

## Upstream Incentive Programs

Dear Property Managers,

Utility incentive programs offer incentives in different ways. Some provide direct payment to the property owner, some to the contractor, and some to the distributor. Providing incentives to the distributor, called an upstream incentive, reduces the initial cost of a product and is commonly used for lighting, boilers, VFDs, and other commodity products. Products that receive an upstream incentive through a distributor are not eligible for additional incentives.

Products purchased through annual maintenance budgets such as LED lights, townhouse boilers, direct water heaters, etc. are often eligible for upstream incentives.

### Purchasing Guidelines

When purchasing lighting and HVAC products, it's good practice to ask if the distributor participates in the upstream incentive programs and whether the products you are purchasing qualify for upstream incentives before you place your order. If yes, ask the distributor for the list price and the amount of incentive applied for the products you are purchasing.

### Links to Upstream Incentive Programs for Lighting and HVAC

#### Massachusetts & Rhode Island

Participating distributors and product-specific discounts for both MA and RI are detailed on the Mass Save website

- [Upstream Lighting](#)
- [Upstream HVAC](#)

#### Connecticut

Connecticut offers instant discounts through participating distributors listed on the Energize CT website.

- [Energize CT](#)

#### Maine

Efficiency Maine works with lighting manufacturers, retailers and distributors to reduce the prices of energy-efficient lighting products statewide. You can find participating distributors on their [website](#).