

**Installer Update–2026 #2**  
**2026-04-11 (Revised)**

Please find below an update of our progress since our January 2026 update, and a question to installers (at the end) to which we hope you'll reply.

**2026 Coach Training Courses:** We trained 25 coaches during our first heat-pump coach training course of 2026, with overall very positive feedback. Our second coach training course begins April 23 and runs for six consecutive weekly sessions. This course will include, but is not limited to, coach trainees from the Pioneer Valley region, supporting the Pioneer Valley Planning Commission's pilot coaching program, which (as previously reported) the PVPC is developing under a grant from the MA Department of Energy Resources. Our third planned course for 2026 (not yet scheduled) will include, but not be limited to, coach trainees from the City of Watertown, supporting the development of Watertown's *Electrify Watertown*, a program that will assist renters and lower-income residents with heat-pump coaching and installations. As we reported in January, the City of Watertown is developing *Electrify Watertown* under a grant from the Massachusetts Clean Energy Center. For the third course, we'll need to shift training focus from owner-occupied, single-family homes to multi-family/low-income housing, taking us a bit out of our comfort zone. If you know individuals who would like to be trained as coaches, please refer them to the [Become a Coach page](#) on our website.

**ACA/NE 2026 Sales & Management Conference:** Many thanks to ACA/NE for generously providing the HeatSmart Alliance with an exhibitor table at their Feb. 26 conference! Steve Breit and Mike Duclos staffed our table and enjoyed meeting many of you in person, as well as making many new connections.

**An Act to Create HVAC Construction Supervisor Licensing for Small Businesses:** We learned at the ACA/NE Conference about MA [H.4719](#), which proposes to create a HVAC Construction Supervisor License (CSL) through the MA Board of Building Regulations and Standards (BBRS). If enacted, the legislation would require licensed oversight for installation, repair, and maintenance of HVAC systems under 10 tons. [ACA/NE's February 2026 post](#) provides more details along with a point of contact for more information. Please contact your MA legislators if you wish to comment.

**Potential Mass Save® Cuts:** The MA House of Representatives approved [H.5175](#) (an amended version of H.5151) and sent it to the Senate. While H.5175 includes some environmentally beneficial provisions, it also proposes about \$1 billion in cuts to the current Mass Save program, which, if approved by the Senate, will likely lower rebates for residential heat pumps. This [Green Energy Consumers Alliance blog](#) provides further details. We encourage you to contact your state senator to voice your concerns about the proposed cuts. Further, we encourage you to emphasize to your elected House and Senate representatives that you need long-term predictability in heat-pump incentive programs to justify making the necessary business investments to support a growing heat-pump market.

**New England Heat Pump Accelerator:** The goal of [this program](#) is to expand adoption of heat pumps and heat-pump water heaters across five New England states, including Massachusetts. Key program elements are:

- Pass-through incentives (paid to distributors, and stackable with Mass Save and other incentives)
  - \$650/outdoor unit for qualified air-source heat pumps
  - \$300/unit for qualified heat-pump water heaters
- Community grants & state pilots
- Heat pump training & education for installers
- Tracking progress and sharing key learnings.

[Check here](#) to confirm whether your distributors are participating in the pass-through incentive program.

**Mass Save Heat-Pump Installation Data:** In our June 2025 newsletter, we mentioned that the Mass Save program sponsors were publishing community-specific rebate data for a wide range of measures, including heat pumps and heat-pump water heaters. We've just learned that the program sponsors are now publishing additional (and more current) community-specific data. The [MassSaveData website](#), which we've known about for some time, provides lots of program-wide data sliced and diced many different ways. Clicking on the "[Geographic](#)" [menu item](#) takes one to the DNV site that we discussed in our June 2025 newsletter. Clicking on the "[ZIP Code KPI](#)" [menu item](#) takes one to a new webpage that includes weatherization and heat-pump incentive data by:

- MA county, community, and zip code
- Income category
- Full displacement and partial displacement
- Number of homes and incentive payments.

The new webpage provides various search filters and a data-export option. The data currently listed appear to be 2025 annual values, which are more current than the data posted on the "Geographic" site. These data should give installers a good indication of their heat-pump market share in each of the communities that they serve.

While it's not clear from the webpage, a program administrator told us that the heat-pump data include both air-source and ground-source heat pumps, but not heat-pump water heaters. Ground-source heat pumps are likely a very small percentage of the totals.

**Smart Heat-Pump Water Heaters (HPWHs):** Alliance members recently toured the facilities of two new MA-based HPWH manufacturers—[Reservoir](#) (Charlestown, MA) and [Cala Systems](#) (Wilmington, MA) that offer features such as learning algorithms to optimize efficiency vs. heating-capacity tradeoffs, variable-speed compressors, built-in mixing valves, hot-water recirculation loops, and/or other features. In addition, we noticed that GE Appliances, after a long hiatus, has re-entered the HPWH market with a smart product called the [GE Profile™](#)

[GEOSPRING™](#). It's great to see innovation like this in residential water heaters. If you don't currently offer HPWHs (either directly or through a partner), you may be missing out on an opportunity. Please reach out to us if you'd like to hear our thoughts. *Our mention of specific manufacturers/brands does not imply endorsement.*

**Question to Installers—Please Reply with your Response:** *Were you aware of H.4719 (discussed above) prior to receiving this newsletter? What is your position on this proposed legislation? Please explain.*

If you have any questions, comments, or suggestions, please do not hesitate to contact us.

Best regards,  
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**About us:** The [HeatSmart Alliance](#) is a volunteer organization whose mission is to accelerate the adoption of energy-efficient heat pumps in Massachusetts. We focus on air- and ground-source heat pumps, heat-pump water heaters, and weatherization. Our key organizational objectives are:

- Educate residents about heat pumps through community presentations, our website, and other channels
- Provide one-on-one coaching to residents who are interested in evaluating heat pumps for their homes
- Facilitate the growth of community-based heat-pump coaching programs
- Inform local, state, and federal government policies.

The Alliance does not accept donations or referral fees from manufacturers or installers.