



Diversifying the Energy Efficiency Workforce

Your Guide to Working with the Sponsors of Mass Save®

Through the robust energy efficiency solutions and offerings available to residents, businesses and communities across Massachusetts, there is significant opportunity and are numerous ways to work with the Sponsors of Mass Save.

Provided within this guide are helpful links, an opportunity overview, and a summary of the Mass Save offerings and services. The Sponsors of Mass Save are committed to growing and diversifying the energy efficiency workforce.

Helpful links

Stay up-to-date on open Requests for Proposals (RFPs) with the Sponsors of Mass Save

[MassSave.com/trade-partners/requests-for-proposals](https://masssave.com/trade-partners/requests-for-proposals)

Find out about several other opportunities to participate

[MassSave.com/trade-partners](https://masssave.com/trade-partners)

Find out how to become a supplier and engage and enroll as a new vendor with Eversource

eversource.com/ariba-sourcing

Email: EEProcurement@eversource.com

Supplier Diversity at Eversource

supplierdiversity@eversource.com

Find out how to become a supplier and engage and enroll as a new vendor with National Grid

nationalgridus.com/Business-Partners/Suppliers-and-Vendors

Supplier Diversity at National Grid

nelson.roman@nationalgrid.com

OPPORTUNITIES OVERVIEW

COMMERCIAL & INDUSTRIAL

Open Market Opportunities	How to Participate	For more information/Contact
Small Business This includes, but is not limited to: <ul style="list-style-type: none"> • HVAC Contractors • Electricians • Weatherization Contractors • Energy Service Companies (ESCO) 	Contact the appropriate Sponsor to learn more	MassSave.com/find-your-sponsor Email to get started: Eversource: EfficiencyMA@eversource.com National Grid: info@ngCDO.com Projects in Fall River, Somerset, Westport, Swansea, N. Attleboro, Plainville, and Blackstone areas: efficiency@libertyutilities.com Electric Projects in Cape Cod and Martha's Vineyard electric projects: efficiency@capelightcompact.org
Medium & Large Businesses	Contact the appropriate Sponsor to learn more	Eversource: EfficiencyMA@eversource.com National Grid: efficiency@nationalgrid.com Electric Projects in Cape Cod and Martha's Vineyard electric projects: efficiency@capelightcompact.org
Equipment Rebates <ul style="list-style-type: none"> • HVAC Contractors • Weatherization Contractors • Heat Pump Installers 	Submit the rebate application after installing qualified equipment	Find information on qualified equipment and rebate amounts here: MassSave.com/business/rebates-and-incentives
Point of Sale Incentives	Installation of qualifying products bought through a participating distributor	Find participating distributors: MassSave.com/trade-partners/distributors



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OPPORTUNITIES OVERVIEW

RESIDENTIAL

Open Market Opportunities	How to Participate	For more information/Contact
Retail: HVAC Contractors	Install rebate eligible equipment. Customers are encouraged to work with licensed and insured contractors. Customer completes rebate form.	N/A
Retail: Heat Pump Installers	Be part of our Heat Pump Installer Network and get your business in front of potential new customers.	MassSave.com/HPIN Email: hvac@masssave.com
Residential Coordinated Delivery (RCD) <ul style="list-style-type: none"> Electricians HVAC Contractors 	For pre-weatherization barrier incentive remediation. Work performed for customer, sign off provided, customer submits for incentive.	MassSave.com/Contractors Email: info@masssave.com
New Construction (<i>3 stories or less</i>) <ul style="list-style-type: none"> Builders and Developers 	Builders working on new construction projects should contact a certified HERs rater to get started.	MassSave.com/Contractors
Contracted Vendor Programs	How to Participate	For more information/Contact
RCD (<i>1-4 units</i>) <ul style="list-style-type: none"> Home Performance Contractors Independent Installation Contractors HVAC Contractors (for barrier remediation services) Electricians (for barrier remediation services) 	Become a participating contractor to perform home energy assessments and/or insulation and air sealing.	MassSave.com/Contractors Email: info@masssave.com
New Construction (<i>3 stories or less</i>) <ul style="list-style-type: none"> Builders and Developers 	Builders working on new construction projects should contact a certified HERs rater to get started.	MassSave.com/Contractors Email: ResNewConstructionMA@ICF.com

If you have any questions specific to a Mass Save Sponsor, please use the below contact information.

Berkshire Gas
efficiency@berkshiregas.com
 800-944-3212

Eversource
efficiency@eversource.com
 844-887-1400

National Grid
efficiency@nationalgrid.com
 800-787-1706

Cape Light Compact
efficiency@capelightcompact.org
 800-797-6699

Liberty Utilities
efficiency@libertyutilities.com
 508-324-7811

Unitil
efficiency@unitil.com
 888-301-7700



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SUMMARY OF MASS SAVE OFFERINGS

COMMERCIAL AND INDUSTRIAL

Engineering Studies

The Sponsors of Mass Save® have qualified, independent engineers and consultants to help identify and quantify the savings and incentive potential of customized energy efficiency projects.

Prescriptive Incentives and Rebates

There are standard incentives and rebates available for common energy-efficient products and technologies – allowing businesses to run better, with reliable, energy-saving equipment.

Custom Incentives

Incentives are available for customized energy efficiency projects. These upgrades and solutions are specific to the industry and customer and may require additional energy analysis.

Comprehensive Initiatives

The Sponsors of Mass Save offer enhancements on incentives when you implement multiple energy savings measures at once.

Electrification

The Sponsors of Mass Save offer options to decarbonize by converting fossil fuel or electric resistance heat to heat pump/variable refrigerant flow (VRF). The Sponsors of Mass Save assist with technical evaluations, economic analysis, incentives, and more.

To learn more, visit MassSave.com/business



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SUMMARY OF MASS SAVE OFFERINGS

RESIDENTIAL

Single Family Homes and Properties Up to 4 Units

Significant offerings are available to homeowners and renters. This includes 75-100% off recommended insulation upgrades, no-cost air sealing, 0% financing opportunities, robust rebates on heating and cooling equipment, and more.

Learn more at MassSave.com/HEA

5+ Unit Multi-Family Properties

Energy efficiency solutions and offerings are available for 5+ unit multi-family properties. The Sponsors of Mass Save provide incentives and services for existing properties, new construction and renovations and additions of multi-family buildings.

Learn more at MassSave.com/Multi-Family

Rebates for Efficient Purchases

From smart thermostats and air purifiers to heat pump heating and cooling, the Sponsors of Mass Save offer rebates for a variety of energy-efficient equipment.

For a full list and additional information, visit MassSave.com/Rebates

To learn more, visit MassSave.com/residential

About Mass Save

Together, we make good happen for Massachusetts: Berkshire Gas, Cape Light Compact, Eversource, Liberty Utilities, 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®:



EVERSOURCE



nationalgrid

