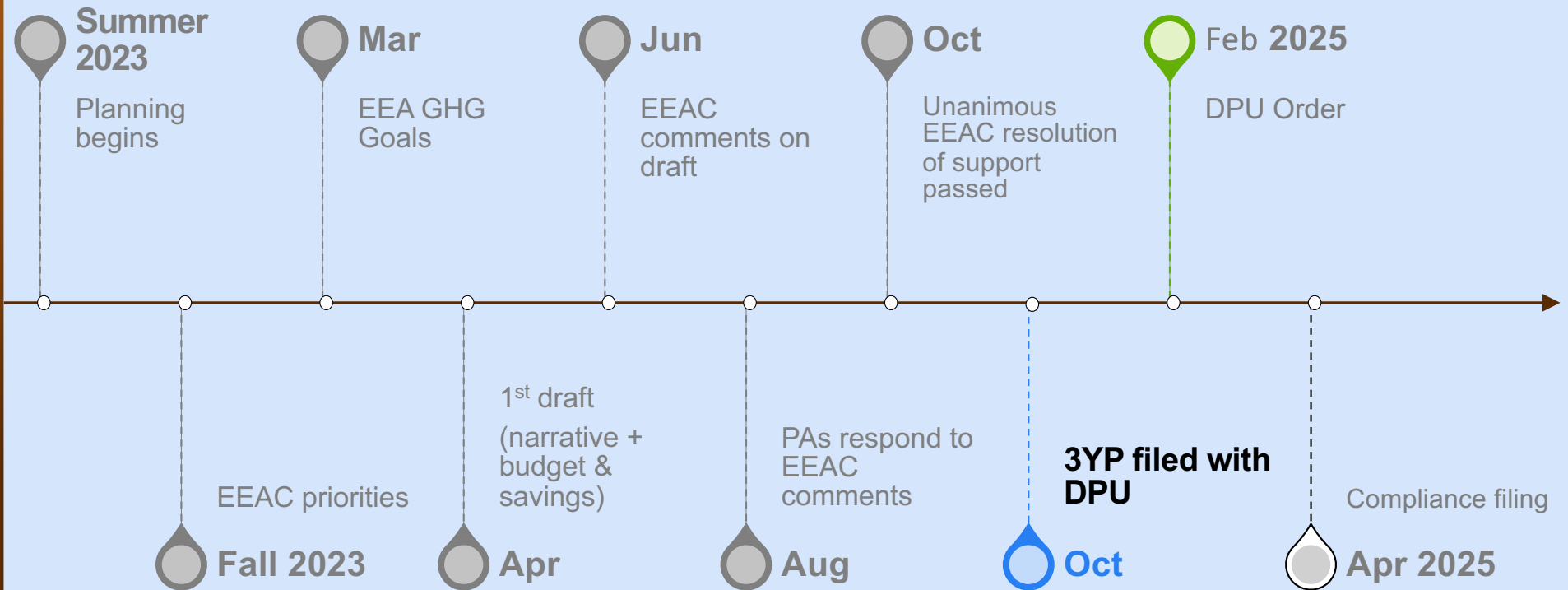


We Are Mass Save[®]



Plan Overview & Context

Plan Development Process and Timelines

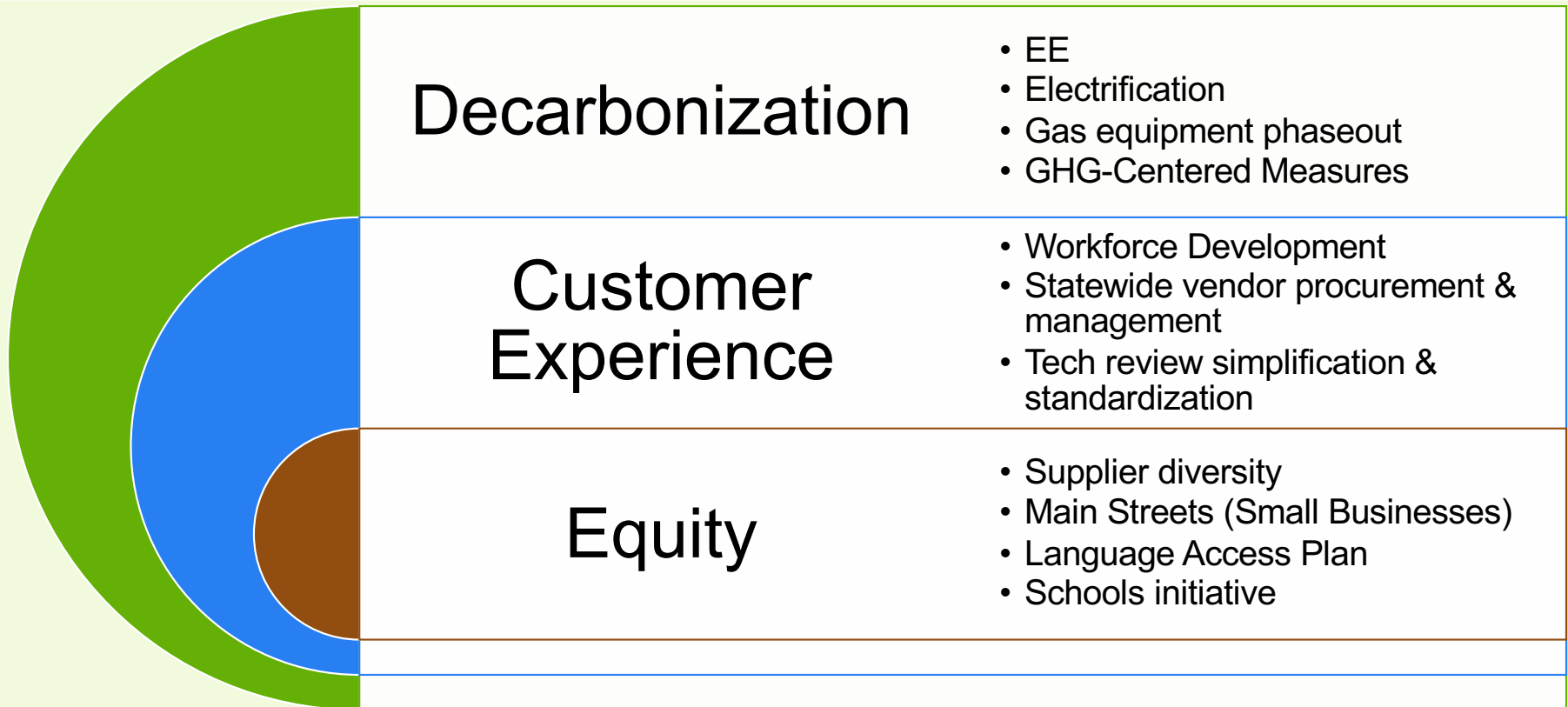


2025-2027 Plan Overview

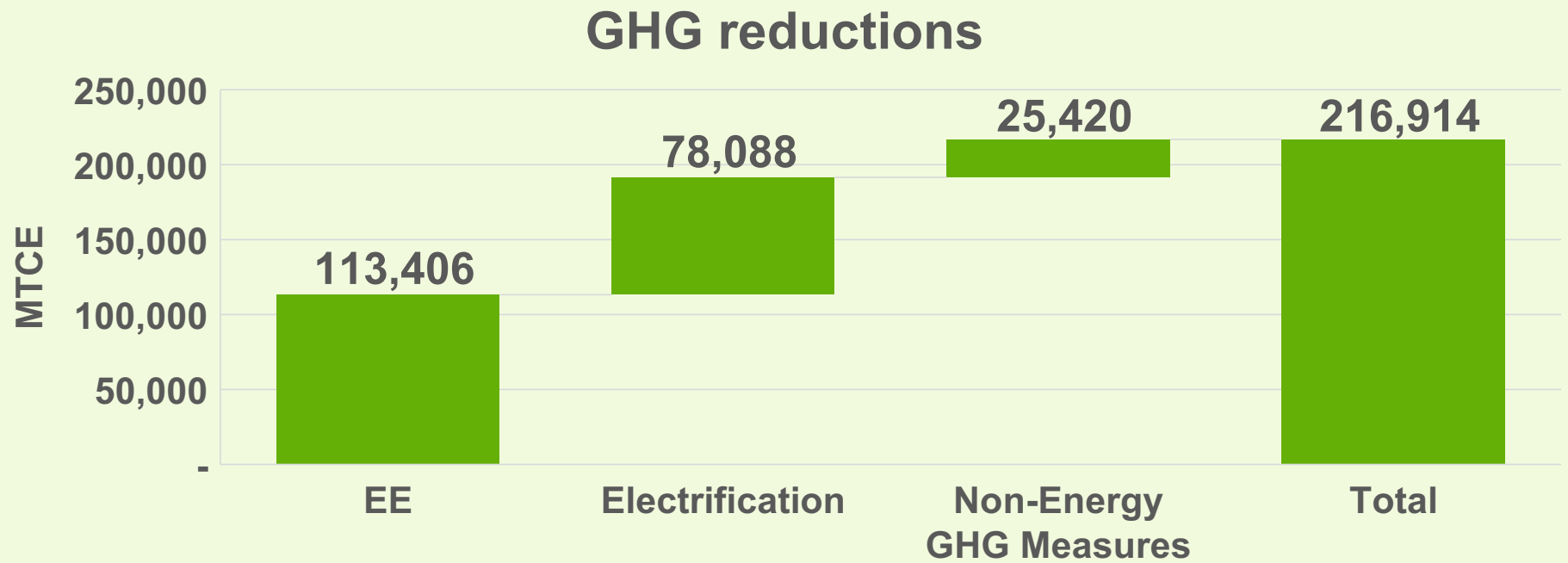
- ✓ Reduce greenhouse gas (GHG) emissions by **1 million metric tons** of CO₂e
- ✓ Provide approximately **\$3 billion** in customer incentives
- ✓ Invest over **\$1.5 billion** in equity-related efforts
- ✓ Support the installation of heat pumps in over **100,000 households**
- ✓ Weatherize more than **150,000 homes**



C&I Plan Priorities and Themes

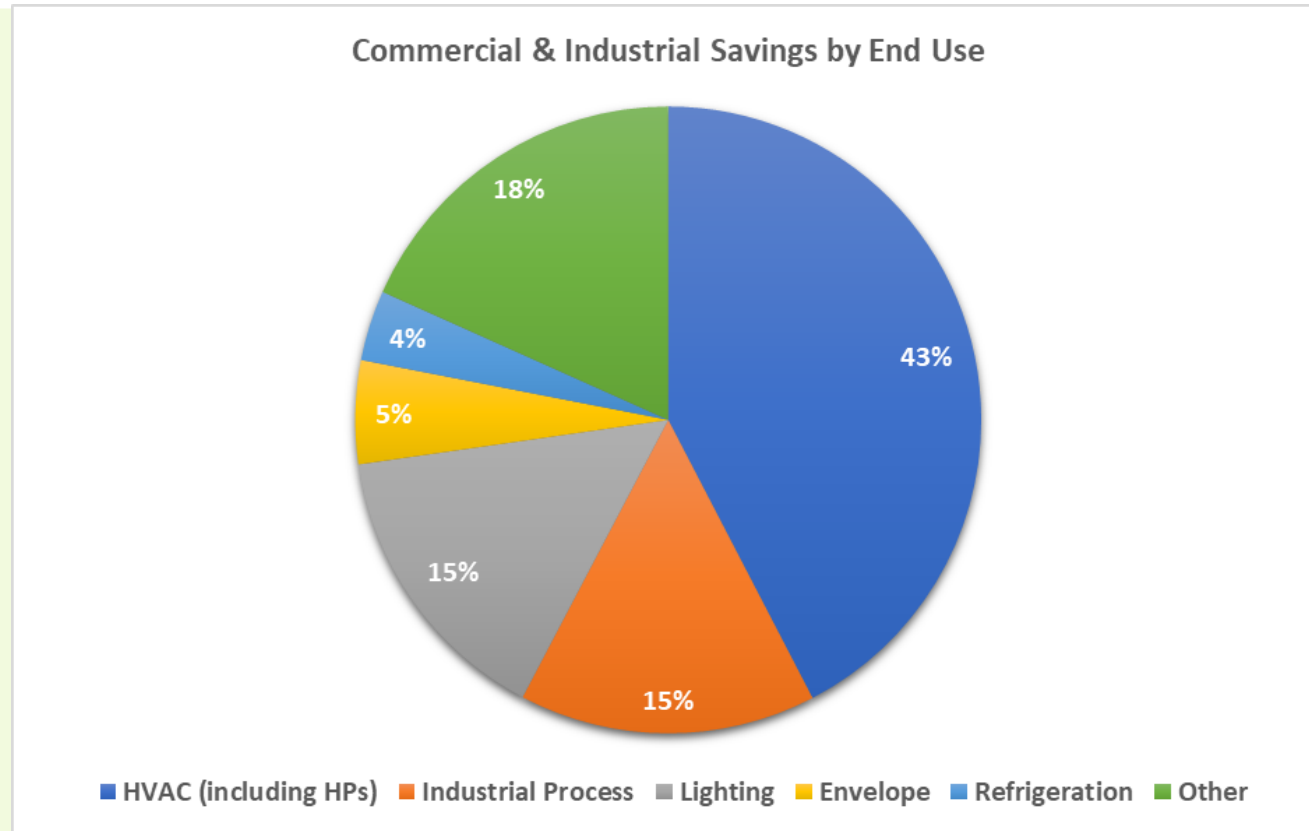


Anticipated C&I Portfolio Composition (GHGs)



~22% of emissions savings from C&I. ~50% of emissions savings via traditional EE.

Anticipated Measure Mix



Includes both electric and gas measures, energy efficiency and electrification



Existing Buildings

Excluding those undergoing a major renovation



Gas Equipment Phase-Out

Not supported:

- New gas-fired equipment

Still supported:

- Heating, cooling, ventilation, and hot water controls, including combustion controls
- Existing building commissioning (retro-commissioning)
- Steam traps
- Energy recovery
- Equipment, pipe, and duct insulation and sealing
- Weatherization
- Hard-to-electrify equipment (mostly process equipment)

Lighting Fixture Phase-out

Measure	Incentive per Sensor
Interior Occupancy Sensor	\$60
Interior Daylight Dimming & Occupancy Dual Sensor	\$60
Interior LLLC and NLC	\$60/\$120
Low/High Bay Occupancy Sensor	\$70
Low/High Bay integral Dual Sensor	\$70
Low/High Bay LLLC/NLC	\$70/\$120
Outdoor Occupancy	\$70

Lighting fixtures savings no longer supported

- Exception for hard-to-reach customers (Small Businesses, Municipalities)
 - Not supported Mid-Stream
 - Via Small B Turnkey or Downstream Application Required

Lighting controls savings supported

- Control must be integral with fixture
- Support for fixtures with controls decreasing by more than 50%.

Electrification Approach

Near-term opportunities:

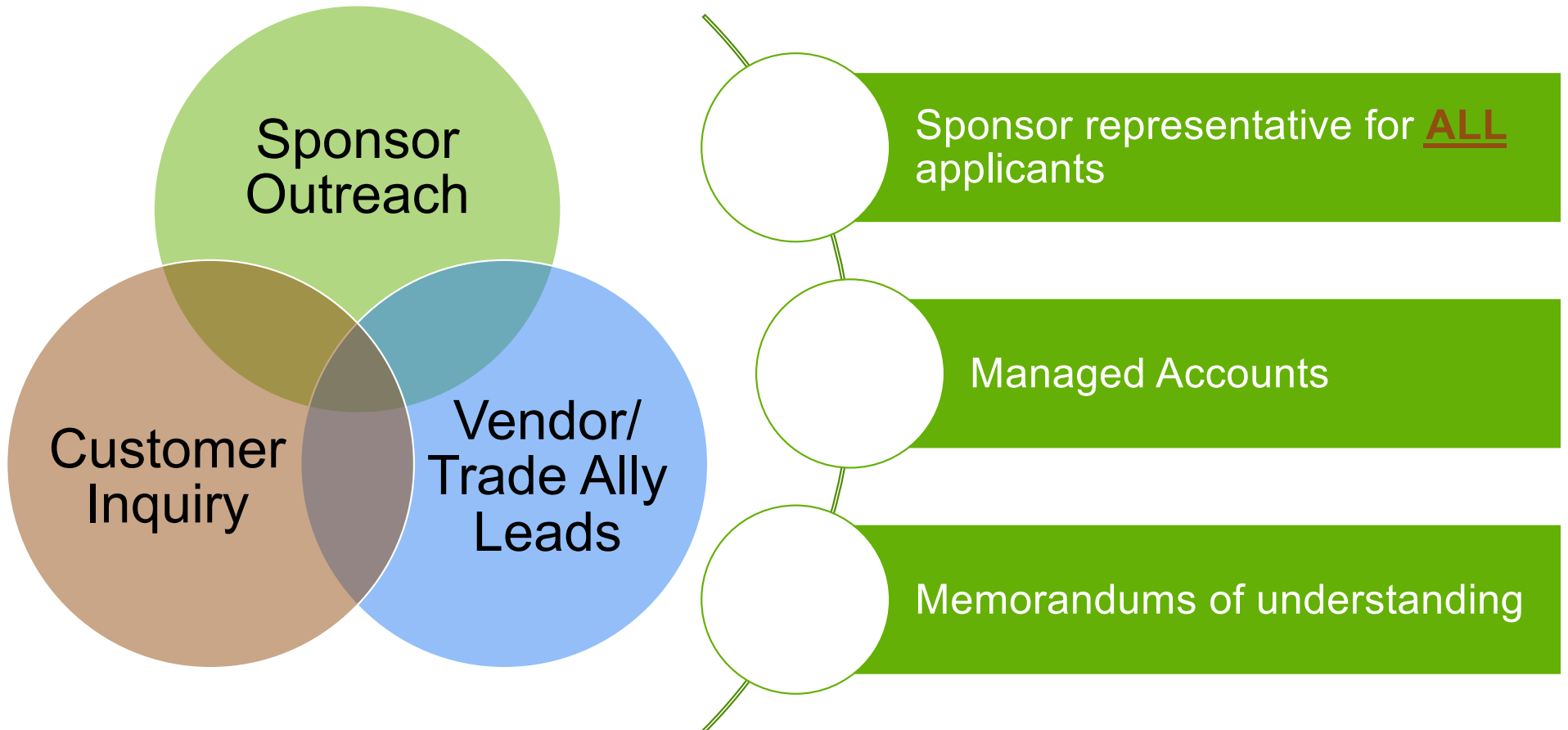
- Smaller buildings
- Delivered fuel displacement
- New construction

Long-term strategy: Conduct building assessments to catalogue electrification barriers and opportunities in statewide database and revisit as:

- Electricity and gas market dynamics evolve
- Industry and technology mature and can support hard-to-electrify systems
- Buildings undergo major renovations



Customer Engagement Process for Existing Buildings



How to Determine Mass Save Sponsor

Contact **Electric Sponsor** for whole-building site assessments, electrification, and measures saving electricity.

Contact **Gas Sponsor** for measures that save gas and should be included for custom gas electrification projects.



Point of
Sale



Sponsor
engagement



Rebates



Participation Pathways for **Existing Buildings**



Point of Sale

Midstream "Instant" Incentives

- Cold storage and lab equipment
- Food service equipment
- Heat pump water heaters
- HVAC equipment
- Laundry equipment

Online Mass Save Marketplace

- Pipe insulation
- Power strips
- Showerheads and aerators
- Thermostats



Sponsor Engagement

Prescriptive Measures

- Battery powered forklifts
- Building Management Systems
- Chillers
- Compressed air
- Lighting controls
- Variable frequency drives

Custom Express

- Building management systems
- Engine block heaters
- Pipe, tank, and valve insulation
- Transformers
- Weatherization (<100,000 ft²)

Custom



Rebates

Equipment Rebates

- Boiler reset controls
- Electric lawn equipment
- Heat pumps
 - Air source
 - VRF
 - Geothermal
- Showerheads and aerators
- Steam traps
- Thermostats
- Weatherization (<20,000 ft²)

Technical Assistance

Mass Save sponsors provide support to **identify** opportunities and **quantify** impacts.

Work with contracted and non-contracted vendors.

May require customer cost-share,



Technical Assistance: Decarbonization Support

Benchmarking/ Prioritization

Portfolio
Prioritization
Plan

Identify buildings
with greatest
potential; capture
building data

Decarbonization
Roadmap

Holistic approach to
identify and *plan*
large scale
decarbonization

Measure Identification

Comprehensive
Building
Assessment

Scope EE +
electrification
opportunities

Investment Decision

Focused
Study

Detailed, *actionable*
project estimates

Implementation



INCENTIVE OFFER

Existing Building Commissioning (EBCx) Goals and Outcomes



Commissioning

Identify ways building system(s) don't meet current use intent



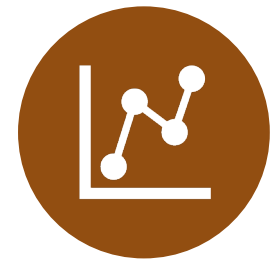
Energy Savings

Finding and claiming retrofit savings from measure implementation



ID Capital Measures

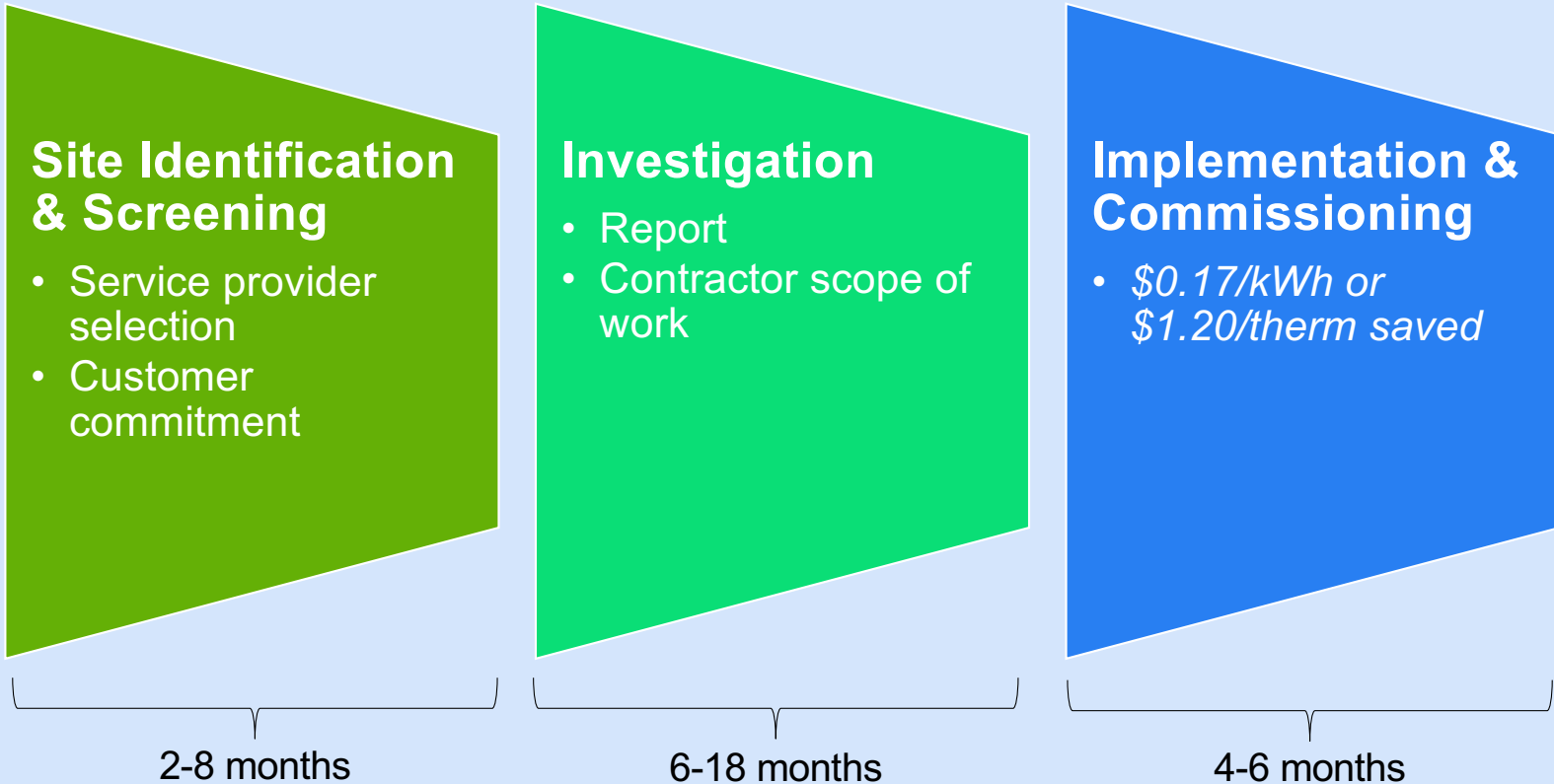
If found, refer capital measures to appropriate EE pathways



Set Up for Ongoing Support & Improvement

Training, update O&M docs, improve data availability on site

Existing Building Commissioning (EBCx) Process



Mass Save Sponsors to cover significant portion of screening and investigation costs

Greenhouse Gas-Centered Measures



Gas Leaks



**Refrigerant
Leaks**



**Refrigerant
Swaps**

Introducing cost-efficient measures to provide customers with additional opportunities to reduce GHG emissions



New Buildings and Major Renovations



New Buildings & Major Renovations



New Buildings
Must be All-
Electric to
Participate (with
limited
exceptions)



Holistic, Energy
Usage Intensity
(EUI)-Focused






Emphasis on
Performance



Differences
between
“Retrofits” and
“Major
Renovations”

Participation pathways for New Buildings/Major Renovations

Path 1	Path 2	Path 3
Net Zero & Low EUI Buildings	Whole Building EUI Reduction	High Performance Buildings
		

Low EUI Pathways



Small Business Highlights



Small Business Turnkey Retrofit



Up to 1.5M kWh
or 40K therms



No Cost Site
Assessment



Incentives:
Up to 70% - 100%
depending on
customer type;
cap based on
\$/MMBTU cost



Turnkey vs.
Customer
Directed Option
(CDO)

Small Business Enhancements

- Consistent delivery of the Small Business Turnkey offering and streamlined process in joint PA territory
- Enhanced engagement with renters and landlords, non-profits; includes up to 100% incentives





Connected Solutions

Demand response



C&I Connected Solutions Offering

Goal: Reduce peak summer load (demand response)

	Targeted Dispatch	Daily Dispatch
Events per Summer	1-8	30-60
Incentive per kW	\$45/kW	\$200/kW
Battery Storage Incentive Lock	n/a	5 years



C&I Working Group



C&I Working Group Vision

- “Focus group” structure
- Center 2025 activities around implementing 2025-2027 Plan priorities
- Recruiting new members
 - Standing members
 - Periodic members



Mass Save Program Contacts

Questions on the 2025-27 Plan

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National Grid

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Eversource

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To identify a Sponsor, please visit

www.MassSave.com/en/find-your-sponsor



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Useful Links

Business Products, Services & Offers

- <https://www.masssave.com/en/business/business-products-services-offers>

Online Mass Save Marketplace

- <https://www.poweredbyefi.org/masssave/>

Existing Building Application Forms, Custom Express tools, and Other Resources

- <https://www.masssave.com/en/trade-partners/business-quick-tools-and-resources>

New Buildings and Major Renovations

- <https://www.masssave.com/cincmr>

Questions?

WE ARE MASS SAVE®:





Thank you.

We look forward to working together to meet the goals of our mutual customers

WE ARE MASS SAVE®:

