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Commercial & Industrial Heat Pump Overview

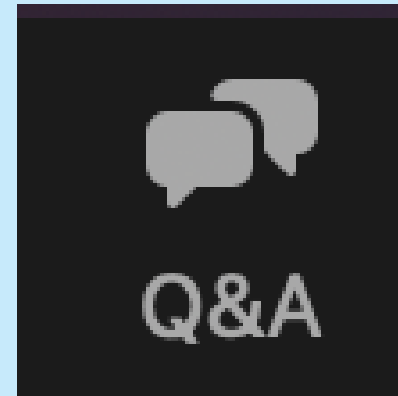
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We look forward to hearing from you

Please put all your questions into the questions section with this icon.



Empowering Connecticut to Make Smart Energy Choices



Eversource, Avangrid, Inc. subsidiaries CNG, SCG and UI, the Energy Efficiency Board, Connecticut Green Bank, and the State have united on a shared mission - to provide Connecticut residents and businesses the resources they need to **save money and use clean energy**.

The Energize Connecticut initiative empowers our communities to make smart energy choices, now and in the future.



Heat Pump Energy Optimization Overview:

Equipment must be used as the primary source of heating
(*cooling-only units do not qualify for this incentive*)

Equipment must replace existing oil, propane, natural gas, or electric resistance
(*existing heat pump change-outs do not qualify for this incentive*)

If an existing oil, propane, or natural gas system will continue to be used, customers must install an integrated control (*must be listed on the QPL*) or certify that a building management system is capable of automatically switching between heat pump & fossil fuel heat, both cases requiring a pre-set outdoor temperature set below 30°F.

Equipment must be installed by a contractor participating in the Energize CT Heat Pump Installer Network.

Projects larger than 20 tons or exceeding \$30,000 in rebates require pre-approval:
CommercialHPRebates@ri-message.com

New Construction & Major Renovation

Please note: The incentive structure for New Construction or Major Renovations projects is different than that of Commercial Rebates

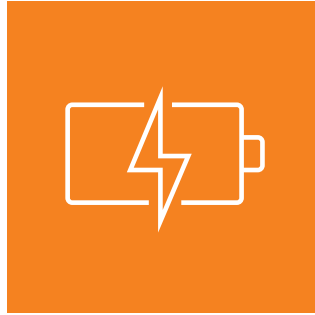
For information on available new construction incentives, watch its recording once it is posted.



Heat Pumps + Weatherization



Increase
comfort



Optimize
energy usage



Reduce
greenhouse
gas emissions



Ensure
proper sizing
and operation

Commercial & Municipal Energy Assessments: [Energy Assessments](#)



Full Displacement

The equipment must meet at least one of the following requirements to be considered Fully Displaced:

- Pre-existing heating system has been removed & a new fossil fuel heating system is not being installed
- Pre-existing heating system has been disconnected from the panel (i.e., the wire terminated outside the circuit panel and is no longer energized).
- Pre-existing thermostat(s) have been disconnected from the system board and walls.
- Pre-existing fuel line has been disconnected and capped.

Partial Displacement

The equipment must meet the following requirements to be considered Partially Displaced:

- Existing Fossil Fuel such as oil, propane, natural gas, or electric resistance is to remain on site
- New Heat Pump will be the primary source of heating, with a switchover at or below 30°F outdoor air temperature
- Integrated Controller from the Qualified Product List (QPL) is installed, or the existing BMS system is used (Documentation of control sequence may be required)

Channel Support & Engagement



Manufacturers

Technical requirements

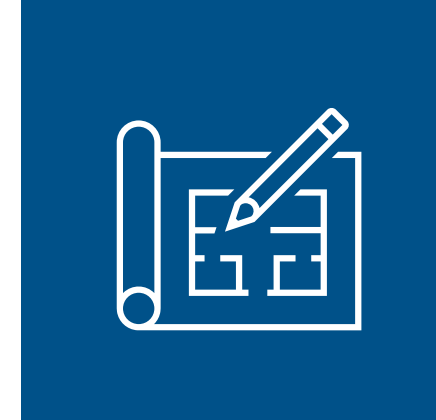
Industry partner resources



Distributors

Collaborative trainings

Supply chain / inventory insight



Contractors

Quality assurance

Best practices

Customer resources



Heat Pump Equipment Types

- **Air Source Heat Pumps**
 - Mini-splits
 - Central/ducted
- **Variable Refrigerant Flow (VRF) Heat Pumps**
- **Ground Source Heat Pumps**
 - Brine to Air
 - Brine to Water

Energy Optimization Claim Options

1

Submit application for pre-approval
CommercialHPRebates@ri-message.com

2

Submit a completed Heat
Pump Rebate Form via email or mail

3

**Work with your utility to include
in an LOA, or utilize Small
Business pathway**

Required Documentation:

- **IRS W9 Form** (For Payee)
- **Contractor Invoice** including:
 - Contractor Information
 - Equipment Manufacturer and Model Numbers
 - Integrated Control Model Numbers (if applicable)
 - Installation Date
 - Installation Address
 - Total Install Cost
 - Marked Paid in Full
- **Documentation of control sequence** (if applicable)
- **Indication of removal or disconnection of pre-existing system** (If Full Displacement)

Requesting Pre-Approval

Will need to include the following:

- Project Installation Location Name (Company Name)
- Project Address
- Square Feet Covered by New Equipment
- Total Building Square Footage
- Estimated Project Completion Date
- Contact Name
- Contact Email
- Contact Phone
- Pre-Existing Heating Fuel Type
- Fully Replacing Pre-Existing Heating System?
- Integrated Control Model Number (Only required if partially displacing an existing oil, propane, or natural gas heating system)
- Equipment Type, AHRI Number and Quantity of each system



Large Commercial & Industrial Retrofits

Contact your electric utility for:

- Larger products/systems
- Projects with complex internal distribution layouts
- Comprehensiveness
- Relationship with customer
- Equipment is not on the QPL but meets efficiency requirements (same with integrated controller)



2024 CT C&I Heat Pump Energy Optimization Results

(Eversource and UI combined)

Incentive Spend:
\$6,173,137

Gas Displacement
Savings:
347,293 Therms

4,051,054 pounds of
CO2 reduced
(4.67 million miles driven for a car)

Propane Displacement
Savings:
64,727 Gallons
(395,059 pounds of CO2 reduced)

Oil Displacement
Savings:
113,171 Gallons



Incentives & Eligibility

[EnergizeCT.com/HeatPump](https://www.energizect.com/HeatPump)

Air Source Heat Pump Efficiency Requirements (< 5.4 Tons)



Efficiency requirements
for heat pumps < 5.4 tons
updated to align with
the **new federal standards**



A **complete list of eligible
units** will continue to be
maintained and available at
[EnergizeCT.com/HPQPL](https://www.energizect.com/HPQPL)

Air Source Heat Pumps

Air Source Heat Pumps < 5.4 Tons

Rebates Available to Residential and Commercial Customers

Minimum Efficiency Requirements ¹			HSPF2 ²	SEER2 ³	HCR @5°F ⁴	COP ⁵ @5°F
Ductless	Mini-Split	Single-Zone	8.5	15.2	70%	1.75
Ductless	Mini-Split	Multi-Zone				
Ducted	Mini-Split	Single-Zone	8.1	15.2	70%	1.75
Ducted	Mini-Split	Multi-Zone				
Ducted	Central	--				
Ducted	High Velocity	--	7	12.5	70%	1.5
Single Packaged Roof Top Units (Commercial Only)			7.2	15.2	10.6 EER2 ⁶	

Air Source Heat Pumps > 5.4 Tons

Rebates Available to Commercial Customers

Equipment Capacity		Minimum Efficiency Requirements	
Tons	Btu / Hr	IEER	COP @47F
≥ 5.4 to < 11.25 Tons	≥ 65,000 to < 135,000 BTUs	15.4	3.5
≥ 11.25 to < 20 Tons	≥ 135,000 to < 240,000 BTUs	14.6	3.4
≥ 20 to < 30 Tons	≥ 240,000 to < 375,000 BTUs	13	3.3

1 Aligns with ENERGY STAR 6.1 Cold-Climate Specification

2 Heating Season Performance Factor

3 Seasonal Energy Efficiency Ratio

4 Heating Capacity Ratio, calculated by dividing "Heating Capacity at 5°F as calculated by M1" by "Heating Capacity (H1Full) - Single or High Stage (47F), btuh"

5 Coefficient of Performance, "Heating COP at 5°F as calculated by M1"

Variable Refrigerant Flow (VRF) Heat Pumps
Rebates Available to Commercial Customers

Equipment Capacity		Minimum Efficiency Requirements		
Tons	Btu / Hr	EER	IEER	COP @47F
≥ 5.4 to < 11.25 Tons	≥ 65,000 to < 135,000 BTUs	11.3	18.9	3.4
≥ 11.25 to < 20 Tons	≥ 135,000 to < 240,000 BTUs	10.9	18	3.3
≥ 20 Tons	≥ 240,000 BTUs	9.6	16.4	3.25

Ground Source Heat Pumps

Rebates Available to Residential Customers

Minimum Efficiency Requirements

[See Energy Star Certified List](#)

Rebates Available to Commercial Customers

Equipment Capacity ⁷		Minimum Efficiency Requirements ⁷		
Tons	Btu / Hr	Type	EER	COP @47F
< 11.25 Tons	< 135,000 BTUs	Brine-to-Air	17.1	3.6
< 5.4 Tons	< 65,000 BTUs	Brine-to-Water	16.1	3.1
≥ 5.4 to < 11.25 Tons	≥ 65,000 to < 135,000 BTUs	Brine-to-Water	16.1	3

⁷ The qualifying EER, COP and BTUs are based on the equipment's Ground-Loop Heat Pump "GLHP" ratings listed by AHRI regardless of the install type

2025 Energize CT Heat Pump Rebates for Commercial Projects

Equipment Type	Minimum Efficiency Requirements	Energy Optimization	Express Rebate
Air Source Heat Pump	Refer to EnergizeCT.com/HPQPL	\$1,500/ton	\$250/ton
Variable Refrigerant Flow (VRF)		\$2,100/ton	\$500/ton
Ground Source Heat Pump		\$4,000/ton	N/A

Projects totaling over 20 tons or \$30,000 will require pre-approval.
Reach out to CommercialHPRebates@ri-message.com to get started.



Resources & Support

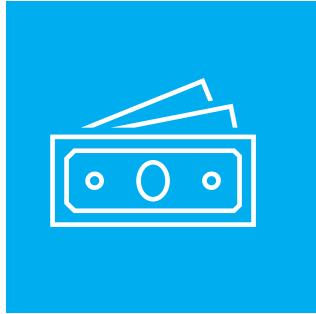
[EnergizeCT.com/HPIN](https://energizeCT.com/HPIN)

Monthly Newsletter

- Announcements
- Incentive highlights
- Available resources
- Reminders
- Upcoming industry trainings
- Contact information

EnergizeCT@AbodeEnergy.com

Heat Pump Installer Network (HPIN)



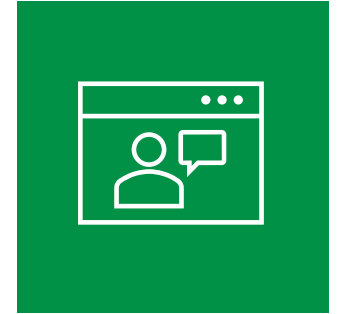
Energy optimization rebates (for fuel-switching projects)



Listing on EnergizeCT.com



Marketing materials



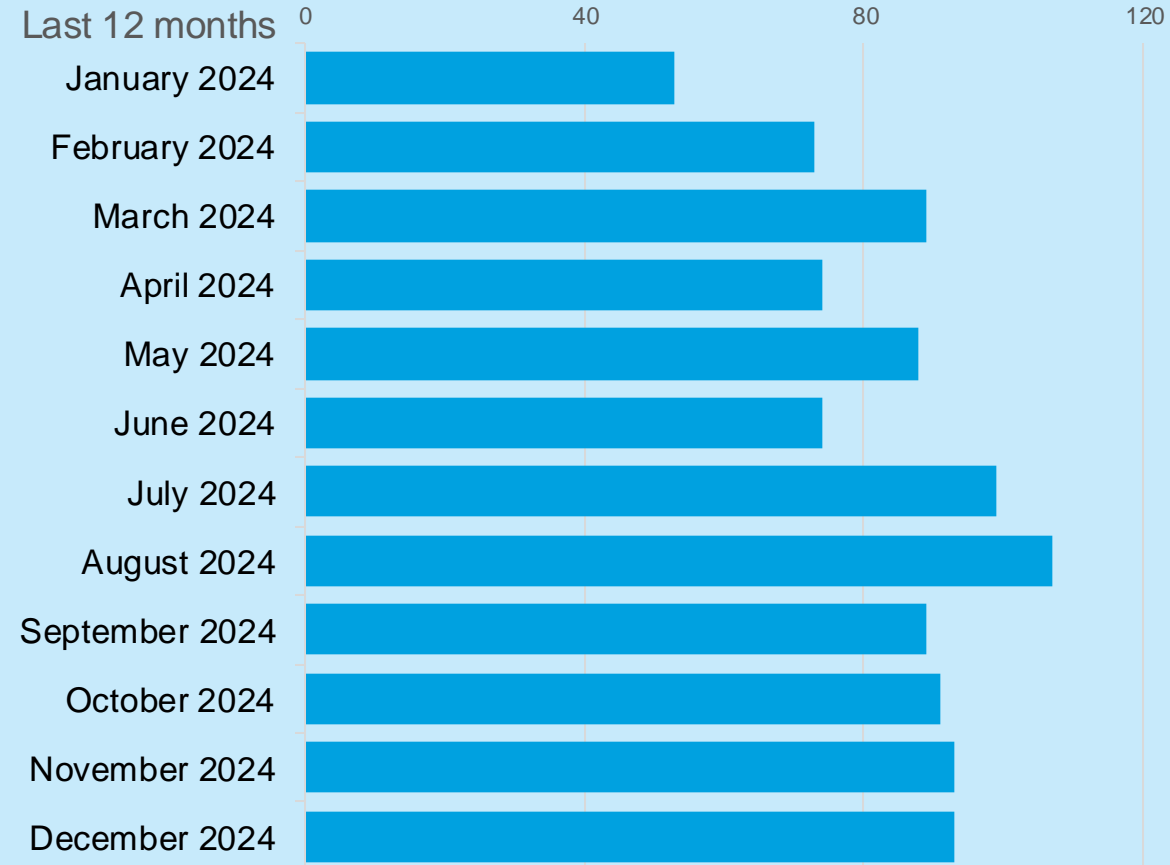
Technical resources and support

Requirements to Join

- Signed Participation Agreement
- HVAC or Electrical Contractor License
- Certificate of Comprehensive General Liability Insurance
- EPA Section 608 Certification
- Certification of relevant training:
 - **Air Source Heat Pump installers:** Certification of installation training provided by a heat pump manufacturer
 - **Ground Source Heat Pump installers:** International Ground-Source Heat Pump Association (IGSHPA) Installer OR GeoExchange Designer certificate

2024 Consultations

- **Residential Consultations**
 - **990** in 2024
 - 2839 Program-to-date (from 5/20/2022)
- **C&I Consultations**
 - 18 in 2024
 - Exploring marketing & program team opportunities to bolster participation



2024 Consultation Survey Responses

- 58% plan to install heat pump within the next 6 months
- 95.7% had all their questions answered during the consultation
- **99% would recommend this service to their friends and family**

"Great service. Great to talk to a knowledgeable person immediately after expressing interest in the program. Very informative. Luke even offered to review any bids that I receive, which is awesome! Highly recommend this program!!"

Allen L.
West Haven

"Being able to talk with a knowledgeable, neutral third party gave me a greater understanding of options, costs, rebates, and tax credits. It gave me peace of mind to have this information going into meetings with contractors. I plan to get several estimates and Luke gave me valuable information about how to prepare for those meetings."

Theresa B.
Canton

"Matt did a wonderful job of explaining heat pumps, how they work, their efficiency, and what I need to know to properly plan my system. Without Matt's assistance I would not have felt confident enough to move forward or make a decision on installing a heat pump system."

Mike B.
Trumbull

"I was provided with answers to all of my questions by a very knowledgeable representative. I was also given access to resources that will be very valuable going forward. I was thoroughly impressed with the scope of multi topic knowledge that Melanie had to offer."

Antonio L.
Bristol

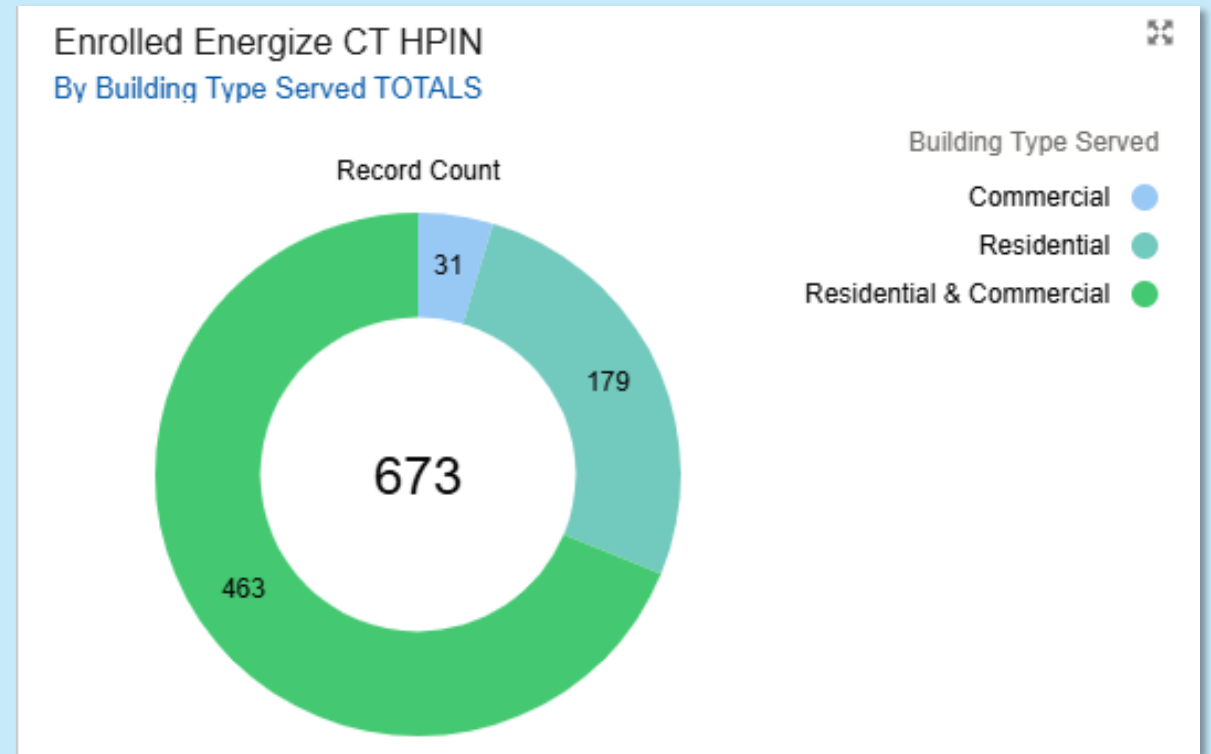
Heat Pump Installer Network

680 total contractors enrolled in the HPIN

- 109 additional in 2024

19% growth YoY

9% of HPIN identify as diverse contractors



New & Upcoming in 2025

- **Packaged Terminal Heat Pumps**
 - Midstream Rebate
 - \$500 per unit
- **Reintroduction of Express Heat Pumps**
 - Qualifying heat pumps projects that are not participating in Energy Optimization
 - ASHP: \$250/ton
 - VRF: \$500/ton



Contact Us

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Online Resources

- [Heat Pump Solutions Page](#)
- [Air Source Heat Pump Incentives](#)
- [Ground Source Heat Pump Incentives](#)
- [Commercial Energy Optimization Rebate Form](#)
- [Heat Pump Installer Network](#)
- [Qualified Products List](#)
- [Learning Center](#)



Questions