

# LONG-TERM CARE RETROFITS



## Funding Opportunity Notice (FON) FON-020-2025 Attachment A: FON HVAC Project Application

Project applications must include all materials (appropriate attachments) as requested in Section 3 and are to be emailed to **CIP@efficiencymaine.com** by the program applicant. The email subject line must include "CIPI FON-020-2025." For questions throughout the process, applicants are encouraged to speak with a Qualified Partner or to contact the Program Team at (207) 213-6247 or **CIP@efficiencymaine.com**.

Customer/Project Information					
Owner/Customer Name					
Business Name					
<i>Check Applicable Boxes</i>	Woman-owned Business	Minority-owned Business			
	Veteran-owned Business				
Contact Name/Title					
Mailing Address					
<i>City, State, ZIP Code</i>					
Email Address					
Telephone					
Physical Street Address <i>(if different from above)</i>					
<i>City, State, ZIP Code</i>					
Heating Fuel Type	Propane	Oil	Kerosene	Wood	Electric
Electric Utility Provider					

Qualified Partner Signature	
Please certify that all information on this application is correct by signing below. I, the undersigned, commit to complete the proposed project according to the timeline established in the FON.	
Qualified Partner Company Name	
Employee Name <i>(please print)</i>	
Signature	
Date	

Customer Signature	
Please certify that all information on this application is correct by signing below.	
Company/Customer Name	
Individual Name <i>(please print)</i>	
Signature	
Date	

## HVAC Incentive Calculation

Measure Description	Quantity	Incentive per Unit <sup>1</sup>	Total Incentive <sup>2</sup> (Quantity x Incentive per Unit)
<b>Total Requested Incentive</b>			

<sup>1</sup>See tables on pages 3 and 4. <sup>2</sup>Incentives may be capped. See pages 3 and 4 for details by measure.

## Application Documentation

Installation quote to end user (include proposed models, total material cost to end user, and total labor cost)

Material quote from supplier

Manual J output

Manufacturer specification sheets for proposed HVAC equipment, including controls when applicable

Pictures of existing heating system and nameplate(s)

Building/zone layout plan or sketch that identifies the locations of outdoor units, indoor units, and thermostats

For VRF projects, include square footages of each conditioned space on building layout plan

Manufacturer's Selection Report for VRF and ERV projects

A completed copy of the HVAC QP Pre-approval Checklist

Incentive Authorization Form if the incentive is to be paid to the Qualified Partner

\*Efficiency Maine reserves the right to request additional information as needed prior to project approval.

## Validation

By signing below, I confirm that the new system has been designated as stated above (an actual signature or an e-signature through Adobe Certificate that includes a timestamp is required).

\_\_\_\_\_  
Qualified Partner Name

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date



# LONG-TERM CARE RETROFITS PROJECT INCENTIVES



See section 1.2, "Project Incentives" in the Funding Opportunity Notice for more details. For questions, applicants are encouraged to speak with a Qualified Partner or to contact the Program Team at (207) 213-6247 or [CIP@efficiencymaine.com](mailto:CIP@efficiencymaine.com).

Single-Zone Mini-Split Heat Pumps			
Zone	Min. HSPF	Min. HSPF2	Incentive
1	12.5	9.5 ductless/8.1 ducted	\$1,800/unit

Heat pump retrofit projects must be sized and configured, informed by the current heating system capacity or a Manual J calculation. The heat pump must be configured as the primary heating system. Buildings that heat with natural gas are not eligible. **Incentives are capped at 85% of invoiced project cost.**

Packaged Terminal Vertical and Packaged Terminal Heat Pumps		
Cooling Capacity	Incentive	
	PTHP	VPTHP
< 7,000	\$690	\$1,100
≥ 7,000 and ≤ 15,000	\$720	\$1,350
> 15,000	\$770	\$1,600

Incentives are capped at 90% of total material costs (without labor).

Single Package Heat Pumps (Splitless)	
Heating Capacity (Btu/h)	Incentive
≥ 7,000 and ≤ 9,500	\$3,700

Incentives are capped at 90% of total material costs.

Heat Pump Rooftop Units (RTUs)			
Heating Section of Existing System (MBh)	Required Heat Pump RTU* Heating Capacity (MBh)	Minimum Required Heating Efficiency Criteria	Incentive
60-80	24	8.5 HSPF, 7.2 HSPF2, or 2.0 COP	\$7,000
81-120	36		\$10,000
121-160	48	2.0 COP	\$12,000
161-200	60		\$17,000
201-300	90		\$22,000
301-400	120		\$27,000
401-450	132		

Heat Pump Rooftop Units must be sized and configured to serve the whole building, or whole zone. \*Heating Capacity at 17°F. RTU must be all electric including supplemental heat. **Incentives are capped at 85% of invoiced project cost.**

## Energy Recovery Ventilators (ERVs)

Sensible Heat Recovery	Incentive per CFM
≥ 55% to < 65%	\$2.25/CFM
≥ 65% to < 75%	\$2.50/CFM
≥ 75% to < 85%	\$2.75/CFM
≥ 85%	\$3.00/CFM

CFM is Cubic Feet Per Minute. Incentives are capped at 90% total material costs (without labor).

## Variable Refrigerant Flow Systems (VRFs)

Measure	Cooling Capacity	Criteria (IEER, or HSPF)	Incentive
<b>Single-Phase VRF Air-Cooled Heat Pump with or without Heat Recovery</b>	< 65,000	≥ 10 HSPF or ≥ 9 HSPF2	\$12.00/sq.ft.
VRF Air-Cooled Heat Pump <b>without</b> Heat Recovery	≥ 65,000 and < 135,000	≥ 2.25 COP	\$15.00/sq.ft.
	≥ 135,000 and < 240,000	≥ 2.1 COP	
	≥ 240,000	≥ 2.05 COP	
VRF Air-Cooled Heat Pump <b>with</b> Heat Recovery	≥ 65,000 and < 135,000	≥ 2.25 COP	\$18.00/sq.ft.
	≥ 135,000 and < 240,000	≥ 2.1 COP	
	≥ 240,000	≥ 2.05 COP	

VRF system must be configured as the primary heating system and will meet the required building heating load. Incentives are capped at 90% of invoiced project cost.

## Heat Pump Water Heaters (HPWHs)

Measure	Minimum Qualifying Efficiency Criteria	Incentive
HPWH Integrated Storage 80 Gallons	ENERGY STAR®	\$2,800
HPWH Integrated Storage 120 Gallons		\$4,000
HPWH Split System 80 Gallon Minimum		

Incentives available for ENERGY STAR commercial heat pump water heaters that meet minimum efficiency criteria. Incentives are available for retrofit projects where the baseline or existing hot water heater is electric resistance, propane or oil-fired. Projects with a natural gas baseline or existing hot water heater are not eligible. Incentives are capped at 90% total material costs (without labor).