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*Inc, est 2000*

There is another program that may apply to your new heat pump equipment: Energy Credits - info attached. We don't know a lot about it, or do anything with filing, ourselves. Passing the info along to you to look into. We do know that the amounts can be substantial, based on what customers have told us.

Sincerely,

Kevin Saunders - Seaside Gas Service

# HCG Energy Credit Aggregation

The community-minded choice to maximize your air source heat pump investment



BIOMASS



SOLAR PV PANELS



AIR SOURCE HEAT PUMP



SOLAR HOT WATER



GEOTHERMAL



**HCG**  
SUSTAINABILITY

## HCG makes renewable energy incentives simple

- We offer free application support and submission for your alternative heating system and earn you Alternative Energy Credits (AECs)
- Your investment is maximized from our expertise in the Energy Credit marketplace and a low brokerage fee
- Contact us to see if your system qualifies



(413) 584-1300 X150



energycredits@hcg-ma.org



hcg-ma.org/energy-credits

Every year, we secure \$33 million  
for our own community

**\$33,000,000**

# Alternative Energy Credits for Air Source Heat Pumps

**Available for Commercial, Residential and Municipal Buildings!**

**What are Alternative Energy Credits (AECs)?** Massachusetts is investing in highly efficient, alternative heating systems as a way to move away from fossil-fuels through a new Alternative Portfolio Standard program. In this program, the Department of Energy Resources will grant the owners of qualifying air source heat pump systems a certain number of AECs. These credits are sold to electricity supply companies as a way to ensure their investment in these renewable heating systems.

**HCG Aggregation:** HCG, the only non-profit energy credit aggregator in Massachusetts, helps system owners across the state apply for AECs and sell their energy credits.

**What to expect?** The price per energy credit varies based on the market at the time, but is anticipated to hover around \$19 per credit. For systems under 134,000 btu/hr, payment can typically be expected within 6-9 months. Consult this chart for examples of how much a typical qualifying system can expect. Contact HCG for a more specific estimate.

Square Footage of Heated Space	When Air Source Heat Pump(s) are the ONLY heating system	When a SECONDARY heating system is maintained
Up to 1500 sq.ft.	\$1,600	\$1,060
Approx. 2000 sq.ft.	\$2,100	\$1,400
Approx. 3000 sq.ft.	\$3,200	\$2,100

**Eligibility Requirements:** The air source heat pump system must be the primary source of heat in the building, and must be a highly efficient model approved by the Department of Energy Resources. Please reach out to HCG for more information on additional eligibility requirements.

Is your building certified Zero Energy, Passive House certified, or have a HERS rating of 50 or less?

**Great! You can earn at least 66% more AECs!**

[VISIT: HCG-MA.ORG/ENERGY-CREDITS](https://www.hcg-ma.org/energy-credits)



99 MAIN STREET | NORTHAMPTON, MA 01060

Energy Credit Aggregation is a program of HCG

**Community is our bottom line**

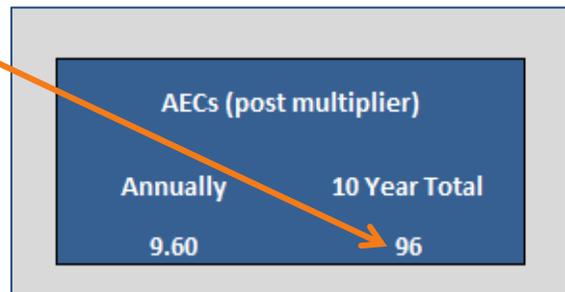
## Estimating How Much Money a System Owner Receives for the Sale of their Alternative Energy Credits (AECs)

1. Please [click here](#) to open the Dept. of Energy Resources AEC Calculator for small systems.
  - This calculator can only be used for systems under 134,000 btu/hr
2. Open the spreadsheet and click 'enable editing' if asked, and also click 'enable content'.
3. Click the tab at the bottom of the spreadsheet that says 'air source heat pumps'.

Conditioned Area (Square Feet)	1,600
Does your system supply 100% of your heat load?	Yes
Was the previous, non-renewable heating system (oil, natural gas, etc.) removed?	Yes
Is the building certified as Zero Energy, Passive, or have a HERS rating of less than 50?	No

4. Use the drop-downs to enter information about the system into the following cells:

5. **10 Year Total:** This is the estimated number of Alternative Energy Credits a system owner can expect.
  - It's called the 10 year total because small systems receive a finite number of energy credits based off of ten years' worth of anticipated energy production.



6. **10 Year Value:** The 10-year value is a rough estimate of how much money the AECs will sell for in total, and assumes the credits are selling for \$20 each (the default calculator setting has the AEC Value (\$/AEC) set at \$20).



To get a rough estimate of how much money a system owner can expect, multiply the 10 Year Value x .93 to account for HCG's broker fee. Once you know these numbers, you can tell the system owner the following:

Your system will be eligible to receive appx. *<insert '10 year total'>* Alternative Energy Credits (AECs). The approximate value of this incentive will be \$ *<insert '10 year value' x .93>*. AECs are anticipated to sell for appx. \$20 each, but the price is ultimately **market-driven**. It is recommended to work with an aggregator who can sell your credits and help you get the most money back for your credits. HCG is a non-profit energy credit aggregator in Northampton, MA and can be reached at [energycredits@hcg-ma.org](mailto:energycredits@hcg-ma.org) if you have any questions or would like additional information about this incentive. The Dept. of Energy Resources recommends system owners work with an aggregator such as HCG who can help simplify the process, and get you a good price for your energy credits.