



National Grid Rhode Island Commercial Upstream HVAC/HP Initiative

Frequently Asked Questions for Distributors

What is goal of the initiative?

The goal of the program is to transform the market for HVAC and Heat Pump (HP) equipment in Rhode Island by increasing market share and availability of high efficiency equipment. This innovative approach will accelerate the adoption of new technologies by removing or reducing the initial cost hurdle for customers at the point of sale.

How does the initiative work?

National Grid will partner with HVAC/HP distributors, and certain manufacturers that do not deploy their product through distributors, to offer incentives to buy down the incremental cost between standard and higher efficiency HVAC/HP equipment at the wholesale level.

Who are Eligible Customers for this initiative?

Eligible Customers are businesses in Rhode Island. An Eligible Customer is one who receives electrical service under a nonresidential rate class from National Grid. Qualifying Equipment must be installed and operated at the Eligible Customer's facility or premises.

Which customers are not eligible?

Sales of qualifying equipment to the following businesses are not eligible for participation in the National Grid Rhode Island Upstream HVAC/HP Initiative:

Residential customers

Businesses located outside Rhode Island

Can ordered under this initiative be used for a project outside Rhode Island?

All discounted HVAC/HP equipment and through the initiative must be installed in Rhode Island.

Will National Grid conduct site inspections?

Yes, National Grid or its vendor will conduct site inspections to verify the accuracy of the sales data including customer site location, quantity and type of qualifying HVAC/HP equipment, etc. In particular, sales data for distributor locations at the state border will be inspected to ensure that discounted HVAC/HP equipment through the initiative is being installed in Rhode Island.

Which HVAC/HP equipment is eligible for the initiative?

- a. Commercial Unitary and Split Air Conditioning Systems (Air Cooled, including all types of heating)
- b. Commercial Unitary Air Conditioning Systems (Evaporatively Cooled, including all types of heating)
- c. Commercial Unitary Air Conditioning Systems (Water Cooled, including all types of heating)
- d. Commercial Unitary Heat Pump Systems (Air Cooled)
- e. Commercial Unitary Heat Pump Systems (Water Source)
- f. Ground Water – Water Source Heat Pump Equipment (Open Loop)
- g. Ground Loop - Water Source Heat Pump Equipment (Closed Loop)
- h. Energy Savings Control and Fan Motor Options

Note: Additional technologies may be added in the future. All Products must be listed in the eligible products lists to be eligible for rebates.

What are the benefits of high efficiency equipment?

Better technology means better comfort and reliability

Lower operating and maintenance costs

Less environmental impact

Why are other technologies and equipment not included?

More products will be considered in future.

How can I tell if equipment is eligible?

All equipment performance specifications are verified through the Air-Conditioning, Heating, and Refrigeration Institute (AHRI). You can visit the AHRI website (www.ahridirectory.org) to research eligible equipment.

How will this effect customer participation in incentive programs? Will a customer still be eligible for the same incentives?

Current downstream incentives for Commercial HVAC/HP equipment **will be eliminated** with the launch of this initiative i.e., incentive will be moved upstream. Incentives for existing, approved installations will be reviewed on a case by case basis by National Grid.

Who is the 3rd party Program Manager and what is its role?

This initiative is being administered by EFI (Energy Federation Inc). EFI is a non-profit company that has been promoting energy efficiency for over 30 years. It has worked with dozens of utility companies and other energy efficiency program administrators to provide incentive fulfillment services for programs that encourage consumers and businesses to

reduce their energy use by taking advantage of rebates to buy and install energy efficient equipment. EFI's role is to validate the eligibility of incentive claims and to capture, track and report all information clients require evaluating the impact of the programs they are funding.

EFI will be administering this initiative on behalf of National Grid. Participating distributors will use an online service to apply for an incentive rebate, by entering sales data and other required information. This guided approach will simplify the application process and reduces missing or incomplete submissions. EFI will use the data collected to allocate savings to National Grid, and provide incentives to the distributors on a monthly basis.

When do distributors get paid?

Participating distributors will get paid within 60 days of completing and submitting sales data for eligible equipment through the online application website.

What data are required to be submitted?

Participating Distributors must submit the following information to EFI:

- i. The manufacturer, model, and number of units of qualifying equipment sold to each purchaser
- ii. The AHRI (Air-Conditioning, Heating and Refrigeration Institute) certification number of the qualifying equipment.
- iii. For ECM motors, some equipment specifications are required.
- iv. The list price of qualifying equipment
- v. The date of each sale
- vi. Copy of sales invoice, itemized to show qualifying equipment purchased and customer cost (can be submitted electronically)
- vii. The purchaser name, address and phone number (contractor or customer that purchased equipment)
- viii. The end-user name, address and phone number (if different from the purchaser address)
- ix. Basic project information (building type)

Is there a template for the required data submission?

The 3rd party Program Manager (EFI) will provide an online application form to submit required data. The online form will ensure that all required data is captured, provide drop-down menus for quick and convenient data entry, and pre-validate eligible equipment. The software will also provide email status updates on application processing.

Am I required to pass the full incentive to the customer?

While not implicitly required, National Grid expects that Participating Distributors will pass the incentive to their customers. It is recommended that Participating Distributors list the National Grid incentive on their invoices to customers. National Grid will monitor list prices to customers to ensure that customers see a lower price as a result of this initiative.

