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# Retrofits In Schools (and Municipal Buildings too!)

WE ARE MASS SAVE®:



**EVERSOURCE**



**nationalgrid**





# Challenges from the Field



- Deferred maintenance
- Knowing what comes first, next, and what can wait
- Navigating gov't hurdles (municipal, state, and fed)
  - Ex. Procurement, City Council, Funding Cycles
- Finding a champion
- Knowledge to run the latest technology
- ⑩ Finding money to make projects happen – this may be #1 for all of you





# ■ How Can We Help You?

WE ARE MASS SAVE®:



EVERSOURCE



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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<sup>®</sup>, 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<sup>®</sup>:**



**EVERSOURCE**



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**We Are Mass Save<sup>®</sup>**





## 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*  
opportunities for  
energy efficiency +  
electrification

## Investment Decision

Focused  
Study

Detailed,  
*actionable* project  
estimates

## Implementation

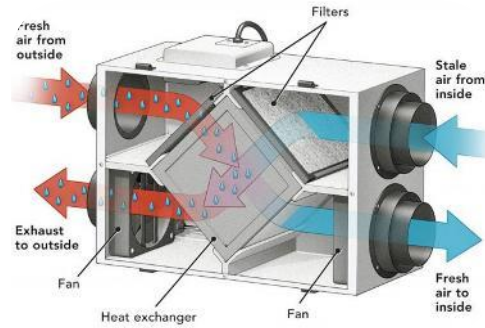


*INCENTIVE OFFER*

# Incentives for Getting Electrification-Ready



Weatherization



Ventilation



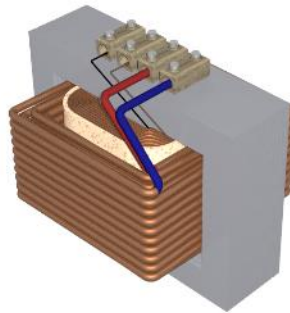
Controls



Hydronics



Variable  
Frequency Drives



Transformers

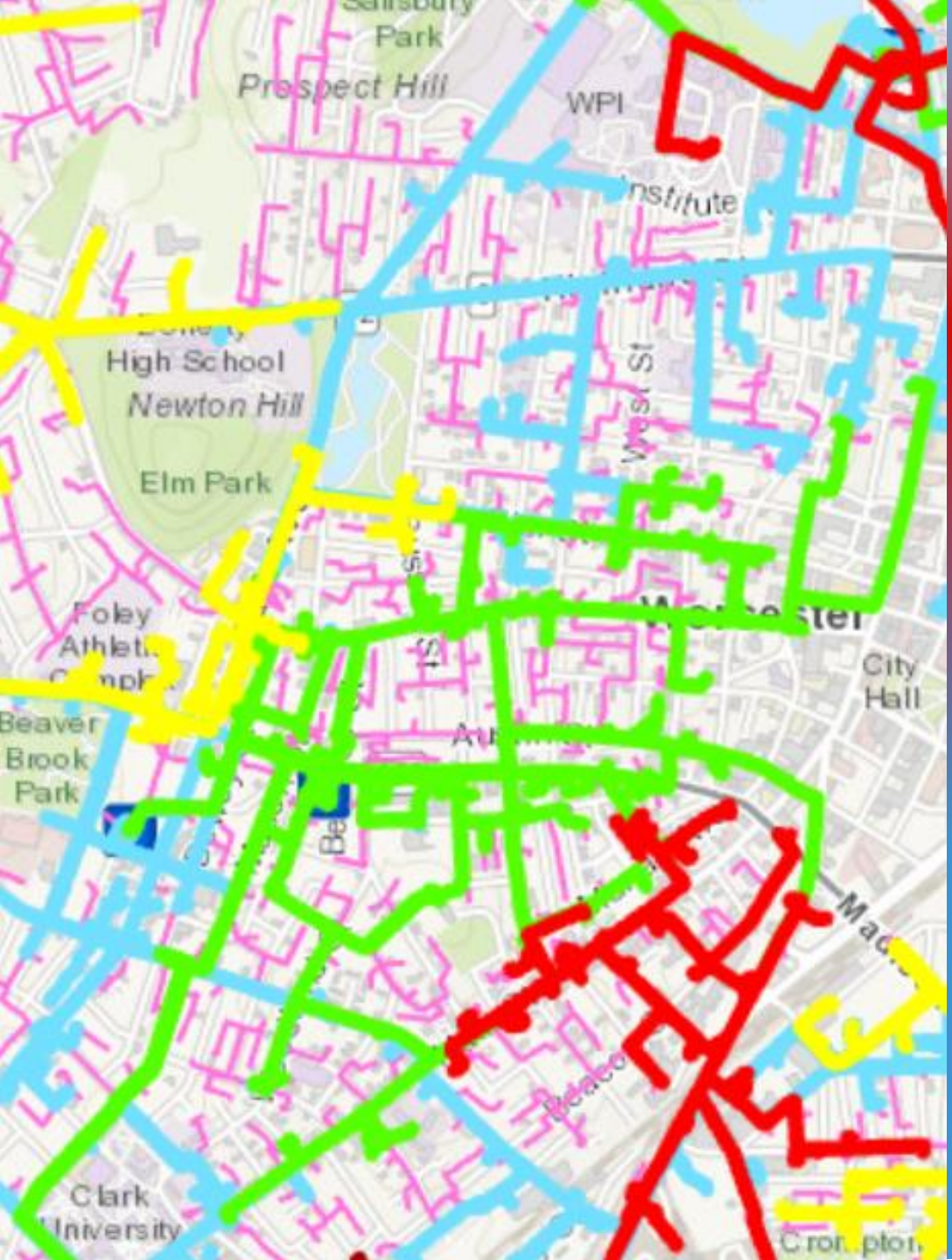


Compressed Air



Lighting Controls

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



## Some of the Barriers to Electrification

- Economic viability
- Existing building electrical infrastructure
- Existing grid capacity
- Utilizing existing heating distribution systems
- Timing with other projects
  - roofs, other failing equipment, etc.



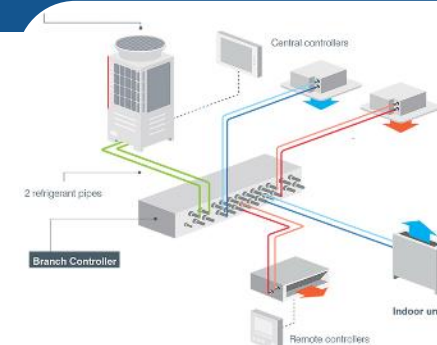
# Electrification of Existing Buildings



Air Source Heat  
Pumps



Heat Pump  
Rooftop Units



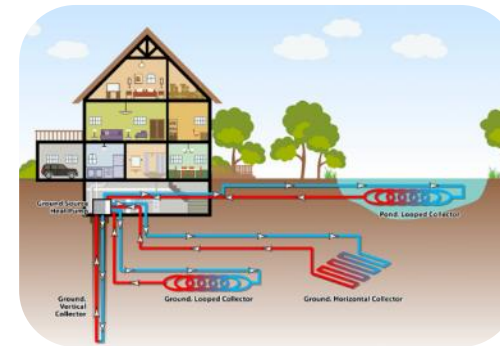
Variable  
Refrigerant Flow



LEV Kits



Heat Pump  
Chiller/Air to Water



Ground Source  
Heat Pumps



# Prescriptive Rebates



Eligible equipment (**must be on QPL**)

- **Air source (air-to-air) heat pumps**
- **Variable refrigerant flow air source heat pumps**
- **Ground source heat pumps (geothermal)**

Eligible Projects

- **< 150 tons, partial or full displacement**  
**Used for space heating and cooling**

Rebate amount

- **Rebates are based on tonnage**

# Custom Path



Use custom for...

- **Projects >150 tons**
- **Equipment not covered by prescriptive offer**
- **Process heating**

Eligibility criteria

- **Must produce net MMBTU reduction**
- **Must NOT increase GHG emissions**
- **Must meet cost-effectiveness criteria**

Incentive amount

- **Incentives vary based on scope and cost**



# Help with Overcoming Challenges

- Studies
- Incentive funding
- School's initiative
- Electrification engineers
- Project expeditors
  - Chapter 25a
- Mass Save incentives for training
  - Building Operator Certification (BOC)



# The Biggest Challenge – Finding Additional



- [MA Department of Energy Resources \(DOER\) Green Communities](#)



- [Transforming Energy in Schools Initiative Program \(DOER\)](#)



- [MA Clean Energy Center \(MassCEC\) Green School Works program](#)



- [MA School Building Authority \(MSBA\) heat pump program](#)



**From the field:** How can we help customers braid funding sources together when possible?