

Beneficial Electrification Programs for Commercial Customers

Overview for Market Partners

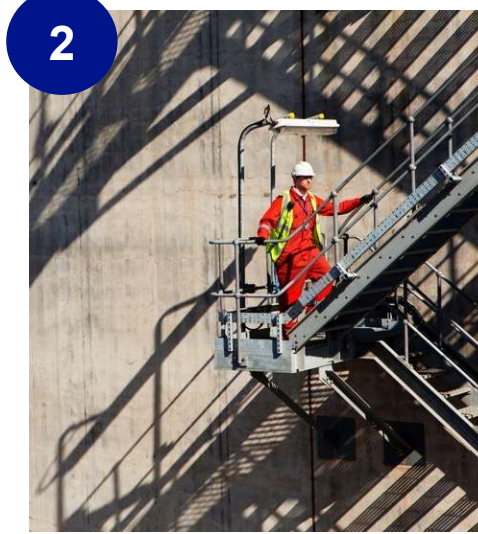
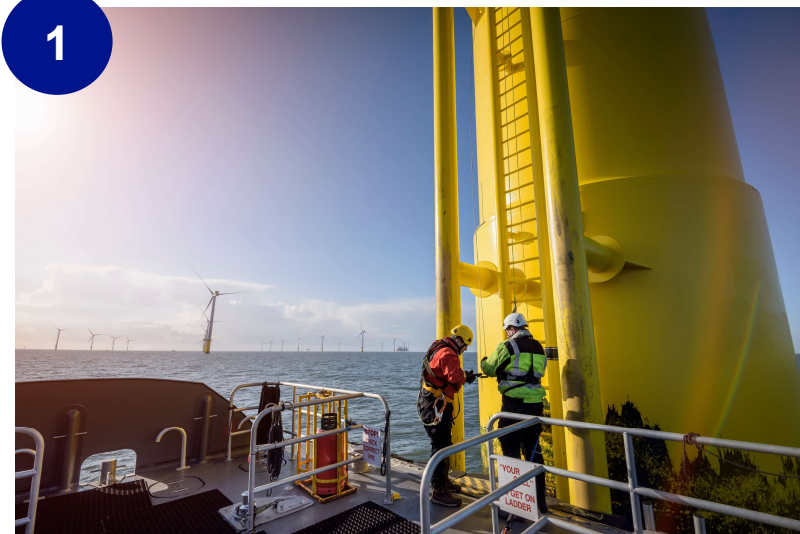
March 4, 2026

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National Ladder Safety Month

Fall risk is a major safety focus here at National Grid.



National Ladder Safety Month

What You Can Do

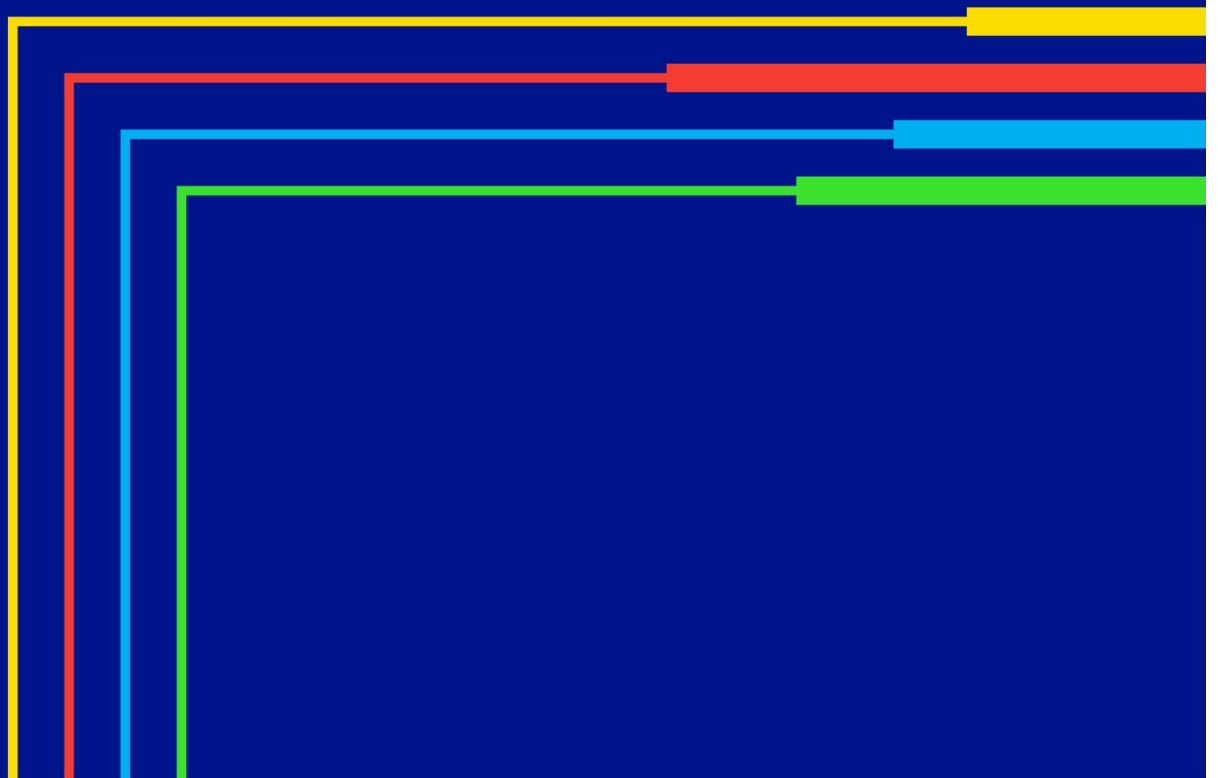
- **Inspect Your Ladder:** Check for damage before use and ensure your ladder is the correct for the task. Don't exceed the ladder's maximum load capacity.
- **Safe Placement:** Ensure your ladder is on a level surface, is properly placed with good footing, and secured appropriately, as necessary.
- **Maintain 3-point Contact:** two hands and a foot, or two feet and a hand. Prevent overreaching.
- **Avoid Electrical Hazards:** Look for overhead power lines or exposed energized electrical equipment and avoid using metal ladders near them.



Agenda

1. EEBE Overview
2. Clean Heat to EEBE Transition
3. Overview of Programs
4. How to Participate
5. Support and Assistance from National Grid

EEBE Overview



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Energy Efficiency and Beneficial Electrification (EEBE)

New York's 2026–30 Framework for Incentive Programs

Goals Include:

- Focus on long-lived, strategic measures
- Reduce energy use and carbon emissions
- Support CLCPA and other policy objectives
- Reduce peak / grid impacts
- Equitable distribution of benefits
- Advance market transformation

National Grid EE/BE Targets*

- Annual budget: > **\$100 million**
- Annual energy savings goal: **15 million** lifetime–MMBtu

**Proposed programs for non-LMI customers across upstate and downstate NY*

Current EEBE Incentive Program Offerings



Large C&I



Small & Medium
Business



Multifamily



Residential

Formerly Clean Heat Custom – space & water heating

Clean Heat

Beneficial
Electrification

Today's focus

Formerly Clean Heat Custom – category 4a (heat pump
+ weatherization)

Equipment
Commissioning
Programs

Agriculture EE

Electrification Program Growth over Time

2020–2025: Clean Heat

Framework: New Efficiency: New York

- Statewide program
- Resi focus
- Allowed large projects under “custom” incentives

2026: Heating Electrification Programs

Framework: Energy Efficiency & Beneficial Electrification

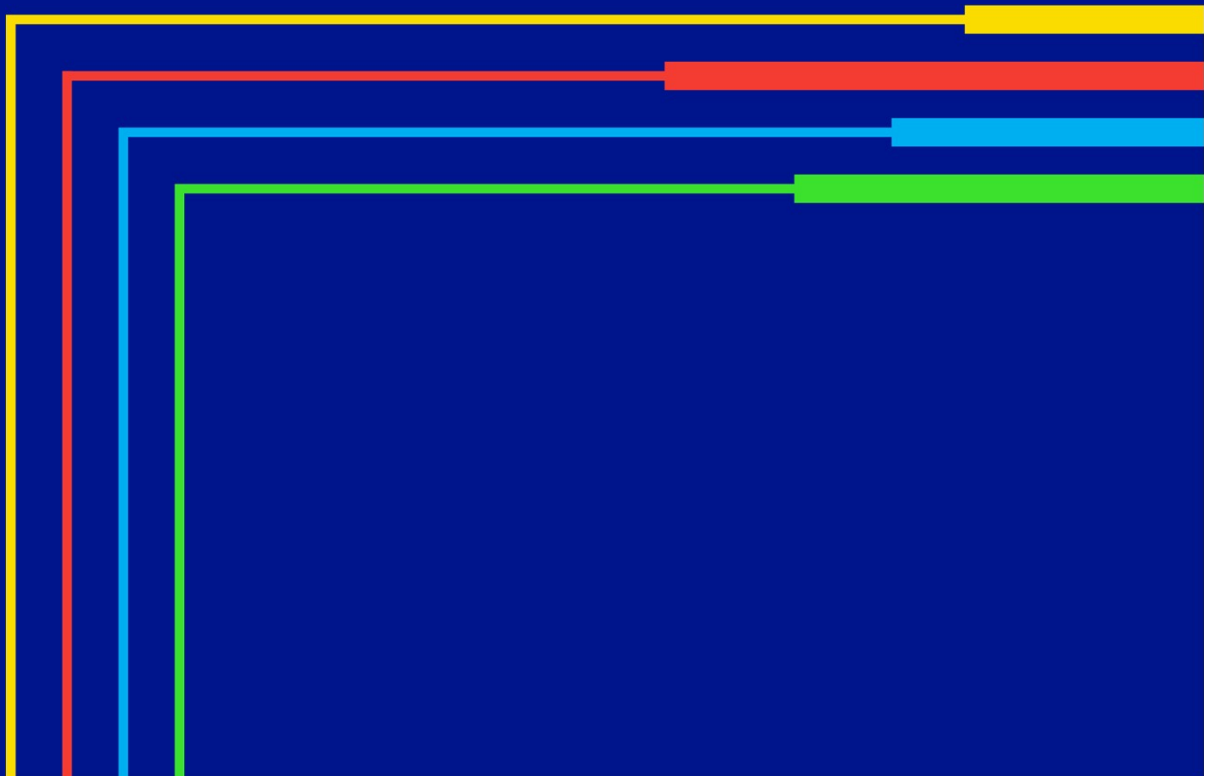
- Utilities may spend up to 50% of electric budgets on electrification programs

Clean Heat Custom Impact		
	# customers receiving funds	Incentives (\$ mil paid)
2020	0	\$0
2021	4	\$0.2
2022	17	\$2.5
2023	27	\$4.0
2024	64	\$7.2
2025	78	\$7.5



EEBE Budget – C&I, MF		
	# customers receiving funds	incentive (\$ mil budgeted)
2026	TBD	\$~12

Clean Heat to EEBE Transition



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Limited New Construction Incentives

In general, only Retrofit or Gut Rehab projects are eligible for incentives

Retrofit: Equipment replacement

Gut Rehab: A renovation that removes material down to structural load-bearing beams, including:

- Change of Occupancy with Full Reconstruction
- Reconstruction of a Vacant Structure or Space

Eligible in new construction buildings:

- Ground Source Heat pumps
- Heat pump water heaters
 - Tank < 55 gallons
 - Tank > 120 gallons

Full Load Systems for Heating Electrification Incentives

Partial electrification and Hybrid equipment are no longer allowed for incentives

Full load: total heating capacity of the installed heat pump(s) satisfies at least 100% of the heating load at design conditions...

- Heating loads must be calculated at ASHRAE design temps for most relevant location
- +/- 5 degree allowance

Exceptions for heat recovery and BE program. Talk to your program rep for more information.

City Name	2021 ASHRAE	
	99% Heating Dry Bulb (deg F)	1% Cooling Dry Bulb (deg F)
Albany	4.3	86.3
Binghamton	3.9	82.3
Buffalo	6.8	83.9
Central Long Island	16.5	86.4
Elmira	4.1	86.5
Fort Drum	-4.9	83.8
Glens Falls	-2.1	84.6
Islip	15.7	85.9
Jamestown	4.5	81.1
Massena	-7.6	84.6
Monticello	4.7	83.5
Niagara Falls	6.5	85.4
Poughkeepsie	8.04	88.4
Rochester	6.6	86.0
Saranac Lake	-12.6	81.0
Syracuse	4.1	86.4

Find design temps in the program guidebooks

Phased Electrification Projects are Allowed

EEBE rule: projects that do not include the full building, but do meet full load rule for the portion of the building in scope

Examples of Phased projects:

- Electrify a specific area
- Electrify a specific system
- Heat recovery systems
- Central DHW projects



General: Less Statewide, More Comprehensive

Sector-specific approach > Statewide approach

- Meet more customers' needs
- Rational, more transparent incentive designs
- More responsive

Weatherization

- New program structure

Administrative changes

- Clean Heat Participating Contractor Network is no longer required for Commercial and Multifamily projects
- No more 100% alignment with other utilities on incentives and documents
- No more statewide Quality Assurance checklists
- Separate Guidebooks / Program Manuals

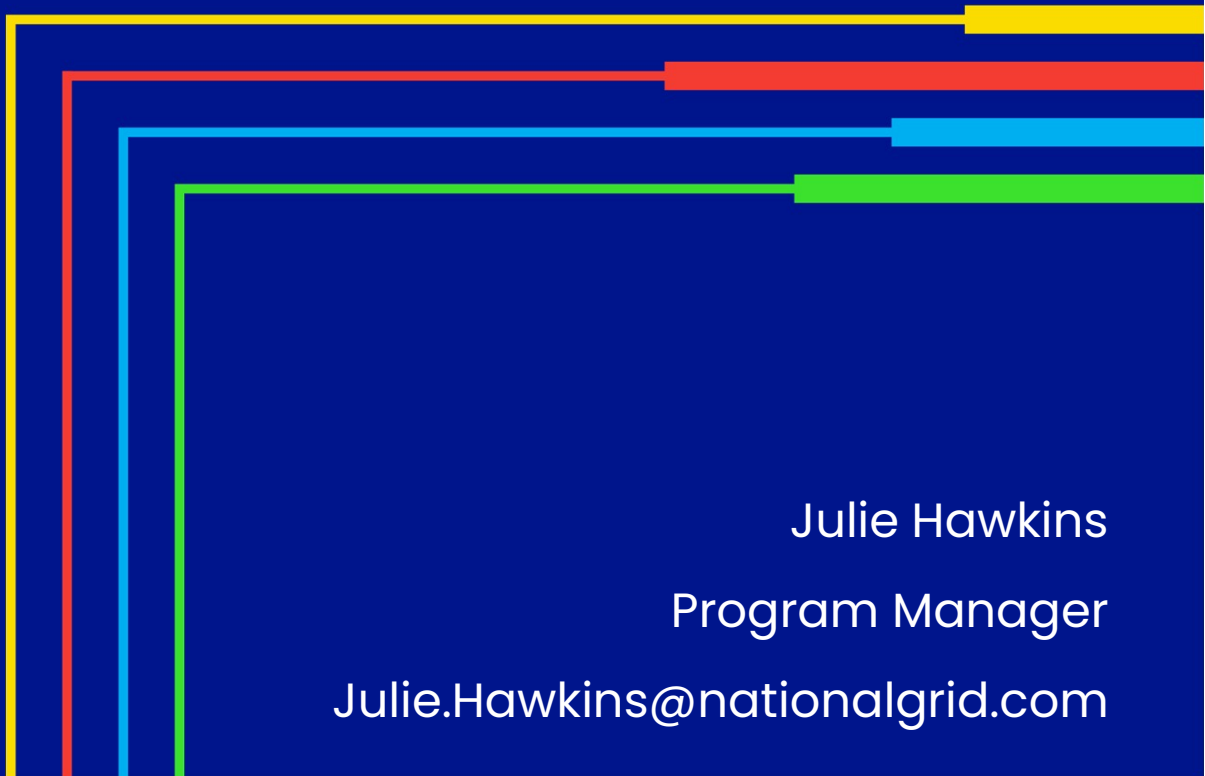
What has stayed the same?

- Heat Pump eligible equipment list and tables
- Some continued coordination among utility program administrators & NYSERDA
 - Statewide custom savings calculators
 - Equipment & project eligibility
- Most program processes

Eligible equipment for space heating and domestic hot water

- All sizes and models, air source and ground source
- Heat pump chillers and heat recovery chillers
- ERV/HRV with heat pump system
- Heat pump-DOAS

Large C&I Building Electrification



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Julie Hawkins
Program Manager
Julie.Hawkins@nationalgrid.com

Heating Electrification Program

Program Purpose: Support electrification of space and water heating with efficient heat pump technologies

Target customers

- Electric, non-residential ratepayers paying SBC
- >250kW average demand
- Typical participants: k-12 schools, universities, healthcare facilities, manufacturers, large municipal energy users, and national retailers



LCI Heating Electrification Program – Available Incentives

Measure type	Incentive Rate <i>\$ per annual MMBtu saved</i>
ASHP (space heating)	\$110
GSHP (space heating)	\$160
Heat Recovery Chiller/Heat Pump Chiller/Other heat recovery	\$140
ERV/DOAS with heat pump system	\$90
Water heating (all types)	\$110

Incentive cap: 50% of costs or \$1 million

Example: University Research Facility

- High ventilation requirement and 24/4 operation; among highest energy users on campus
- Heat recovery chillers installed to recover waste heat from the exhaust air and offset steam use
- Total energy savings: >13,944 MMBtu
- National Grid funding: \$975,000, 30% of costs



Old chillers



New supply and return piping

Beneficial Electrification

Program Purpose: Drive energy savings through strategic electrification of process heating loads and deploy heat recovery technologies across commercial and industrial segments

Project Types:

- Industrial heat pumps
- Process water heating and cooling
- Heat Recovery technologies with fossil to electric fuel switching
- Custom projects with fossil to electric fuel switching

Target Customers

Industrial, manufacturing; municipal wastewater treatment; facilities with diverse heating and cooling process loads



LCI Beneficial Electrification Program – Available Incentives

Measure type	Incentive Rate <i>\$ per annual MMBtu saved</i>
All measures	\$110

Incentive cap: 50% of costs or \$1 million

Additional Programs for Large C&I Customers

Weatherization

Electric- and natural gas- savings through building envelope improvements

ngrid.com/totalbuildingcomfort

Agricultural Energy Efficiency

- Targeted toward agricultural production, including control-environments
- Custom projects and prescriptive measures

ngrid.com/agriculture

Commissioning

- **Real-Time Energy Management:** Facility monitoring and assessment and energy-saving measures
- **Retro-commissioning:** One-time facility assessment and energy-saving measures

ngrid.com/rtem

Energy Transition Solutions

- Limited pilot programs available for flexible connections (solar, storage, large loads), Non-Wires Alternatives, VPPs, Building-to-grid

[Contact an Energy Advisor to Learn More](#)

NYSERDA FlexTech:

Cost share and technical support on clean energy studies, analysis and plans

<https://www.nyserda.ny.gov/All-Programs/FlexTech-Program>

Economic Development Grants

[Shovelready.com](https://shovelready.com)

Resources and Key Contacts

Links & Inboxes

Main LCI Page

<https://www.nationalgridus.com/business>

Heating Electrification

ngrid.com/cleanheat

1-800-787-1706

NYelectrificationCI@nationalgrid.com

Weatherization

ngrid.com/totalbuildingcomfort

1-800-787-1706

efficiency@nationalgrid.com

RTEM

ngrid.com/rtem

518-732-5165

ng-rtem@resource-innovations.com

ng-rcx@resource-innovations.com

Points of Contact

Customer Energy Advisors

David Jager

Western NY

David.Jager@nationalgrid.com

Therese Blum

Central NY

Therese.Blum@nationalgrid.com

Megan Davis

Eastern NY

Megan.Davis@nationalgrid.com

Tim Barry

National Accounts / Municipalities

Tim.Barry@nationalgrid.com

Market Partner Support

Heidi Wenzel

Agriculture/Market Partner Support

Heidi.Wenzel@nationalgrid.com

Program Manager

Julie Hawkins

Program Manager, LCI Electrification

Julie.Hawkins@nationalgrid.com

Small Business Energy Efficiency Programs



Melanie McMahan
Small Business Program Manager

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Small Medium Business (SMB) Program

The Small Business Clean heat program offers:

- Contractor onboarding and project management support by implementation vendor: Willdan
- Offerings in upstate NY, Brooklyn, and Long Island (Clean heat in UNY only)
- Financing options (through Third Party Verdant Financing)

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Our Small Business program leads to savings.

Let us show you how.

Upstate New York

The advertisement features a blue background with white text. Below the text is a photograph of a man wearing glasses and a brown apron, sitting at a wooden counter in a workshop or store, working on a laptop. The background of the photo shows shelves filled with various items, including jars and containers.

Why would a Small Business Customer be interested in this program?

The program may cover up to 70% of the project's cost in UNY!

Clean heat Measures:

- Heat pumps
 - Air source
 - Ground source
 - Heat pump water heaters

Weatherization Measures:

- Windows
- Air sealing
- Insulation (roof/attic & wall)
- Exterior door replacement



Small Medium Business (SMB) Program

Qualifying Customers:

Be an active National Grid electric customer

Average annual demand usage of less than or equal to 250 kW

Have an electric rated code of SC2, SC2D, SC3 (some SC1 codes allowed, e.g., churches)

Retrofit projects only (no new construction)

Financing Options

Third party financing options through Verdant



Small to Medium Business (SMB): Heating Electrification

SMB Electric Heating Electrification Incentives				
Prescriptive Incentives				
Measure Description	Incentive Rate	DAC Rate	Incentive Structure	Project Incentive Cap
Central Ducted Heat Pump – Air Source (ccASHP)	\$4,200.00	\$4,700.00	\$/ton	Market Rate: 70% or \$50,000, whichever is met first DAC: 85% or \$50,000, whichever is met first
Ductless MSHP – Air Source (ccASHP)	\$4,200.00	\$4,700.00	\$/ton	
SPVHP – Air Source (ccASHP)	\$800.00	\$1,300.00	\$/ton	
Heat Pump - Unitary & Applied	\$1,000.00	\$1,500.00	\$/ton	
HEAT PUMP WATER HEATER (HPWH)	\$1,500.00	\$2,000.00	\$/unit	
Ground Source (GSHP)	\$6,000.00	\$6,500.00	\$/ton	
Packaged Terminal Heat Pump	\$1,200.00	\$1,700.00	\$/ton	
Custom Incentives				
Measure Description	Incentive Rate	DAC Rate	Incentive Structure	Project Incentive Cap
ASHP	\$110.00	\$120.00	\$/mmBTU saved	Market Rate: 70% or \$50,000, whichever is met first DAC: 85% or \$50,000, whichever is met first
GSHP	\$160.00	\$170.00	\$/mmBTU saved	
HPHW (all types)	\$110.00	\$120.00	\$/mmBTU saved	

\$6500 adder for a combo project of Wx and heat pump*

Small to Medium Business (SMB): Contact Information

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Upstate NY

Call: (844) 437-0483

Email: NGRIDNYupstateCDO@willdan.com

Downstate NY

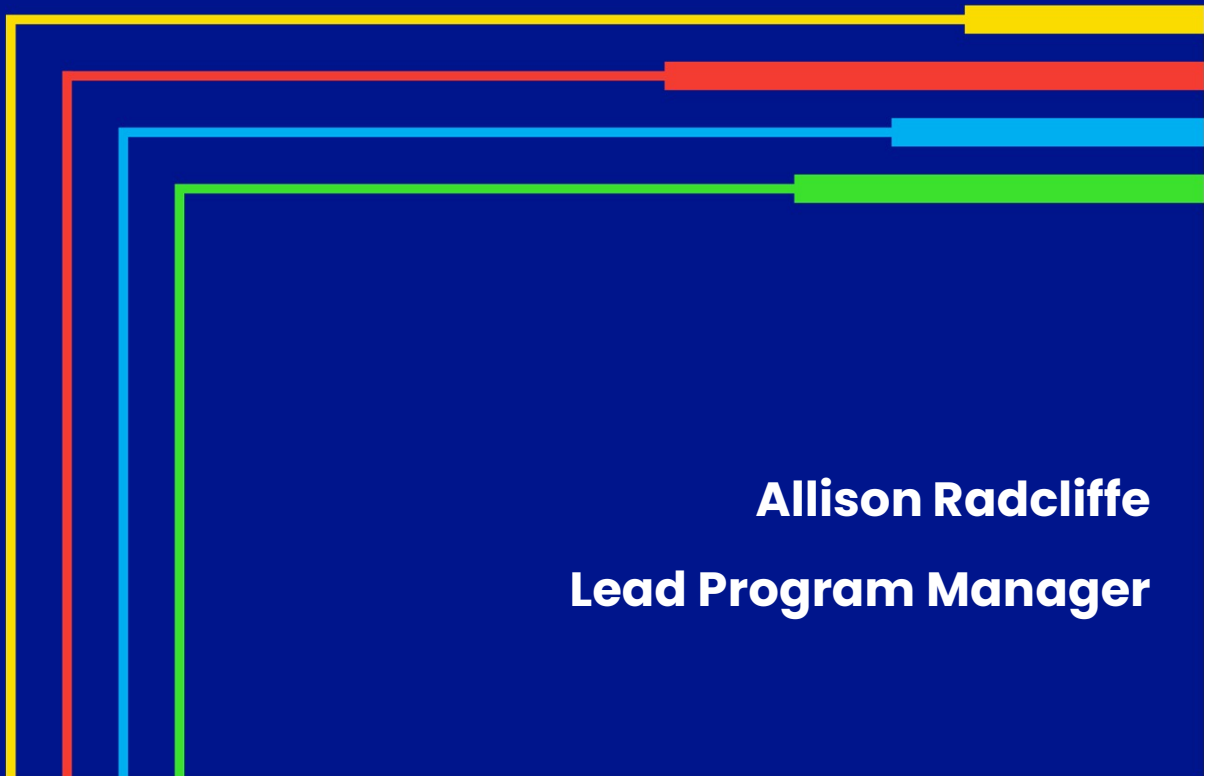
Call: (844) 437-0484

Email: NGRIDNYdownstateCDO@willdan.com

Web: www.nationalgridus.com/Upstate-NY-Business/Energy-Saving-Programs/Small-Business

UNY ME3

Multifamily Energy Efficiency and Electrification Program



Allison Radcliffe
Lead Program Manager

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UNY Multifamily Programs

Supporting High-Performance Multifamily Buildings Through Energy Efficiency and Electrification

Who is eligible to apply?

You must be a National Grid electric and/or gas customer who is either:

- A landlord/owner of an eligible 5+ unit multifamily building
- A homeowners' association representative for a market-rate condominium complex

Both building owners/agents and their tenants can benefit from the program; however, tenants and condominium unit owners cannot directly apply. Townhouses are also eligible if they are part of a complex containing 5+ units.

****Incentives for income eligible properties can be found at: [Income-Eligible Programs for Residents and Property Owners - NYSERDA](#)**

UNY Multifamily Programs

Multifamily Gas Weatherization	Multifamily Electric Weatherization	Multifamily Electrification
<p>Service Territories: NMPC – Gas</p> <p>Overview: Incentives on building weatherization measures for gas customers.</p> <p>Available Measures:</p> <ul style="list-style-type: none"> • Above roof deck insulation • Attic cavity insulation • Wall insulation • Window replacement <p>** Air sealing is required with all insulation or window projects</p>	<p>Service Territories: NMPC – Electric</p> <p>Overview: Incentives on building weatherization measures for electric and delivered fuel customers.</p> <p>Available Measures:</p> <ul style="list-style-type: none"> • Above roof deck insulation • Attic cavity insulation • Wall insulation • Window replacement <p>** Air sealing is required with all insulation or window projects</p>	<p>Service Territories: NMPC – Electric</p> <p>Overview: Incentives for space and water heating electrification projects for electric customers.</p> <p>Available Measures:</p> <ul style="list-style-type: none"> • Air source space heating • Ground source space heating (new and existing) • Custom hot water heating • Prescriptive hot water heating

UNY Multifamily Incentives

Electrification Incentives

Category	Description	Incentive
Space Heating Incentives		
<i><100 Dwelling Units</i>		
ASHP	Multifamily Full Load Space Heating Air-Source	\$2,000/Dwelling Unit
GSHP-EX	Multifamily Full Load Space Heating Ground-Source (Existing)	\$3,200/Dwelling Unit
GSHP-NC	Multifamily Full Load Space Heating Ground-Source (New)	\$1,600/Dwelling Unit
<i>100+ Dwelling Units</i>		
SH-Custom	Custom Full Load Space Heating	\$90/AMMBTU
Water Heating Incentives		
<i>5-100 Dwelling Units</i>		
HPWH-Custom	Custom Hot Water Heating Applications	\$600/Dwelling Unit
HPWH-UEF	Prescriptive Hot Water Heating Applications	\$1,000/Equipment Unit
<i>100+ Dwelling Units</i>		
HPWH-Custom-Large	Custom Hot Water Heating Applications	\$90/AMMBTU
HPWH-UEF	Prescriptive Hot Water Heating Applications	\$1,000/Equipment Unit

Weatherization Incentives

Measure	Incentive
Weatherization	Up to 50% of project cost and \$2,000 per dwelling unit
Above Deck Roof Insulation	\$3/ sq. ft.
Attic Cavity Insulation	\$3/ sq. ft.
Wall Insulation	\$150/AMMBTU
Window Replacement	\$150/AMMBTU

Total incentives up to \$500,000 & 50% project cost cap

**Air Sealing is required with all insulation or window projects. AMMBTU refers to annual MMBTU energy savings.

Please email: NGridUNYMF@icf.com
 call **1-866-784-7104** or visit
ngrid.com/unymultifamily
 to learn more.

UNY Multifamily Programs

Helping Multifamily Customers Achieve Comfortable, High-Performing, Energy-Smart Buildings

How do I sign up?

Building owners, agents and homeowner association representatives can:

email: NGridUNYMF@icf.com

call: 1.866.784.7104

or visit: ngrid.com/unymultifamily



UNY Multifamily Programs: Key Contacts

- Allison Radcliffe: National Grid Program Manager: allison.radcliffe@nationalgrid.com
- Sam Howe: National Grid Product Owner: samantha.howe@nationalgrid.com
- Ari Tatko: ICF Project Manager: ari.tatko@icf.com
- Erik Jakob: ICF Lead Account Manager: erik.jakob@icf.com
(100% Multifamily Focused)
- ICF Account Managers:
 - Kayla Peate: WNY Account Manager: kayla.peate@icf.com
 - Jordan Alhart: CNY Account Manager: jordan.alhart@icf.com
 - Kale Berard: Capital District-Adirondacks Account Manager: kale.berard@icf.com

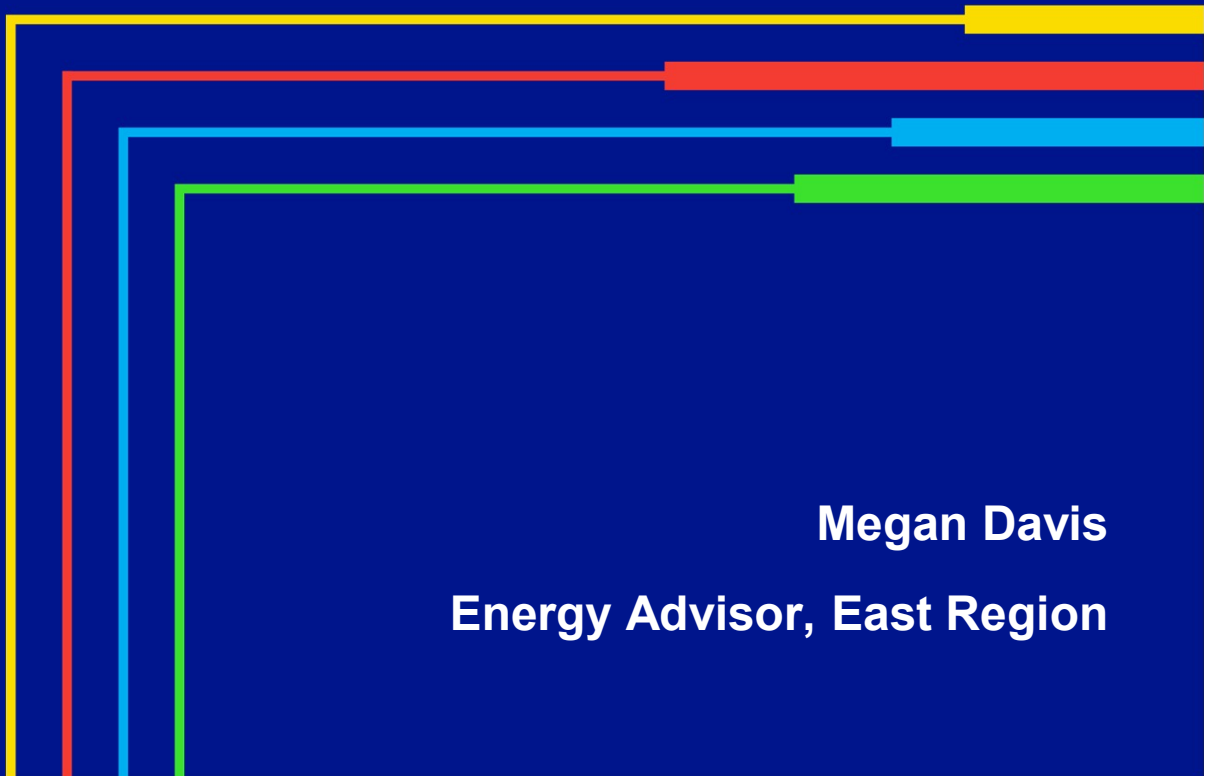
UNY Multifamily Programs

Join us for the upcoming UNY Multifamily Energy, Efficiency & Electrification Program Overview webinar:

March 19th at 9AM

[Register](#) today to learn more

How to Participate




Megan Davis

Energy Advisor, East Region

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Which Program?

1. Check that the customer pays Systems Benefits Charge
2. Provide Customer Site Account Number to your program representative
3. We will point you to the applicable program based on customer size & segment



www.nationalgridus.com
C & I BUSINESS TEAM M-F 8-5
1-800-664-6729

GAS EMERGENCIES
1-800-892-2345
(Does not replace 911 emergency medical service)

OUTAGE AND ELECTRIC EMERGENCIES
1-800-867-5222

CORRESPONDENCE ADDRESS
300 Erie Blvd West
Syracuse, NY 13202

DATE BILL ISSUED
Mar 29, 2022

DETAIL OF CURRENT CHARGES			
Delivery Service			
SERVICE FOR	BILLING PERIOD	PAGE 1 of 4	
SALISBURY CENTER NY 13454	Feb 24, 2022 to Mar 28, 2022		
ACCOUNT NUMBER	PLEASE PAY BY	AMOUNT DUE	
123456789	Apr 22, 2022	\$ 947.22	
ACCOUNT BALANCE			
Previous Balance			848.02
Payment Received on MAR 16 (Check)	THANK YOU		- 848.02
Current Charges			+ 947.22
Amount Due			\$ 947.22
SUMMARY OF CURRENT CHARGES			
	DELIVERY SERVICES	SUPPLY SERVICES	TOTAL
Electric Service	308.87	299.20	608.07
Gas Service	110.16	228.99	339.15
Total Current Charges	\$ 419.03	\$ 528.19	\$ 947.22
Transmission Rev Adj			-0.0025
Total Electricity Delivery			\$ 308.87

Difference	x	Meter Multiplier	=	Total Usage
3937		1		3937 kWh
Total Energy Usage				3937 kWh
Billed Energy Usage				3937 kWh
16.94		1		16.9 kW
Total Demand Usage				16.9 kW
Billed Demand Usage				16.9 kW
DATE ON OR ABOUT Apr 29				
METERING TYPE Secondary kv				
				53.57
5	x	16.9 kW		223.45
3	x	3937 kWh		20.48
2	x	16.9 kW		20.62
9	x	3937 kWh		0.59
	x	3937 kWh		-9.84

How to Submit Projects for Rebates

1. Engage with National Grid and schedule pre-inspection*

2. Submit project scope and supporting documents



Customer must sign offer letter

3. Install

4. Schedule post-inspection* and submit final documents



Customer must sign installation & post-inspection acknowledgement

National Grid

**SMB: may not be required on every project. Talk to Program Representative for details.*

Key Requirements

Heating and Cooling Loads

- Code-compliant block loads
- Common commercial system sizing programs: Trane Trace 3DPlus, Carrier HAP, Wrightsoft, eQuest
- Where Manual J is appropriate, use ACCA-approved software

Qualifying Equipment

- Guidelines have not changed from Clean Heat
- AHRI performance data is typically required

Potential Eligibility for IRA Tax Credit*



www.ahridirectory.org

Certificate of Product Ratings

AHRI Certified Reference Number : 216441741 Date : 11-14-2025 Model Status : Active
AHRI Type : HRCU-A-CB-O (Mini-Split Heat Pump, with Remote Outdoor Unit Air-Source, Free Delivery)
Series Name : 1-Way Cassette (WindFree™) Premium (CAC)
Outdoor Unit Brand Name : SAMSUNG
Outdoor Unit Model Number : AC009DXSCCG
Indoor Type : Mini-Splits (Non-Ducted)
Indoor Model Number(s) : AC009DN1DCG

Rated as follows in accordance with the latest edition of AHRI 210/240 – 2024, Performance Rating of Unitary Air-Conditioning & Air-Source Heat Pump Equipment and subject to rating accuracy by AHRI-sponsored, independent, third party testing:

Cooling Capacity (A_{Full}) – Single or High Stage (95F), btuh : 9000
SEER2 : 22.10
EER2 (A_{Full}) – Single or High Stage (95F) : 13.80
Heating Capacity (H1Nom) - Multi/Variable Stage (47F) : 9000
HSPF2 (Region IV) : 9.50
Sold in? : USA, Canada

Contractor Network for C&I Programs... *Coming soon!*

We are excited to reintroduce the New York Professional Network (ProNet), redesigned to align with our new programs under the EEBE initiative.

We are simplifying the registration process, and participation will continue to offer all the trusted benefits that National Grid contractors have come to rely on.

Benefits

- Training
- Program information and marketing materials
- Direct support from the National Grid team

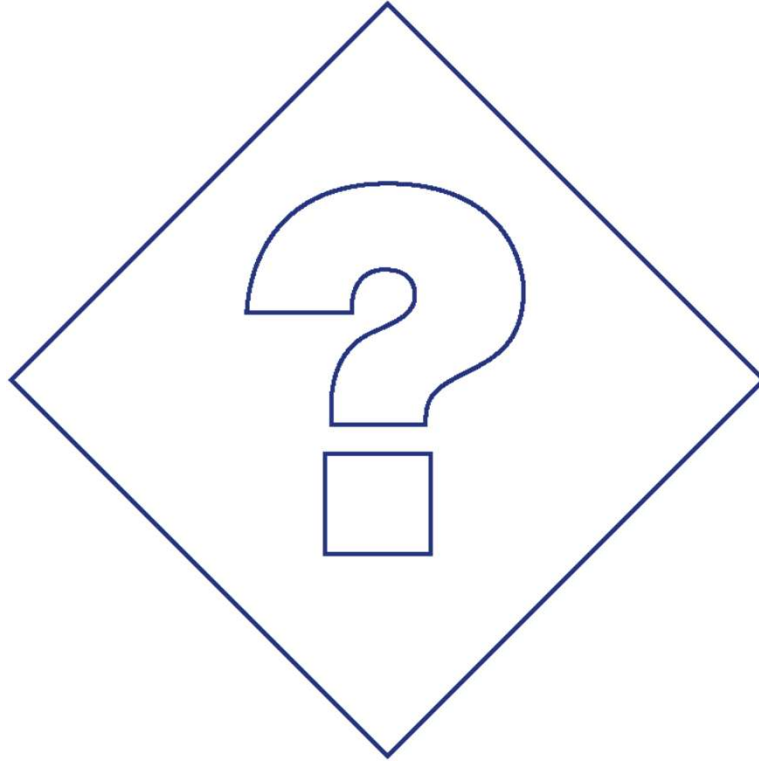
Onboarding & ongoing support

- Training on new programs and processes for your team
- Check in calls
- Project eligibility review with engineering experts
- Guidance and referrals to other programs

Contractor Network for UNY Multifamily E3 Program

Easy to Enroll

- Enrollment requirements are the same as current applicable NYS Clean Heat Participating Contractor requirements.
- Active Clean Heat Contractors do not need to enroll in the UNY Multifamily E3 Network.
- UNY Multifamily program staff will assist new contractors with enrollment as necessary.



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