November 19, 2025

Program Administrator Updates

WE ARE MASS SAVE®:

Berkshire Gas
An Avangrid company

Cape Light Compact

EVERSOURCE

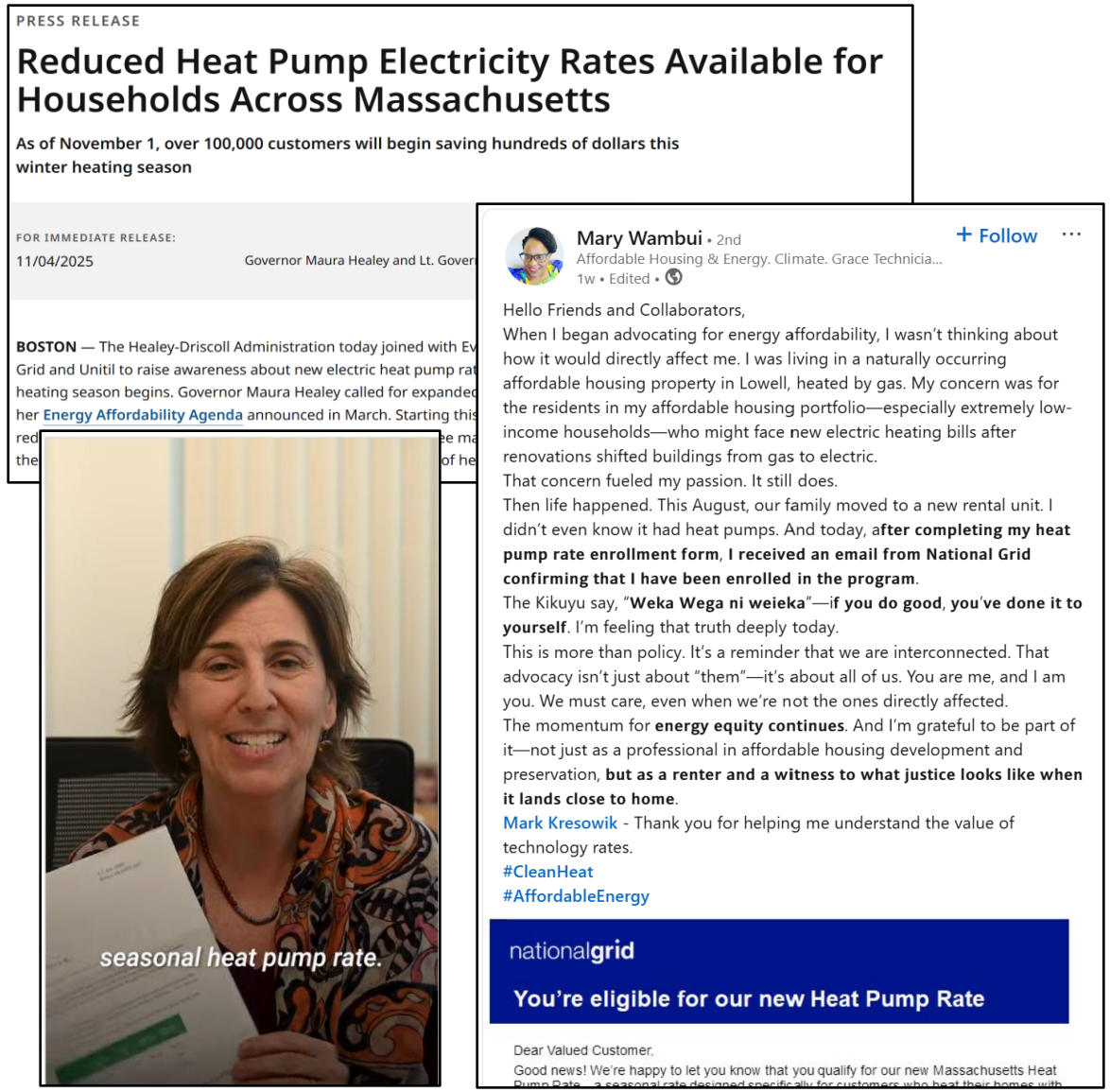
Liberty

nationalgrid

Unitil

Heat Pump Rate Went Live November 1

- As of 11/17, the EDCs have enrolled over 117,000 customers
- The new rate will apply to all electric consumption from Nov 1 – Apr 30
- For more information, visit Heat Pump Rate page and FAQs on MassSave.com



PRESS RELEASE

Reduced Heat Pump Electricity Rates Available for Households Across Massachusetts

As of November 1, over 100,000 customers will begin saving hundreds of dollars this winter heating season

FOR IMMEDIATE RELEASE:
11/04/2025 Governor Maura Healey and Lt. Gover

BOSTON — The Healey-Driscoll Administration today joined with Ev
Grid and Unitil to raise awareness about new electric heat pump rat
heating season begins. Governor Maura Healey called for expanded
her Energy Affordability Agenda announced in March. Starting this
red ee ma
the of he

Mary Wambui • 2nd
Affordable Housing & Energy. Climate. Grace Technicia...
1w • Edited •
+ Follow

Hello Friends and Collaborators,
When I began advocating for energy affordability, I wasn't thinking about how it would directly affect me. I was living in a naturally occurring affordable housing property in Lowell, heated by gas. My concern was for the residents in my affordable housing portfolio—especially extremely low-income households—who might face new electric heating bills after renovations shifted buildings from gas to electric.
That concern fueled my passion. It still does.
Then life happened. This August, our family moved to a new rental unit. I didn't even know it had heat pumps. And today, a**fter completing my heat pump rate enrollment form**, **I received an email from National Grid confirming that I have been enrolled in the program**.
The Kikuyu say, "**Weka Wega ni weieka**"—i**f you do good**, **you've done it to yourself**. I'm feeling that truth deeply today.
This is more than policy. It's a reminder that we are interconnected. That advocacy isn't just about "them"—it's about all of us. You are me, and I am you. We must care, even when we're not the ones directly affected.
The momentum for **energy equity continues**. And I'm grateful to be part of it—not just as a professional in affordable housing development and preservation, **but as a renter and a witness to what justice looks like when it lands close to home**.
Mark Kresowik - Thank you for helping me understand the value of technology rates.
#CleanHeat
#AffordableEnergy

nationalgrid
You're eligible for our new Heat Pump Rate

Dear Valued Customer,
Good news! We're happy to let you know that you qualify for our new Massachusetts Heat Pump Rate – a seasonal rate designed specifically for customers who heat their homes with

HEAT Loan RFQ Update

RFQ Objectives:

1. Diversify lender network (geography, languages, key-demographics) while improving customer access to capital
2. Maintain a zero-interest loan product
3. Cost management

RFQ Data

- 2024 Responses: 91
- 2025 Responses: 95
- Current Lenders: 84

Interest Rate Margins

- 2024: 1%
- 2025:
  - Credit-based (<670, 670-740, 740+)
  - Weighted Average Margin: 0.57%
- 2026:
  - Credit-based (<670, 670+)

Notification Date: Wednesday, November 19

IIC Engagement

- As a quick reminder, IICs who are not selected into the allocation will remain eligible to perform work under multiple self - generated pathways
  - Direct Weatherization
  - ECR/PCR
  - Customer Request
- Self-generated projects >$1,000 receive the median Customer Acquisition Fee set through the RFQ
- Additionally, MassCEC reached out to roughly 20 independent insulation contractors who were no longer selected to receive direct work allocation
- While a few contractors were based out of state or were no longer continuing weatherization work, MassCEC was able to reach a majority of contractors through e-mail and phone calls to offer information and referrals to grantees, local Mass Hire organizations and other support.

APPENDIX

WE ARE MASS SAVE®:

Berkshire Gas
An Avangrid company

Cape Light Compact

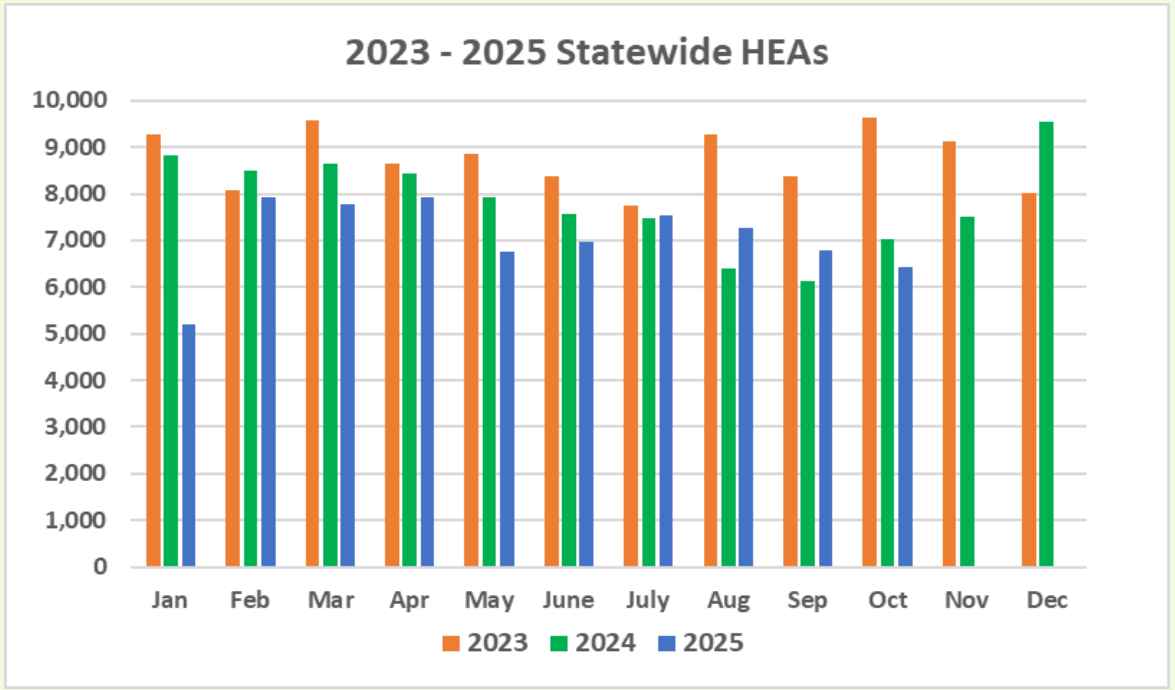
EVERSOURCE

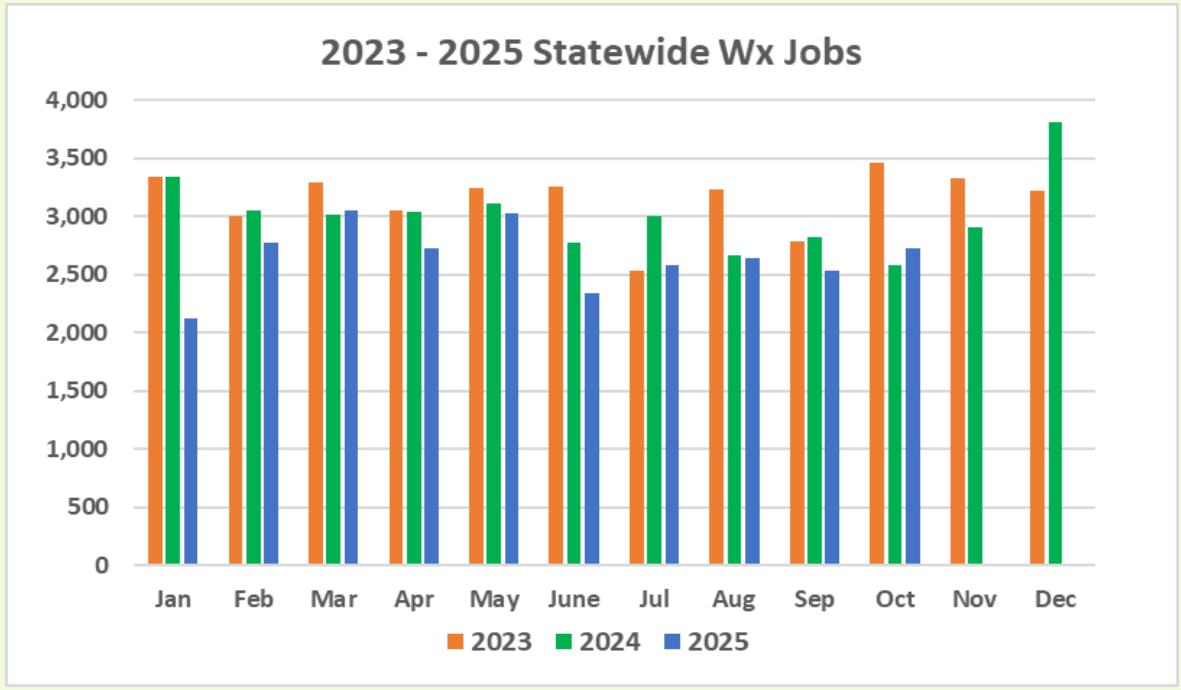
Liberty

nationalgrid

Unitil

YTD HEAs and Wxn Monthly through October

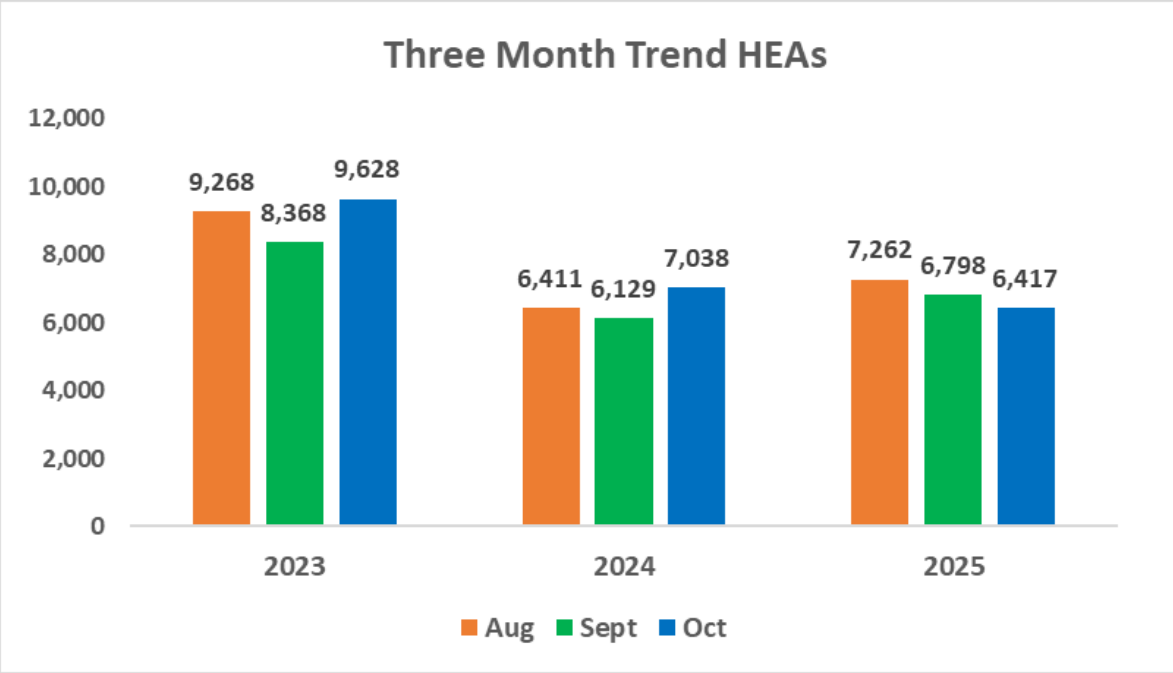


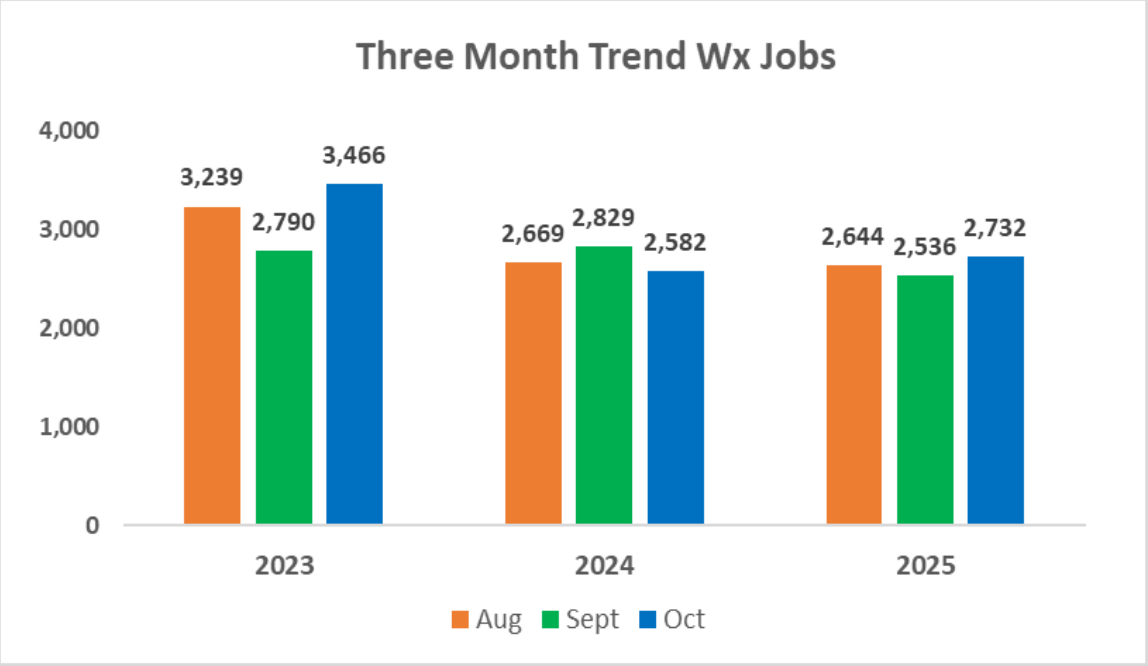
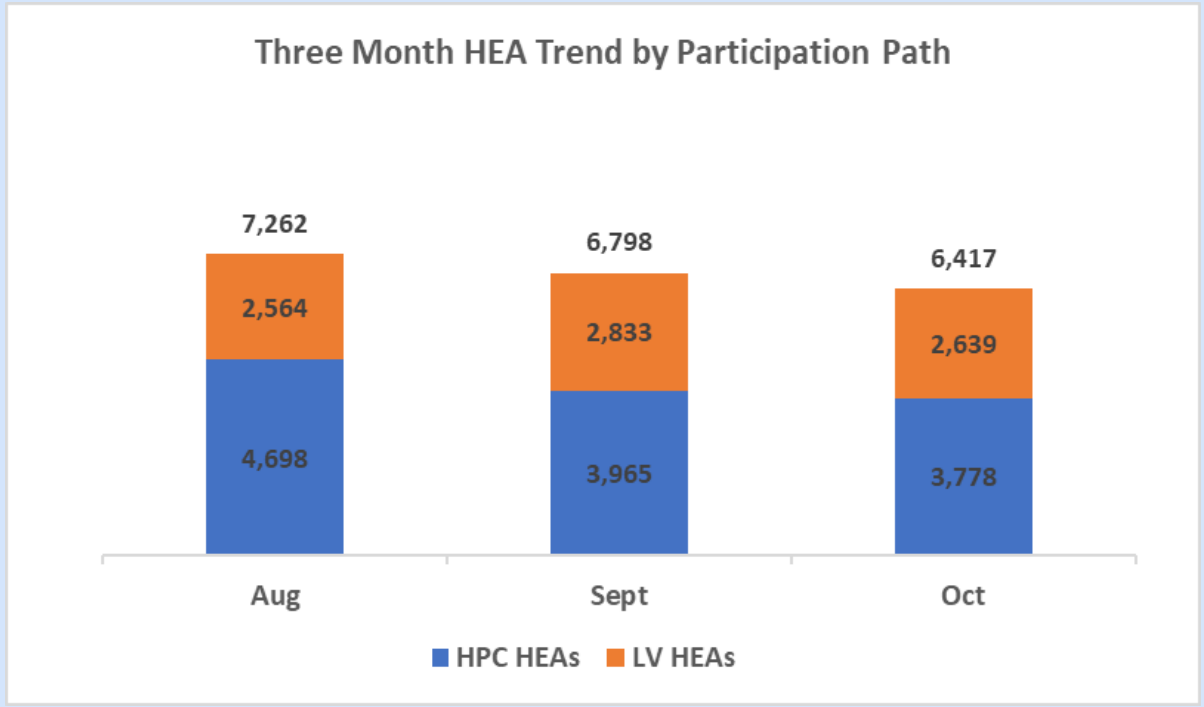
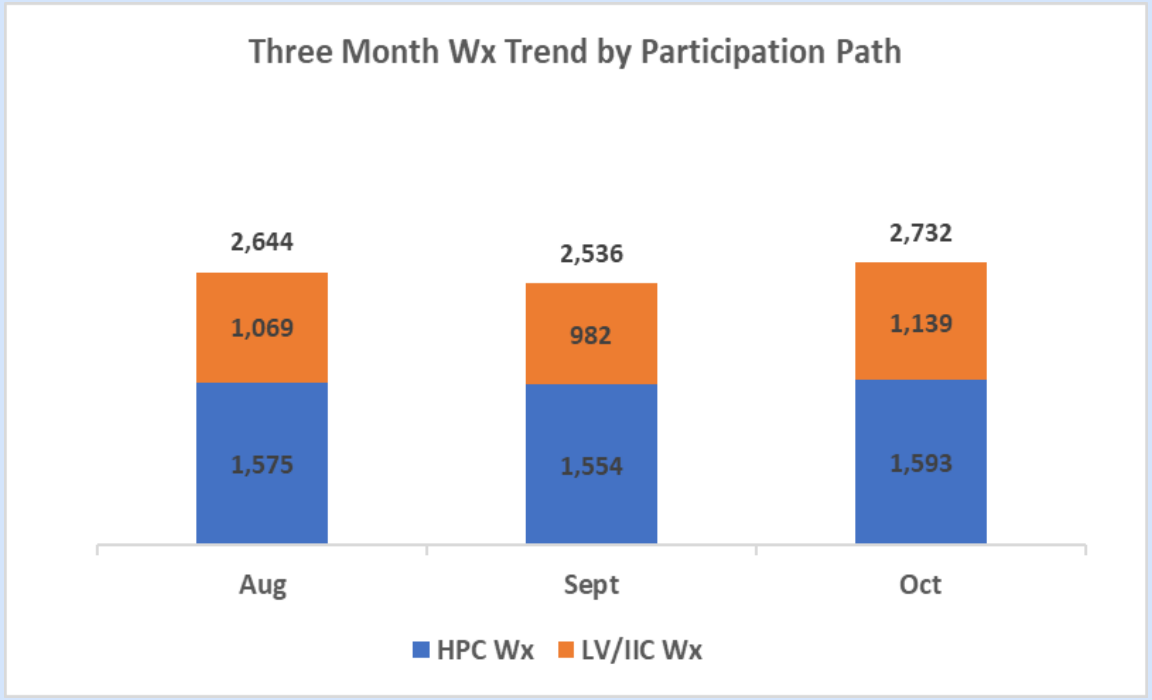


2023 through 2025 YTD Trends:

- 2025 YTD HEAs are 8% lower than 2024 and 19% lower than 2023
- 2025 YTD Wx Jobs are 10% lower than 2024 and 15% lower than 2023

HEAs and Wxns (Aug thru Oct)





HEAs and Wxns by Participation Path (Aug thru Oct)