

Expanded HEAT Loan

2018 Energy Specialist Training

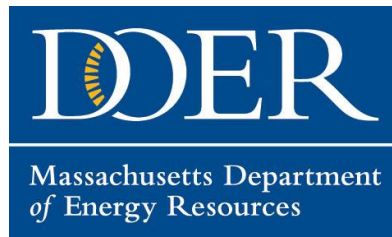
- History
 - Review of Expanded HEAT Loan (EHL) offerings
 - Barrier mitigation grants
 - Expanded loans
-

Agenda

History

Expanded HEAT Loan History

- Sponsored and funded by:



- Initiated in May of 2014 with \$3.86 million ARRA funding
- Continued since April 2017 with \$3.88 million SEP funding

Expanded HEAT Loan History

- \$3,631,000 distributed through April 2017
 - 818 Knob & tube mitigation grants
 - 669 Asbestos mitigation grants
 - 162 Vermiculite mitigation grants
 - 4 DER loans
 - 33 Central wood pellet heating system loans
 - 60 Expanded 2-4 Family Loans

Revised EHL Offerings

Modifications

- Sept. 2017- Applications for grants ceased
- Q4 2017- Initiative re-designed
 - Moving forward, barrier mitigation grants are to be awarded to only those who meet a moderate income means test
 - DER loans ceased
 - (Replaced by financing component of DOER's *Home MVP Pilot* <https://www.mass.gov/guides/home-mvp>.)
 - Home MVP is separate from Mass Save®
 - New requirements for “central wood heating system” loans
 - Expanded 2-4 family loans continue as-is

Eligibility

- Must be a Mass Save[®] Home Energy Services Program participant
- The premises must be comprised of 1,2,3 or 4 dwelling units
- Must own the building as an individual and not a corporation

Barrier Mitigation Grants

Barrier Mitigation Grants

- Incentives increased:

Mitigation Project	Rebate	Must Enable Mass Save®
Knob & Tube	up to \$7,000*	Weatherization Project
Vermiculite	up to \$7,000*	Attic Insulation Project
Asbestos	up to \$4,000*	Heating System Upgrade

*Limited by mitigation cost

Barrier Mitigation Grants

- Moderate income means test required
 - Customers screened through existing Mass Save® *Enhanced Insulation and Appliances* income verification process
 - Eligible customers also qualify for enhanced Mass Save® offers at masssave.com/qualify (enhanced insulation and appliances)
 - Screening can take place via phone, mail or in person at a local fuel assistance agency
 - Customers will need:
 1. Site ID from HEA report
 2. Utility heating or electric bill
 3. Proof of income for all household members ages 18 and over

Barrier Mitigation Grants

- Income qualification guidelines

Number of Household Members	Annual Household Income
1	\$34,380.01-\$45,840.00
2	\$45,958.01-\$59,944.00
3	\$55,537.01-\$74,049.33
4	\$66,115.01-\$88,153.33
5	\$76,693.01-\$102,257.33
6	\$87,272.01-\$116,362.67
7	\$89,255.01-\$119,006.67
8	\$91,239.01-\$121,652.00
9	\$93,222.01-\$124,296.00
10	\$95,206.01-\$126,941.33

Barrier Mitigation Grant Flyer

Barrier mitigation grants for qualified customers

Rebates are available through the Massachusetts Department of Energy Resources for removing certain barriers that prevent Mass Save qualified weatherization or heating upgrades. If your annual household income falls within the ranges listed below and you reside in a home with one to four units, you may qualify for generous grants to remove these barriers.

Barrier	Incentives
Knob and Tube Wiring	Up to \$2,000 rebate
Vermiculite	Up to \$2,000 rebate
Asbestos	Up to \$4,000 rebate

Income Qualification Guidelines

Number of Household Members	Annual Household Income
1	\$34,980.00 – \$42,840.00
2	\$44,938.00 – \$59,944.00
3	\$55,537.00 – \$74,049.33
4	\$66,135.00 – \$88,153.33
5	\$76,693.00 – \$102,257.33
6	\$87,272.00 – \$116,362.67
7	\$88,255.00 – \$119,006.67
8	\$91,239.00 – \$121,652.00
9	\$93,222.00 – \$124,296.00
10	\$95,206.00 – \$126,941.33

The customer must also move forward with that qualified work. Visit <https://www.mass.gov/info/details/residential-rebates/dependent-late-lens/> for additional information on this or other Dependable LEAD Loan offers.

Inquire Now

Income verification can be completed via phone, by mail or at one of our statewide affiliate locations. Please call 866-537-7267 and select option one to start the income verification process, which is completed by your local fuel assistance agency and is provided at no cost to you.

Please note: you need to provide the following documentation in order to complete the income verification process:

1. The reference number shown in your Home Energy Assessment Confirmation email, or the Site ID shown on your Home Energy Assessment Report.
2. A copy of your natural gas utility heating bill and/or electric bill
3. Proof of income for all household members ages 18 and over

Learn more at MassSave.com/Qualify



Massachusetts Department of Energy Resources

BMG Application Process

1. Application form sent to customer by HEA vendor after moderate income is verified by LEAN
2. Approval form sent to customer after application is approved by HEAT Loan Administrator

Expanded Loans

Expanded Loans

- Mass Save® HES participation required
- 2-4 family expanded loans
 - No changes to requirements
- Central wood heating systems
 - Requirements updated to sync with Massachusetts Clean Energy Center's *Modern Wood Heating Systems* program

2-4 Family Expanded Loans

- Applicant must be participating in the regular HEAT Loan program and wish to finance over \$25,000 of eligible HEAT Loan measures
- Applicant must own the 2-4 unit, residential property as an individual and not as an owner or co-owner of a corporate entity
- The maximum loan is expanded to \$50,000 per **building**
- Interest buy-down on loan portion beyond \$25,000 is paid by *Expanded HEAT Loan* initiative
- Regular HEAT Loan Intake Form is used for application

CLEARResult®



Central Wood Heating System Loans

- Up to \$25,000 with terms up to 10 years
- *Expanded HEAT Loan* pays interest
- Must be whole-house, automated heating system
- Must meet DOER & CEC requirements for:
 - Thermal efficiency, CO & particulate emissions
 - Modulation, safety features, thermal storage
 - Heat load calculation & sizing
 - Fuel quality & sustainability
 - Bulk storage and delivery

Central Wood Heating System Loans

- Includes both boilers and furnaces
- Wood chip- fired systems are now eligible
 - System requirements differ by fuel
 - Systems that can burn both must meet efficiency and emissions requirements when burning the respective fuel:


	Pellet Systems	Wood Chip Systems
Thermal Efficiency (HHV)	≥85% at nominal output	≥75% at nominal output
Particulate Emissions	<0.08 lb PM2.5/MMBTU _{input} at nominal output	<0.10 lb PM2.5/MMBTU _{input} at nominal output
	<0.03 lb PM2.5/MMBTU _{input} (at sensitive receptor sites)	

Central Wood Heating System Flyer

Central Wood Heating Systems

EXPANDED HEAT LOAN OFFER: 0% INTEREST LOAN UP TO \$25,000

For a limited time, central wood heating system installations may be financed with a 0% interest Expanded HEAT Loan from participating lenders. This offer is brought to you by the Massachusetts Department of Energy Resources through the Expanded HEAT Loan Program.



Steps to participate:

"A Mass Save" Home Energy Assessment is optional, but is recommended

1. Contact a qualified central wood heating system contractor to:
 - a. Obtain a signed proposal demonstrating the proposed system meets the system, sizing, fuel and storage & delivery specifications detailed at MassSave.com/CWHS
 - b. Obtain a heat loss calculation (Manual J, form JI and worksheets) demonstrating the proposed system meets between 80% and 110% of the heat load of the home.
2. Submit a completed *Central Wood Heating Systems Intake Form*, along with a copy of the signed proposal and heat loss calculation to your HEAT Loan Administrator. (See table below)
3. If your proposed project qualifies, you will receive an *Expanded HEAT Loan Authorization Form*, approving the interest buydown on your total loan amount.
4. Take the *Expanded HEAT Loan Authorization Form* to a participating lending institution and apply for the loan. A current list of participating lenders is available from your Expanded Loan Administrator.
5. Upon loan approval, you will receive a two-party check from the lender made out to you and your contractor.
6. Upon completion of the installation, notify your Expanded Loan Administrator to schedule a verification inspection.

For all inquiries related to this offer, please contact your Expanded Loan Administrator. To determine your Expanded Loan Administrator, please find the Mass Save Program Sponsor that serves your location in the table below.

Mass Save Program Sponsor	Territory	Expanded Loan Administrator	Address	Email	Phone
National Grid Electric	All	CLEAResult	50 Washington St., Suite 3000 Westborough, MA 01581	MAHTLoan@clearresult.com	800.696.8077
Eversource	All except Cape Cod & Martha's Vineyard	CLEAResult	50 Washington St., Suite 3000 Westborough, MA 01581	MAHTLoan@clearresult.com	800.696.8077
Cape Light Compact	Cape Cod & Martha's Vineyard	RISE	5 Dupont Avenue, South Yarmouth, MA 02564	CapeLightCompactInfo@Thelisch.com	508.568.1933
Unitil	All	RISE	60 Shawmut Rd., Unit 2 Canton, MA 02021	UnitilEEInfo@RISEengineering.com	339.502.6354

*Homeowners with municipal electric service who heat with natural gas should refer to the chart on the back of the Central Wood Heating Systems Intake Form to determine your Expanded Loan Administrator.

CWHS Specifications

- Posted on Expanded HEAT Loan page:

<https://www.masssave.com/en/saving/residential-rebates/expanded-heat-loan>

CWHS Application Form

Expanded HEAT Loan Intake Form

Central Wood Heating Systems

0% Interest Loan: Up to \$25,000

Homeowner and Site Information:

Homeowner Name: _____ Mass Save® Site ID
(if known): _____
Service Address: _____ City: _____ Zip: _____
Mailing Address: _____ City: _____ Phone Number: _____
Email Address: _____

Homeowner Instructions:

This is a limited time offer to finance the installation of a qualifying central wood heating system (pellet or wood chip-fired boiler or furnace) with a 0% loan. Qualifying wood heating systems must meet specifications, be installed in a 1-4 family residential building as a central heating system and be able to supply heat to an entire house. Please refer to the back of this form for terms and conditions and to the attached fact sheet for the system, sizing, fuel and storage & delivery requirements.

Please follow the steps below to complete the application process:

Step 1. Contact a qualified wood heating system installation contractor to obtain a signed proposal and a heat loss calculation (Manual J) demonstrating that the proposed system meets both the heat load and the equipment specifications detailed in the program specifications.

The signed proposal must be on contractor letterhead or contract and include the following:

- ☒ Business name and address
- ☒ Contractor's full name
- ☒ Contractor's license number
- ☒ Contractor's signature
- ☒ Description of the work being done
- ☒ Total cost of the job
- ☒ Itemized, installed cost of: (1) the boiler or furnace (2) the bulk storage unit (3) the fuel conveyance unit (if not part of the boiler or furnace)
- ☒ An attached summary page of a heat loss report consistent with the guidelines set forth in the "Heat Load Calculation and Sizing Requirements" section of the attached fact sheet

Step 2. Sign this form below and submit it to your HEAT Loan Administrator (as determined by the Mass Save® Program Sponsor serving your territory in the table below). Include the summary pages of the Manual J heat loss report (form J1 and attachments) provided by your contractor. You may submit this form via the mailing address, email or fax number listed. Please include the back of this form in any copies or "scans."

To determine your HEAT Loan Administrator, please find the Mass Save® Program Sponsor that serves your location in the table below.

Mass Save® Program Sponsor	Territory	Expanded Loan Administrator	Address	Email	Phone
National Grid Electric	All	CLEARresult	50 Washington St., Suite 3000 Westborough, MA 01581	MAHTLoan@clearresult.com	800.696.8077
Eversource	All Except Cape Cod & Martha's Vineyard	CLEARresult	50 Washington St., Suite 3000 Westborough, MA 01581	MAHTLoan@clearresult.com	800.696.8077
Cape Light Compact	Cape Cod & Martha's Vineyard	RSE	5 Dupont Avenue South Yarmouth, MA 02664	CapeLightCompactInfo@Thielsch.com	508.568.8933
Unitil	All	RSE	60 Shawmut Rd., Unit 2 Canton, MA 02021	UnitilEInfo@RSEengineering.com	339.502.6354

*Customers that have a municipal electric company and heat with natural gas refer to the chart on the reverse side.

Step 3. If your application is approved, you will receive an Expanded HEAT Loan Authorization Form detailing the amount authorized for your loan.

Step 4. Take the Expanded HEAT Loan Authorization Form to a participating lending institution and apply for the loan.

Step 5. Upon loan approval you will receive a two-party check from the lender (made out to you and the contractor).

Step 6. Upon completion of the installation, notify your HEAT Loan Administrator to schedule a verification inspection.

Homeowner Acknowledgement

I have read, understand and agree to the conditions detailed above and in the Terms and Conditions printed on the reverse side of this form. I certify that all information above is correct to my knowledge and that I own the 1-4 family residence referenced above as an individual and not as an owner or co-owner of a corporate entity organized under the laws of the Commonwealth of Massachusetts.

Homeowner Signature: _____ Date: _____

For inquiries related to this offer, please refer to the chart above.

2250-E34L-CSG-BW-R316

For More Information

- Visit the *Expanded HEAT Loan* page on the Mass Save website:
 - <https://www.masssave.com/en/saving/residential-rebates/expanded-heat-loan>
- Visit the CEC's *Modern Wood Heating Systems* page at:
 - <http://www.masscec.com/eligible-modern-wood-heating-systems>

Thank you
