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To our valued Heat Pump and HVAC installers:

NHEC, in collaboration with the other NH utilities under the NHSaves brand, is embarking on an upstream incentive program for COMMERCIAL HVAC and Heat Pumps with local and regional distributors. Many of these distributors will be ones that you are currently doing business with.

This new offering provides you with 2 choices, but you can NOT do both on a project:

- Utilize the upstream process
  - Streamlined process
  - Much lower incentives
  - Higher efficiency requirements mean fewer units qualify than downstream
- Utilize the NHEC downstream program
  - Paper application requiring member completion
  - More generous incentives
  - Lower efficiency requirements mean more units qualify than upstream

If you have been using the NHEC heat pump incentive programs as part of your marketing efforts and sales pitch, you will probably be best to continue your current practices. The key takeaway point is that if you plan to use the downstream application as you have in the past, you will want to make sure that you do NOT use the upstream program for a project.

This initiative does not affect the RESIDENTIAL program offerings through NHEC or the NHSaves utilities

We appreciate the value that you bring to our membership and strive to provide programs that will be mutually beneficial to both you and your customers.

If you have any questions on the programs, please feel free to reach out to me

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