



## 2025 Sustainable Energy Program

### Commercial High-Efficiency Heat Pumps and Air Conditioners

#### Purpose

The purpose of the Sustainable Energy Program is to drive peak demand reduction and promote energy efficiency to reduce power costs, wasted energy and associated emissions. This will pave the way for a brighter, more resilient future. This document highlights incentives applicable to commercial LES customers who install high-efficiency HVAC equipment.

Measure Category	Energy Efficiency Requirements (*at high-speed operation)	Incentives
Air Source Heat Pump, Mini-Split Heat Pump (< 5.4 tons)	EER2 ≥ 12.0 SEER2 ≥ 15.2	\$800
Air Conditioner, Mini-Split Air Conditioner (< 5.4 tons)	<b>*Minimum EER2/SEER2 requirements will be waived if manufacturer literature is provided showing the equipment is inverter driven/variable capacity.</b>  <b>**Systems that only have EER and SEER ratings do not qualify.</b>	\$600
<b>First-time</b> installation of Commercial Geothermal/Water Source Heat Pump	EER 15.0 to 17.99	\$550
	<b>*Only available for California loops. Ground loops must meet the 18.0 EER below to qualify.</b>	\$750 (with Desuperheater)
	EER ≥ 18.0	\$1100
		\$1500 (with Desuperheater)
<b>Replacement</b> of Commercial Geothermal/Water Source Heat Pump with Geothermal/Water Source Heat Pump	EER 15.0 to 17.99	\$550
	<b>*Only available for California loops. Ground loops must meet the 18.0 EER below to qualify.</b>	\$750 (with Desuperheater)
		\$825
	EER 18 to 21.99	\$1125 (with Desuperheater)
	EER ≥ 22.0	\$1100 \$1500 (with Desuperheater)
<b>*Chart continues on the next page.</b>		

Measure Category	Energy Efficiency Requirements (*at high-speed operation)	Incentives
Air Cooled Split System or Single Package 5.4 tons to 11.24 tons	EER ≥ 12.0	<b>\$800 or \$100/ton (whichever is greater)</b>
Air Cooled Split System or Single Package 11.25 tons to 19.99 tons	EER ≥ 11.8	<b>\$100/ton</b>
Air Cooled Split System or Single Package 20 tons to 63.32 tons	EER ≥ 10.8	
Air Cooled Split System or Single Package and ≥ 60.33 tons	EER ≥ 10.5	
VRF/VRV 5.4 tons to 11.24 tons	EER ≥ 11.5	<b>\$800 or \$100/ton (whichever is greater)</b>
VRF/VRV 11.25 tons to 19.99 tons	EER ≥ 11.3	<b>\$100/ton</b>
VRF/VRV ≥ 20 tons	EER ≥ 10.5	
<b>Don't see a measure for your potential new system? Reach out to <a href="mailto:SEP@les.com">SEP@les.com</a> to see if it qualifies.</b>		

## Guidelines

- **Pre-authorization is required before equipment is installed unless** the total incentive for all equipment is \$5,000 or less, all equipment is sized less than 5.4 tons, and the project is submitted to LES within 90 days of the invoice date. Funds are limited and reserved on a first-come, first-serve basis.
- Equipment must be installed and operational before reimbursement is issued.
- LES reserves the right to complete an on-site verification prior to and after installation.
- The system must have an AHRI rating ([AHRI Directory](#)); the AHRI rating will be used to determine if LES' energy efficiency requirements qualify met. The equipment must meet or exceed the energy efficiency requirements to qualify for an incentive. Manufacturer documented inverter driven/variable capacity technology automatically qualifies.
- Air source heat pumps and air conditioners with a cooling capacity of less than 5.4 tons must have EER2 and SEER2 ratings to qualify. This means if a system only has EER and SEER ratings, they do not qualify.
- **A mechanical permit is required for each project, regardless of whether or not installation is performed by a third party.**

- The incentives listed above only apply to new and existing non-mobile commercial buildings in the LES service territory. For similar residential incentives, please see the Residential High-Efficiency Heat Pumps and Air Conditioners program document.
- See the General Guidelines document for additional terms and conditions.

## Process

### *I am an LES customer seeking an incentive:*

1. Reach out to [SEP@les.com](mailto:SEP@les.com) **before the equipment is installed.**

Indicate the project address, approximate timeline and the LES incentives you are interested in applying for. LES will also need to obtain a quote, submittal or proposal, specifying the model numbers, AHRI certificate numbers and quantities of equipment. Indicate if you are planning to install any other energy-saving measures; you may qualify for an additional incentive (e.g., an energy recovery ventilator).

LES will provide you with an incentive amount if the equipment qualifies.

2. Notify LES if you plan to proceed with the project **before installation occurs**. Upon notification, LES will pre-authorize the project in the portal; you will receive an email notification.

You have 180 days from pre-authorization to install the equipment and submit the project for reimbursement. If you need additional time, please submit an extension request by emailing us at [SEP@les.com](mailto:SEP@les.com), stating why you need an extension. Consideration of an extension is at the discretion of LES staff and is not guaranteed.

3. Once the system is installed, submit a reimbursement request to LES by emailing [SEP@les.com](mailto:SEP@les.com), including an attachment of the invoice or pay application and a W-9. LES may ask for additional documentation.
4. LES will issue the incentive once required documentation has been submitted and reviewed and an on-site verification has been conducted if applicable.

## Questions? Contact [SEP@LES.com](mailto:SEP@LES.com)

*This document is relevant to the 2025 Sustainable Energy Program offered by LES.*