



Introduction to the Existing Building Commissioning (EBCx) Offering

WE ARE MASS SAVE®:



EVERSOURCE



nationalgrid



Presented to ACEC Massachusetts
Building Enclosure Committee
September 23, 2026

Jennifer Marrapese

C&I Program Manager, Resource
Innovations

EBCx Program Implementer



Agenda

Existing Building Commissioning

What Makes a Good Site?

Available Incentives

Process Overview

EBCx Saving Examples

Additional Resources

Q&A



Existing Building Commissioning

WE ARE MASS SAVE®:



What is Existing Building Commissioning?

EBCx is a process to optimize the performance of your building's systems to:

- Reduce energy use
- Prolong equipment life
- Improve the health and comfort of building tenants, employees, and other occupants



What's in it for me as a building enclosure consultant?

EBCx allows you, as a building consultant, to identify low-cost/no-cost opportunities for your customers to tune up their buildings and see immediate savings.

It's an opportunity to strengthen your customer relationships and build trust:

- Many owners assume HVAC replacement is required
- EBCx can uncover savings before major capital projects
- Creates advisory opportunities for consultants
- Can lead to future capital and decarbonization projects





What Makes a Good Site?

WE ARE MASS SAVE®:



What Makes a Good Site?

- **Existing commercial customer in areas served by the Sponsors of Mass Save**
 - Multifamily and Residential buildings are not eligible
- **Functional Building Management System**
 - Not commissioned in past 5 years
- **Moderately efficient building**
 - Roughly 25th to 75th percentile
- **Facility staff commitment**
 - Allow site access
 - Provide available documentation on existing equipment
 - Involvement throughout the process
 - Participate in training to ensure persistent savings
- **No major renovations ongoing or planned within 2 years**



Typical EBCx Measures

- Existing sequence of operation improvements
- Adding sequence(s) to an existing BMS
- Replacing or calibrating building control system sensors
- Repairing/replacing broken controls/components
- Moving sensors to more appropriate locations
- Eliminating simultaneous heating and cooling
- Tuning existing lighting controls
- O&M measures (ex. Steam trap or compressed air leak repairs, coil cleaning)
- Increasing ventilation levels

Ineligible Measures

Measures ineligible for EBCx specific incentives may be referred to other Mass Save offers.

Examples include:

- Equipment-based “add-on” measures, like adding doors onto a refrigerated case or Variable Frequency Drives (VFDs)
- Measures requiring extensive ductwork/piping modifications
- Installing new specialized control systems (ex. Kitchen hood controls, boiler reset controls)
- Installing new lighting controls, HVAC equipment (pumps, chiller, air-handling units) or building management system
- ECMs the customer does not have resources to support during the EBCx process



Available Incentives

WE ARE MASS SAVE®:



EBCx Incentives

Intent: Customer recovers EBCx project costs within 1-1.5 years

- **Qualification Study:**
 - Up to 100% of the reasonable cost
- **Investigation Study:**
 - Up to 100% of the reasonable cost
- **Implementation and Verification incentives** tied to energy savings:
 - For smaller, Tier 1 projects, deemed whole building savings of 6%
 - For larger, Tier 2 projects, incentives based on calculated and verified savings
 - Incentive rates:
 - Electric: \$0.17/kWh
 - Gas: \$1.20/therm
 - Delivered Fuels: \$12/MMBtu
- **Overall support capped at total project cost**



Process Overview

WE ARE MASS SAVE®:



Qualified Service Provider (QSP) Network

- Closed network
- Rolling admission
- Independent commissioning agents
 - No ESCOs
 - No controls contractors
 - No property managers
- Submitted application and supplemental materials
- All QSPs have been reviewed by the Sponsors of Mass Save
- 40 QSPs approved





The Role of the QSP

The QSP acts as an ambassador for the EBCx offer.

Key responsibilities include:

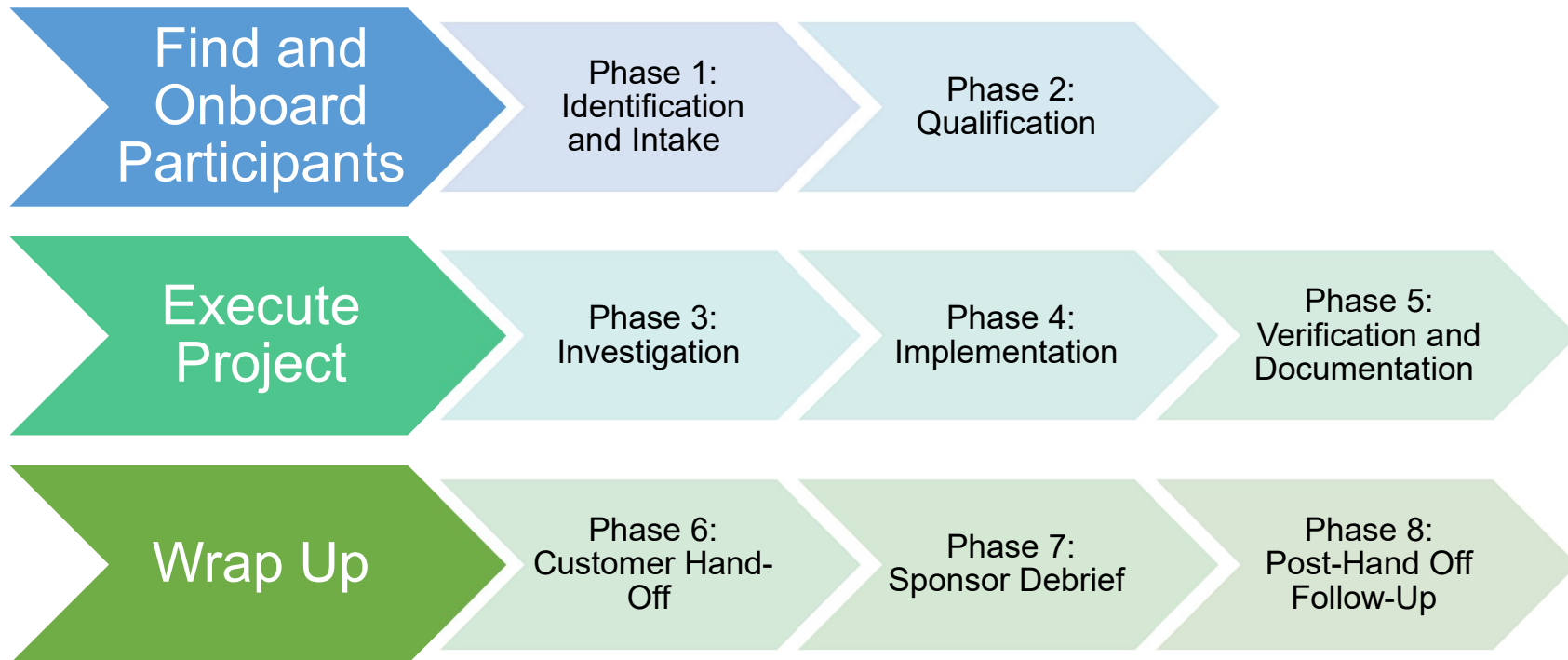
- Directly engage customers to understand needs and goals
- Provide regular updates to assigned EBCx Project Coordinator
- Develop Current Facilities Requirements (CFR) and studies
- Perform investigation and commissioning
- Identify quick fixes and ECMs
- Coordinate contractors, TAB, and stakeholders
- Oversee implementation
- Support training and persistence

We are accepting QSP applications on a rolling basis – if you are interested, let us know after the webinar!

EBCx Project Tiers

	Tier 1	Tier 2
Definition	Customers consuming 2.5 million kWh or less and 150,000 therms or less annually	Customers consuming more than 2.5 million kWh or more than 150,000 therms annually
Calculation of Energy Savings	Energy savings developed with a prescriptive, whole-building savings approach; no measure-level calculations required	Energy savings calculations required at the measure level. Sponsors provide a suite of energy savings calculators for QSPs. QSPs are encouraged to engage a TA vendor to perform custom calculations outside of the EBCx Energy Savings Tool
Available Incentives	Deemed savings of 6% whole building energy reduction using these incentive rates: • Electric: \$0.17/kWh • Gas: \$1.20/therm • Delivered Fuels: \$12/MMBtu	• Electric: \$0.17/kWh • Gas: \$1.20/therm • Delivered Fuels: \$12/MMBtu • Based on verified savings

EBCx Project Flow



EBCx Process – High Level

Phase	Outcome & Deliverables	Incentive Payment	Time (months)
Intake and Qualification Study	• Customer selects QSP • QSP develops Qualification Study Proposal • Sponsors issue offer letter for Qualification Study • QSP screens site • QSP completes Qualification Study and Current Facilities Requirement • Sponsors issue offer letter for Investigation Study	Up to 100% of reasonable costs	2-6
Investigation Study	• QSP develops study further, develops savings estimates and contractor SOWs • Sponsors issue offer letter for Implementation	Up to 100% of reasonable costs	6-18
Implementation and Verification	• Contractors install ECMs • QSP verifies savings • Sponsors claim savings	Tier 1: Deemed savings of 6% Tier 2: • Electric: \$0.17/kWh • Gas: \$1.20/therm • Delivered Fuels: \$12/MMBtu	4-6
Hand-Off and Follow-Up	• QSP delivers BMS documentation and training for customer • QSP schedules 6-month follow-up to ensure savings persist	Up to 100% of reasonable costs (included in Investigation Study Proposal)	N/A

Payment Schedule and Requirements

Qualification Study

- Offer covers up to 100% of the qualification scope.
- Amount of payment finalized after QSP provides a proposed cost for the Qualification Study
- Payment issued to customer after the study is approved by the Sponsors

Investigation Study

- Offer covers up to 100% of the proposed study.
- Amount of payment finalized after QSP provides proposed cost for the Investigation Study.
- 75% of the payment issued at the end of this phase; remaining 25% after the Verification Phase.*

Verification

- Incentives provided based on estimated project savings.
- Amount of payment determined after project savings have been finalized.
- Remaining 25% of study payment is also issued after recommended measures have been implemented and verified.

*Exception for municipal customers in Designated Equity Communities

What's the Customer Value Proposition for EBCx?

Recap:

- Reduced utility costs
- Improved occupant comfort
- Extended equipment life
- Better controls performance
- Actionable roadmap for future investments



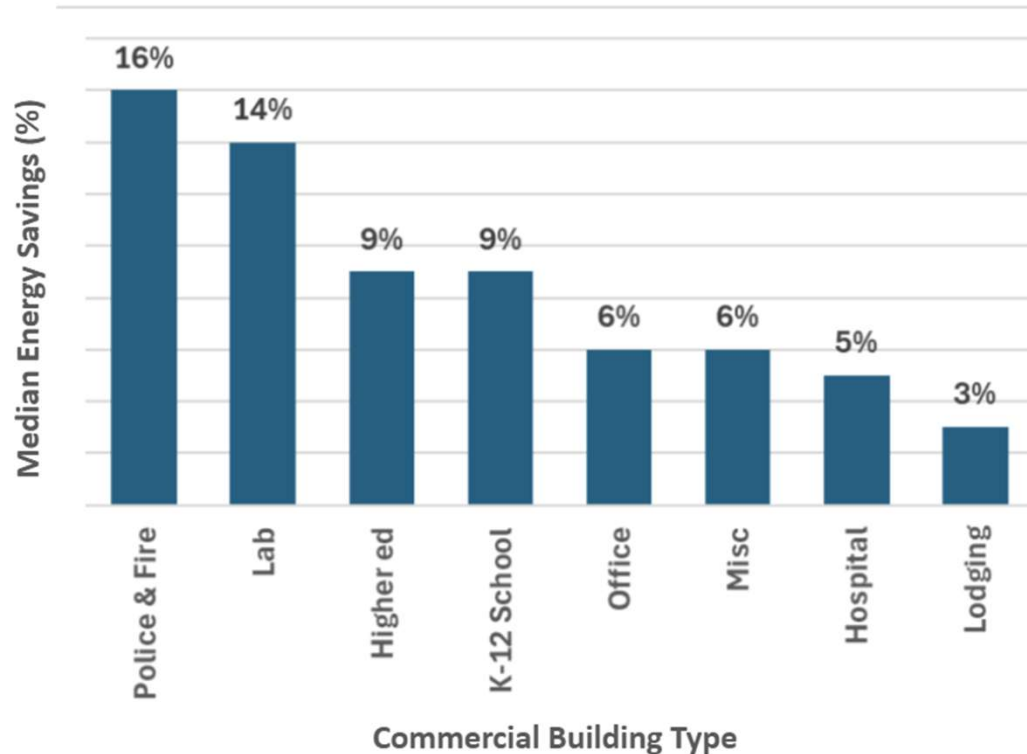


EBCx Saving Examples

WE ARE MASS SAVE®:



Potential Savings by Segment



Median Savings by building segment with at least 15 projects in the sample.

Source: Crowe, et al. Lawrence Berkeley National Laboratory (2020). *Building commissioning costs and savings across three decades and 1,500 North American buildings*. *Energy and Buildings*, 227. https://eta-publications.lbl.gov/sites/default/files/crowe_-_building_commissioning_costs_and_savings_.pdf

Example: Three Large Healthcare Facilities

Use Case

- 24/7/365 occupancy
- “Hidden savings opportunities” related to space conditioning, equipment schedules and setbacks

EBCx Measures Identified

- Airflow reduction in operating room during unoccupied hours
- Static pressure reset
- Discharge Air Temperatures (DAT) reset
- Economizer recommissioning
- Chiller related measures

Results

- Annual electric savings ranging from 591kWh to 1.5 MWH
- Project costs ranged from \$239,750 to \$639,000 with no significant capital investment
- Mass Save incentives ranged from \$177,335 to \$387,300





Example: DPW Building

Use Case

- Single story, 43,700 SF building, constructed in 2015.
- Features several high bay spaces, including a vehicle storage garage, a vehicle maintenance garage, and a wash bay. Also includes administrative offices, locker rooms, a conference room, a lunchroom, and several workshops.

EBCx Measures Identified

- Scheduling improvements
- Thermostat replacement, implementing optimal start-stop, improve temperature and static pressure resets.
- Replacement of discharge air temperature sensor
- Temperature reset adjusted, rebalanced RTU and zone dampers

Results

- Annual electric savings 12,183 kWh & Annual gas saving 7,081 therms
- Project cost \$80,383 with no significant capital investment
- Mass Save Electric Incentive: \$4,700 & Mass Save Gas incentive: \$8,500 = \$13,200

Additional Resources



Interested in becoming a QSP?

- [QSP Application](#)

Have a potential customer in mind?

- Visit the [Mass Save EBCx](#) website for more info

Ready to move forward with a project?

- Complete the [Mass Save EBCx Intake Form](#)
- [Find a QSP](#)
- Complete the [customer application](#)

Other questions?

- Reach out to us: MassSaveEBCx@ri-message.com

Questions?

WE ARE MASS SAVE®:



EVERSOURCE



nationalgrid





Thank you.

WE ARE MASS SAVE®:



EVERSOURCE



nationalgrid

