

CUSTOMER REQUIREMENTS

Electric (Upstate New York):

- Be an active National Grid electric non-residential customer
- Have an average annual peak demand under 250 kW
- Pay the System Benefits Charge (SBC) on their utility bill
- Cannot have received an incentive from NYSERDA for the same measure

Gas (Upstate New York):

- Be an active National Grid gas non-residential customer
- Have annual therm usage less than 50,000 Therms
- Pay the System Benefits Charge (SBC) on their utility bill
- Cannot have received an incentive from NYSERDA for the same measure

How to Apply: Visit <https://ngrid.com/smallbizupstate>

Pre-Inspections: A virtual pre-inspection may be required, including geo-tagged photo or video documentation.

Post-Inspections: A virtual post-inspection may be required to verify installation, including geo-tagged photo or video documentation.

Documents Required:

- Completed application
- Customer W-9
- Contractor W-9
- Express tool
- Detailed scope of work with itemized cost breakdown that includes labor and materials
- Manufacturer cut sheets for all measures
- Pre- and post-installation photographs of all applicable measures
- Project invoice
- Signed MRD and/or construction completion verification documentation

INCENTIVE CAPS

Standard Cap: 70% of project cost or \$50,000 whichever is met first.

Disadvantage Community (DAC) Cap: 85% of project cost or \$50,000 whichever is met first.

Businesses located in designated Disadvantaged Communities may qualify for enhanced incentive levels. Contact your National Grid representative to verify eligibility or view the NYSERDA Disadvantaged Communities map online.

<https://www.nyserderda.ny.gov/ny/Disadvantaged-Communities>

“Bundle Up” Bonus: Customers who install a heat pump and complete qualifying weatherization measures within the same project may be eligible for a \$6,500 bonus. To qualify, the project must meet the equipment requirements of the Small Business Heating Electrification and Weatherization Programs, and the incentive is issued only after a satisfactory post-installation inspection for both the heat pump and the weatherization work. Qualifying weatherization measures for the bundle up incentive are roof, attic, and wall insulation. Total incentive plus bonus may not exceed 100% of project cost.

SMB GAS MEASURES

SMB Gas Weatherization

Prescriptive Incentives

Measure Description	Incentive Rate	DAC Rate	Incentive Structure	Project Incentive Cap
Air Curtains (deemed)	\$3,000.00	\$3,500.00	\$/unit	*LIMITED TIME OFFER: Complete a qualifying roof insulation project by December 15, 2026 and receive an additional \$0.50 per square foot on top of the existing incentive rate shown at left, for all eligible roof insulation measures. Market Rate: 70% or \$50,000, whichever is met first DAC: 85% or \$50,000, whichever is met first
Wall Insulation R value 4-10	\$0.15	\$1.15	\$/SF	
Wall Insulation R value 11-20	\$1.50	\$2.50	\$/SF	
Wall Insulation R value 21-30	\$1.75	\$2.75	\$/SF	
Wall Insulation R value 31-40	\$1.90	\$2.90	\$/SF	
Wall Insulation R value 41+	\$2.00	\$3.00	\$/SF	
Roof Insulation R value 4-10*	\$0.15	\$1.15	\$/SF	
Roof Insulation R value 11-20*	\$1.50	\$2.50	\$/SF	
Roof Insulation R value 21-30*	\$1.75	\$2.75	\$/SF	
Roof Insulation R value 31-40*	\$1.90	\$2.90	\$/SF	
Roof Insulation R value 41+*	\$2.00	\$3.00	\$/SF	
Window Replacement U Factor 0.28 - 0.38	\$5.50	\$6.50	\$/SF	
Window Replacement U Factor ≤ 0.27999	\$8.00	\$9.00	\$/SF	
Window Insert	\$3.50	\$4.50	\$/SF	
Floor Insulation R value 41+	\$2.00	\$3.00	\$/SF	
Door Replacement	\$17.00	\$18.00	\$/SF	
Insulation - Hot Water and Steam Pipe	\$4.50	\$5.50	\$/Linear foot	
Air Sealing	\$6.00	\$7.00	\$/Linear foot	
Radiator Radiant Barrier	\$20.00	\$25.00	\$/unit	

*Eligible for the Limited Time Offer — see callout on right of table.

Custom Incentives

Measure Description	Incentive Rate	DAC Rate	Incentive Structure	Project Incentive Cap
Storm Window	\$17.00	\$18.00	\$/therm	Market Rate: 70% or \$50,000, whichever is met first DAC: 85% or \$50,000, whichever is met first
Duct Sealing and Insulation - Unconditioned Space	\$17.00	\$18.00	\$/therm	
Floor Insulation	\$17.00	\$18.00	\$/therm	
Insulation - Pipe Components (Tank, Valve, Pump, etc.)	\$17.00	\$18.00	\$/therm	
Wall Insulation R value 41+	\$2.00	\$3.00	\$/SF	

SMB ELECTRIC MEASURES

SMB Electric Weatherization

Prescriptive Incentives

Measure Description	Incentive Rate	DAC Rate	Incentive Structure	Project Incentive Cap
Air Curtains (deemed)	\$3,000.00	\$3,500.00	\$/unit	Market Rate: 70% or \$50,000, whichever is met first DAC: 85% or \$50,000, whichever is met first
Wall Insulation R value 4-10	\$2.00	\$3.00	\$/SF	
Wall Insulation R value 11-20	\$3.00	\$4.00	\$/SF	
Wall Insulation R value 20+	\$4.00	\$5.00	\$/SF	
Wall Insulation Passive House	\$8.00	\$9.00	\$/SF	
Roof Insulation R value 4-10	\$0.60	\$1.60	\$/SF	
Roof Insulation R value 11-20	\$1.70	\$2.70	\$/SF	
Roof Insulation R value 20+	\$2.40	\$3.40	\$/SF	
Roof Insulation Passive House	\$4.80	\$5.80	\$/SF	
Window Replacement U-Factor ≤ 0.27999	\$8.00	\$9.00	\$/SF	
Window Replacement U-Factor 0.28-0.38	\$5.50	\$6.50	\$/SF	
Window Insert	\$3.50	\$4.50	\$/SF	
Door Replacement	\$17.00	\$18.00	\$/SF	
Insulation - Hot Water and Steam Pipe	\$4.50	\$5.50	\$/Linear foot	
Air Sealing	\$6.00	\$7.00	\$/Linear foot	

Custom Incentives

Measure Description	Incentive Rate	DAC Rate	Incentive Structure	Project Incentive Cap
Chilled/Cold Water Pipe	\$0.20	\$1.20	\$/kWh	Market Rate: 70% or \$50,000, whichever is met first DAC: 85% or \$50,000, whichever is met first
Storm Window	\$0.20	\$1.20	\$/kWh	
Duct Sealing and Insulation - Unconditioned Space	\$0.20	\$1.20	\$/kWh	
Floor Insulation	\$0.20	\$1.20	\$/kWh	
Air Curtain - Cooling Incentive	\$0.20	\$1.20	\$/kWh	
Insulation - Pipe Components (Tank, Valve, Pump, etc.)	\$0.20	\$1.20	\$/kWh	

SMB Electric Heating Electrification Incentives

Prescriptive Incentives

Measure Type	Incentive Rate	DAC Incentive*	Incentive Structure	Tonnage Definition
Central Ducted Heat Pump – Air Source (ccASHP)	\$4,200.00	\$4,700.00	\$/ton	Maximum heating capacity @ 5°F per 10 MBH
Ductless MSHP – Air Source (ccASHP)	\$4,200.00	\$4,700.00	\$/ton	Maximum heating capacity @ 5°F per 10 MBH
SPVHP – Air Source (ccASHP)	\$800.00	\$1,300.00	\$/ton	Maximum heating capacity @ 5°F per 10 MBH
Heat Pump - Unitary & Applied	\$1,000.00	\$1,500.00	\$/ton	Unit Size <65 KBTU/h: Maximum Heating Capacity at 5°F per 10 MBH. Unit Size ≥65 KBTU/h: Maximum Heating Capacity at 17°F per 10 MBH
Heat Pump Water Heater (HPWH)	\$1,500.00	\$2,000.00	\$/unit	N/A
Ground Source (GSHP)	\$6,000.00	\$6,500.00	\$/ton	AHRI full load heating capacity per 10 MBH
Packaged Terminal Heat Pump	\$1,200.00	\$1,700.00	\$/ton	Maximum heating capacity @ 5°F per 10 MBH

*DAC incentive rates are only applicable to SMB customers.

Custom Incentives

Measure Type	Incentive Rate (\$/Annual MMBtu Saved)	DAC Rate (\$/Annual MMBtu Saved)
Air Source Heat Pump (space and water heating)	\$110.00	\$120.00
Ground Source Heat Pump (space heating)	\$160.00	\$170.00
Heat Recovery Chiller/Heat Pump Chiller	\$140.00	\$150.00
ERV with Heat Pump	\$90.00	\$100.00
DOAS Systems	\$90.00	\$100.00
Heat Pump Water Heater (all types)	\$110.00	\$120.00

*DAC incentive rates are only applicable to SMB customers.

INCENTIVE CAPS: SMALL AND MEDIUM BUSINESS

Standard Cap: Incentives will be limited to up to 70% of project cost for market rate customers with an incentive cap of \$100,000, whichever is met first.

Disadvantage Community (DAC) Cap: DAC eligible customers will have incentive cap up to 85% of project cost with an incentive cap of \$100,000, whichever is met first.