

Residential New Construction Low-Rise

Single-family and multi-family homes with three stories or less

**Build upon our
energy efficiency
incentives.**



About

The Sponsors of Mass Save® promote the construction of energy-efficient homes within Sponsor service territories. Incentives are available for homes that meet our eligibility requirements.* We also encourage participating homes to meet ENERGY STAR® qualifications when practical.

Is your home eligible?

Most residential new construction homes, three stories or less, are eligible to participate if located within Sponsor service territories. Master-metered electric or gas homes are eligible for our Residential New Construction High-Rise incentives (multi-family homes with four stories or more).

What determines incentive eligibility?

- Incentives are dependent on the home meeting a minimum energy savings requirement.
- Incentives are determined by the amount of electric savings, fuel savings (natural gas, propane, or oil), and the home's overall performance in comparison to the average new home in Massachusetts.

How do you receive incentives?

- Please work with approved HERS Raters to enroll your home and make energy efficiency choices that maximize your incentives.
- All homes must be verified by an independent HERS Rating company.
- For incentive details, please contact an approved HERS Rater.

Are you interested in achieving Passive House standards?

Multi-family construction may be eligible for enhanced incentives when you build to Passive House standards. For more information please contact multifhr@icf.com.

*Specific terms are subject to change from year to year.

Working with a HERS Rater

All participating homes must use a HERS Rater to provide a HERS Rating.

- A HERS Rating provides an Index score that is based on the home's energy modeled performance. The score measures how the energy performance of the home compares to similar homes.
- Nearly 300 towns in Massachusetts have adopted the *Stretch Code*, which requires a HERS Rating. Please verify with your local Building Department to confirm if a HERS Rating is already required in your town.
- Working with a HERS Rater can provide many benefits, including:
 - Greater understanding of ways to improve comfort and reduce energy bills
 - Ability to more accurately calculate operating costs
 - Higher resale value, on average
 - Guidance on variables such as exterior walls, floors over unconditioned spaces, ceilings and roofs, attics, foundations, windows, doors, vents, ductwork, HVAC system, water heating, thermostats, air leakage, and more
 - All HERS Raters are RESNET certified

Achievements since 2016

- **25,000+** homes completed
- **60,000,000+** kWh of electricity saved. That's enough to power 5,100 homes for a year!
- **3,208,000+** therms of natural gas saved—enough to power nearly 2,000 homes for a year!
- **\$41,941,000+** of incentives paid directly to participants
- **1,267,000+** high efficacy bulbs provided at no cost
- **5,000+** builders/participants have completed the program
- **60+** participating HERS Rating company partners
- Market penetration is more than 70%

About 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 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.

Have a question? We're here to help:

1-866-527-SAVE (7283)

ResNewConstructionMA@icf.com

MassSave.com/Residential-New-Construction

WE ARE MASS SAVE®:



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Build upon our energy efficiency incentives

The Sponsors of Mass Save® promote the construction of energy-efficient residential multi-family buildings within Sponsor service territories. Incentives are available for new building construction that meets our eligibility requirements.*

Are you eligible?

Residential and mixed-use new construction or greater-than-50% gut-rehab jobs, all four stories or more, are eligible if located within a Sponsor's service territory. Additionally, master-metered HVAC buildings under four stories are eligible within our service territories.

What determines your incentive?

- Incentives are available for both residential in-unit and common area energy efficiency measures.
- Incentives are determined by the electric and natural gas savings as modeled by account managers from the building's energy efficiency measures as confirmed in the construction documents and compared to an approved code baseline.
- Examples of improved energy efficiency measures include lighting, HVAC, domestic hot water, and the building enclosure, and tested infiltration reduction by third-party verifiers.
- We urge you to contact us during the schematic or design development phase to maximize financial incentives and technical support.



Achievements since 2016

- **260+** buildings completed, ranging from single story to more than 50 stories
- **26,200+** units completed
- **31,200,000+** kWh of electricity saved
- **4,039,000+** therms of natural gas saved
- **\$16,737,000+** of incentives paid directly to participants
- **200+** developers/participants received incentives

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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.

How do you receive incentives?

- Our dedicated account managers can guide you and ensure that you receive all of the eligible incentives.
- Account managers will provide ongoing technical support throughout construction, including optional design charrettes, to help you increase efficiency over the baseline.
- Please provide documentation, including drawings, specifications, and approved submittals as they become available.
- The Sponsors of Mass Save award incentives in the form of a check sent directly to participants.

Are you interested in achieving Passive House standards?

Multi-family construction may be eligible for enhanced incentives when you build to Passive House standards. For more information, please contact multifhr@icf.com.

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High-rise application process

Participant registers and provides documentation



Our technical team reviews the plans



Technical team models scenarios



We provide an offer letter with an estimated incentive amount



Participant verifies when complete



We award incentives

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Have a question? We are here to help:

**1-866-527-SAVE (7283) • multifhr@icf.com
MassSave.com/Multi-Family-New-Construction**



Renovations and Additions

Single-family and multi-family homes with three stories or less

Upgrade your
energy savings.



About renovations and additions

The Sponsors of Mass Save* provide incentives for incorporating energy efficiency upgrades to the renovations and/or additions of existing homes within our service territories. We offer financial incentives for home renovations and additions that exceed the Massachusetts building energy code to improve energy efficiency.*

Is your home eligible?

Residential renovations and additions to single-family homes and multi-family homes with three stories or less may be eligible if:

- They are located within Sponsor service territories.
- Renovations are extensive and consist of 50% or more of the original home undergoing renovation. Additions meet a minimum of 500 square feet total floor area.
- A Sponsors of Mass Save approved certified HERS rater conducts a preliminary site visit at your home prior to the start of construction or demolition.

Your home energy project may also be eligible for a 0% Mass Save HEAT Loan.

Eligible upgrades may include, but are not limited to:

- Insulation
- Water heating equipment
- Heating, ventilation, and air conditioning
- Air and duct sealing

*Specific terms are subject to change from year to year.

What determines incentive eligibility?

- Incentive eligibility depends on whether the home meets minimum energy savings requirements.
- Incentives are determined by the amount of electric savings, fuel savings (natural gas, propane, or oil), and overall performance compared to our baseline.

How are incentives calculated?

To calculate incentives, HERS raters create a whole-house energy-use model of your home and compare it against a model of an average Massachusetts home.

Working with a HERS rater

All participating homes must use a HERS rater.

A HERS rating provides an index score that is based on the home's energy modeled performance. The score measures how the energy performance of the home compares to similar homes.

- Many towns in Massachusetts require a HERS rater for code compliance. Please verify with your local Building Department to confirm if a HERS rater is already required in your town.
- Working with a HERS rater can provide many benefits, including:
 - Greater understanding of ways to improve comfort and reduce energy bills
 - Ability to more accurately calculate operating costs
 - Higher resale value, on average
 - Guidance on variables such as exterior walls, floors over unconditioned spaces, ceilings and roofs, attics, foundations, windows, doors, vents, ductwork, HVAC system, water heating, thermostats, air leakage, and more
 - All HERS raters are RESNET certified

How to participate

1. **Get started.** Fill out an Interest Form at MassSave.com/RenovateAdd. Within a few days, a Sponsor representative will contact you to proceed. If you have questions, please call us at **1-866-527-SAVE (7283)** or email RenovateAddMA@icf.com.
2. **Schedule a preliminary site visit prior to the start of construction or demolition to your home.** Contact a Sponsor approved certified HERS rater to schedule a preliminary site visit at your home.
3. **During the site visit.** A certified HERS rater will review your plans, estimate possible energy savings, and may recommend additional energy efficiency upgrades. This visit takes 1-2 hours.
4. **Receive a preliminary report.** Customers typically receive an estimate of the savings and incentive amount after the preliminary site visit.
5. **Schedule insulation inspection.** If you are installing new insulation, contact your certified HERS rater to schedule your insulation inspection, or to receive instructions on how to complete a remote inspection. Please ensure you schedule this inspection to take place once the insulation work is complete but before wallboard has gone up. In lieu of an onsite inspection, you may be eligible for a virtual inspection.
6. **Schedule a final inspection.** As you near completion, set up a final site visit with your certified HERS rater. They will finalize all the details and perform final diagnostic testing as needed.
7. **Receive your incentive.** After the final inspection is processed, you'll receive an incentive completion notification and post-participation survey via email. Within 10-12 weeks of your final inspection, you'll receive an incentive check in the mail.

About 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 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.

Have a question? We're here to help:

1-866-527-SAVE (7283)

RenovateAddMA@icf.com

MassSave.com/RenovateAdd

WE ARE MASS SAVE®:



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Take energy efficiency to a new level.

The Sponsors of Mass Save® have launched a new way to drive market transformation in the energy efficiency industry to meet and exceed energy-savings targets across Massachusetts. We are offering incentives and assistance to support the construction of multi-family buildings (five units or more) with deep energy savings. Certification and performance incentives are available to assist builders and developers in achieving Passive House certification or similar levels of efficiency.

What is Passive House?

Passive House refers to the ultimate goal in high-efficiency design: buildings that minimize energy consumption and have added comfort and durability features. The Passive House Institute US (PHIUS) and the Passive House Institute (PHI) have established two independent standards and provide certifications for such buildings: the PHIUS+ Passive Building Standard and the international Passive House Standard.

High-efficiency incentives available

The Sponsors of Mass Save support Passive House and related high-efficiency construction in Massachusetts through enhanced incentives. We offer incentives for multi-family buildings that achieve certification through PHIUS or PHI and those that pre-certify and build to high efficiency without obtaining certification.





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Design and performance incentives

The Sponsors of Mass Save offer incentives for super-efficient shell or building envelope designs and optimized energy systems. We will follow the incentive structure detailed below and offer incentives for pre- and post-construction activities once all requirements are met. If you qualify for the Passive House incentive offering, it will replace the standard incentives.

Passive House Incentive Structure for Multi-Family (5 units or more)			
Incentive Timing	Activity	Incentive Amount	Max. Incentive
Pre-Construction	Feasibility Study	100% of Feasibility costs	\$5,000
	Energy Modeling	75% of Energy Model cost	\$500/unit, max. \$20,000
	Pre-Certification	\$500/unit	N/A
Post-Construction	Certification	\$2,500/unit	
	Net Performance Bonus	\$0.75/kWh	
		\$7.50/therm	

The Net Performance Bonus is calculated by determining the final pay for savings incentives and subtracting the pre- and final certification incentives. The result is the Net Performance Bonus.

Projects that pre-certify but do not achieve certification are eligible for the pre-certification incentive and Net Performance Bonus.

Projects over 100 units must be pre-approved by the applicable Sponsors of Mass Save.

Passive House trainings

The Sponsors of Mass Save, in partnership with Passive House Massachusetts, provide Passive House trainings to support workforce development and market transformation in the energy efficiency and building construction industries. Please contact us for more information.

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Ready to get started? We are here to help:

1-866-527-SAVE (7283) • multifhr@icf.com • MassSave.com/PassiveHouse



Pay-for-Savings Incentives

The Sponsors of Mass Save[®] provide energy efficiency incentives for incorporating high-performance upgrades to the renovations and/or additions of existing homes, or new construction homes that meet our eligibility requirements within Sponsor service territories.* Incentives are determined by calculating the amount of electric savings and fuel savings (natural gas, propane, or oil) and comparing the overall performance of the home to that of the average new home in Massachusetts. We call this incentive structure our Pay-for-Savings approach.

- To calculate incentives, HERS raters create a whole-house, energy-use model of your home and compare it against a model of an average Massachusetts home.
- To qualify for incentives, your home must have a minimum of 5% total savings per unit above the average home.
- We enter electric and fuel savings and a total savings percentage into the following formula to determine your incentive:

Single-Family Incentive Calculation	
A	Electric Savings x \$0.50/kWh
B	Fuel Savings x \$50/MMBtu
C	Savings Percentage x \$4,000
Total Participant Incentive	A + B + C
HERS raters receive \$350 for low-rise single-family homes, \$700 for Renovations and Additions (R&A) single-family homes, and a \$350 bonus for units that meet or exceed 20% total savings percentage.	

Multi-Family Incentive Calculation	
A	Electric Savings x \$0.50/kWh
B	Fuel Savings x \$50/MMBtu
C	Savings Percentage x \$2,500
Total Participant Incentive	A + B + C
HERS raters receive \$100 per unit for R&A and low-rise multi-family homes, and a \$100/unit bonus for units that meet or exceed 20% total savings percentage.	

- An incentive cap of \$10,000 per unit is applied.
- Homes that receive an ENERGY STAR[®] Homes designation receive an additional incentive: \$100 for a single-family home and \$25/unit for a multi-family home.
- Single-family and multi-family designations are as follows:
 - We define single-family homes as a single-family detached house or each unit in a standalone building with two to four units.
 - Developments that consist of multiple single-family detached homes qualify as single-family units.
 - Developments consisting of multiple buildings that each have two or more units for a total of five or more units qualify as multi-family units.
 - Buildings with five or more units qualify as multi-family units.
- Master-metered gas buildings are not eligible for multi-family, three stories or less, incentives. However, they may be eligible for multi-family, four stories or more, incentives. Our Technical team will evaluate master-metered gas buildings to determine eligibility. Please contact multifhr@icf.com with any questions.

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