Clean Heat for All: Package Terminal Heat Pump Program ([PON 5907](https://nyserda.ny.gov/All-Programs/packaged-terminal-heat-pump-program))

Informational Webinar Q&A Summary

1. **How many awardees will there be and how much of the total funding is available for manufacturers?**

Only entities with heat pump manufacturing capabilities are eligible for funding through PON 5907, and there is no set limit on the number of awardees, either in total or per category.

There is also no limit to the number of proposals a single manufacturer may submit and be awarded for.

1. **Is there a minimum required investment (money or resources) from manufacturers?**

No. The program does not require a minimum investment or cost-share from proposing manufacturers. It is required in the submitted proposal to outline the amount of Product Development and Field Demonstration funding you are requesting and a breakdown of how this funding will be utilized, as well as an estimate of the amount of private investment being dedicated to the development of the new PTHP product.

While it is typical for the manufacturer to contribute some cost-share, if your estimated product development can be completely covered by the available max funding from NYSERDA, you may make a case for this in your proposal and it will be considered by the scoring committee.

1. **Is the funding for the demonstration projects stackable with other NYSERDA or utility programs?**

Yes, with caveats. The funding is stackable with other NYSERDA or utility programs, but not if it is being applied to the exact same thing. In this case, as the funding through this program is for the PTHP itself and demonstration costs, you would not be eligible for a utility or other incentives on the unit cost or demonstration support, as these items are already being directly incentivized. However, if there are other projects that are happening in the building, such as boiler replacements or weatherization, that are eligible under a different program, you can stack those incentives.

1. **With respect to product development funding, does this funding entitle NYSERDA to an ownership share in the product? i.e. does NYSERDA intended to charge royalties on sales after the product is taken to market?**

No. NYSERDA is waiving all recoupment and royalty requirements for products developed under this program. Any product awarded funding and developed through the program fully belong to the manufacturer.

1. **Can you please give more detail on Phase 3 of the program?**

The final implementation strategy for Phase 3 of the Clean Heat for All: PTHP Program is still being developed, and as such we cannot commit to specific details at the moment.

1. **Are heat pump component manufacturers, such as scroll compressors with capacities ranging from 10 - 40 tons, eligible to apply?**

NYSERDA is looking for proposals for packaged heat pump products that meet the specifications and criteria included with the PON, not all of which are strictly related to cold-climate performance or the performance of individual components of the packaged heat pump. If you are a manufacturer of individual heat pump components, such as compressors, individually, you will not be eligible for funding through PON 5907.

However, we encourage heat pump component manufacturers to reach out to manufacturers of packaged heat pump equipment to investigate potential partnerships.

1. **It is clear that meeting the specifications is very important to NYSERDA, however there also seems to be a strong focus on heating. Are appliances proposals that provides only heating and air-circulation eligible for funding?**

PON 5907 is seeking proposals for packaged terminal heat pumps that provide both cooling and heating. If you have a heating-only solution that also includes air circulation, we encourage you to reach out to NYSERDA via email and we will keep this technology in mind for future programs.

1. **Do geothermal heat pumps qualify as PTHP units for this funding? In particular geothermal network systems?**

No. Through this solicitation we are looking for fully packaged terminal heat pump units that deliver cold-climate, high-efficiency performance and provide a one-for-one replacement for existing PTACs, PTACs in hydronic cabinets and through-the-wall ACs. The proposed units must be compatible with current building infrastructure, including existing through-wall openings and electrical systems.

1. **Is the funding only open to manufacturers within New York State or can heat pump manufacturers outside NYS but within the US apply? Can an Israeli HVAC manufacturer apply for funding?**

Funding through this program is not limited to only NYS based heat pump manufacturers. US based and international manufacturers are encouraged to submit product proposals; however international manufacturers may be required to provide some additional documentation.

1. **Will NYSERDA be using their own M&V contractors or should that be included in the proposal?**

Yes. NYSERDA will select and contract with a M&V contractor(s) to perform maintenance and verification for the PTHP field demonstrations at no charge to the awarded manufacturers and building owners. Please do not include M&V in your proposed budget.

1. **Can a nonprofit support a manufacturer in M&V and managing the project?**

As noted above, NYSERDA will select and contract with a M&V contractor(s) to perform maintenance and verification for the PTHP field demonstrations at no charge to the awarded manufacturers and building owners. If you are an organization interested in implementing the M&V, please respond to the solicitation to select that contractor in the coming months.

1. **Is Q3 2025 the earliest NYSERDA would be interested in beginning field testing?**

Likely. The assumed Q3 2025 as the start date for field demonstrations is based on standard product development timelines and input from manufacturers during NYSERDA market research leading up to the launch of PON 5907. However, this is an estimate, not a guideline. If you are a manufacturer who has a product that currently meets the technical requirements issued with this PON, are already in-progress in developing an applicable product or are otherwise close to having a PTHP ready for demonstration, it may be possible to start field testing prior to Q3 2025.

A limiting factor in how quickly a manufacturer in this situation can start a field demonstration is the issuing of RFQL 5937 to qualify demonstration sites. Manufacturers are required to conduct field demonstrations at buildings that have been qualified by this upcoming RFQL, and thus the time required for teaming, project planning and engineering makes it such that Q3 2025 is the likeliest start date.

1. **Will the scoring of proposals incorporate manufacturer proximity to NYS?**

No. There will be no additional points awarded for NYS manufacturers and no points removed for non-NYS based US or international manufacturers.

1. **Will the product proposals be scored against each other?**

Manufacturer proposals will not be directly scored against each other, and there is no set limit for how many proposals are awarded funding, other than that dictated by the total available funding. The scoring committee with evaluate each proposal against the evaluation criteria included in the solicitation and determine whether they are fundable. If we receive more fundable proposals than there is funding to award, NYSERDA reserves the right to select proposals for award with the goal of creating a diverse and impactful portfolio of manufacturers and PTHP products.

1. **Will the product proposals be scored on a pass-fail basis?**

No. Product proposals will be evaluated based on the level at which they meet, exceed or fall short of the outlined Product Specifications. For this reason, it is critical that manufacturers thoroughly outline the reasoning and trade-offs that were made in the cases where the product specifications are not met. A manufacturer who is not able to meet 100% of the Product Specifications should still submit a proposal. Please put your best product forward.

1. **Will NYSERDA provide clearer scoring criteria to help guide manufacturers?**

NYSERDA will not be releasing more detailed scoring criteria than that outlined in the [PON 5907 Summary](https://portal.nyserda.ny.gov/CORE_Solicitation_Document_Page?documentId=a0lcr000000BLifAAG) document. The technical specifications, evaluation criteria and required market engagement were developed to lay out a framework for advanced PTHP product proposals while not overly limiting the range of potential product innovation. We look to manufacturers and develop proposals keeping these factors in mind while identifying which performance and feature specifications are most important to successfully address the identified market.

1. **Is 35 dB mandatory for development?**

Please refer to the answer above for this and other specific specification questions, and please carefully review Attachment A – Product Specifications on the [program solicitation page](https://portal.nyserda.ny.gov/CORE_Solicitation_Detail_Page?SolicitationId=a0rcr000009h2RM&_gl=1*jvua97*_gcl_au*ODIzNjc3MDQ5LjE3MzI0ODc4MjA.*_ga*NTEzMTUyNTIwLjE3MDkwNDQyOTk.*_ga_DRYJB34TXH*MTczNDM4NDg2Ny4yOTguMC4xNzM0Mzg0ODg0LjQzLjAuMA..) for all required performance standards. The specifications listed in Attachment A reflect the programs targets to yield PTHP products that will meet the identified needs of building owners and tenants and be successful in the market.

Manufacturers may exercise discretion in determining what specifications to prioritize. For example, if reducing the dB level from 40 to 30 will result in a significant increase in the price of the PTHP, the manufacturer must consider what trade-offs will result in the best overall product.

If you are unable to meet all issued specifications, the justification for these choices must be thoroughly outlined in your proposal.

1. **What are the required performance standards, e.g., Phius compatible? Are there guidelines on packaged units meeting air sealing requirements?**

Please carefully review Attachment A – Product Specifications on the [program solicitation page](https://portal.nyserda.ny.gov/CORE_Solicitation_Detail_Page?SolicitationId=a0rcr000009h2RM&_gl=1*jvua97*_gcl_au*ODIzNjc3MDQ5LjE3MzI0ODc4MjA.*_ga*NTEzMTUyNTIwLjE3MDkwNDQyOTk.*_ga_DRYJB34TXH*MTczNDM4NDg2Ny4yOTguMC4xNzM0Mzg0ODg0LjQzLjAuMA..) for all required performance standards, features and controls.

The product specifications contain a section on gaskets and insulation and it is goal of the program that the resulting PTHP products provide high-quality air sealing.

1. **Are there any requirements around controls? Many eligible buildings have fossil heat, so controls for dual fuel / hybrid heat would seem important.**

Please carefully review Attachment A – Product Specifications on the [program solicitation page](https://portal.nyserda.ny.gov/CORE_Solicitation_Detail_Page?SolicitationId=a0rcr000009h2RM&_gl=1*jvua97*_gcl_au*ODIzNjc3MDQ5LjE3MzI0ODc4MjA.*_ga*NTEzMTUyNTIwLjE3MDkwNDQyOTk.*_ga_DRYJB34TXH*MTczNDM4NDg2Ny4yOTguMC4xNzM0Mzg0ODg0LjQzLjAuMA..) for all required performance standards, features and controls.

The Product Specifications contain a section relating to controls and grid integration that we are looking to be include in the proposed PTHP products. We welcome creative solutions from proposing manufacturers on how to best control the equipment to effectively avoid the need for building electric infrastructure upgrades and reduce peak load.

The desired intent is for the PTHPs developed with program support to replace existing fossil-fuel based heating. Where it is possible, building owners may elect to keep the existing centralized plant in place as a backup heat source (and potentially for domestic hot water). In this case, controls for dual fuel heat may be incorporated. We encourage building owners to participate in the Program Launch Webinars and to speak directly with interested manufacturers to have this and other considerations addressed in the product specifications included in the manufacturer’s proposals.

1. **Could you clarify the requirements for the controller system, particularly for the whole building? Regarding grid integration, is a 24V communication connection sufficient, or are there other requirements?**

Please see response above re: carefully reviewing Attachment A. Details on compatibility requirements with BMS systems is included in the Controls & Grid Integration section.

For the building owners participating as demonstration hosts, there are no whole building control requirements – either to network the PTHPs into an existing BMS or to install a new BMS. The PTHP products resulting from this program have the potential to be especially relevant for buildings that do not have comprehensive BMS, as these units will be in-unit heating and cooling and provide zonal control.

Attachment A - Product Specifications outlines the requirements for Control and Grid Integration. It is advisable for proposers to thoroughly review all seven points outlined in the Control and Grid Integration section. Notably, there is no reference to the 24V communication connection. Therefore, if that is their approach, proposers are encouraged to provide a comprehensive explanation of how the 24V communication connection will meet the specified requirements.

1. **What are the dimensions of existing through-wall openings?**

PON 5907 is seeking proposals for PTHPs designed to replace 3 categories of current products: Standard PTACs, PTACs in hydronic heating cabinets and through-the-wall air conditioners. Examples of common wall openings within these categories are included in the PON. Interested manufacturers are encouraged to engage with building owners of buildings with existing through-wall openings to gain a nuanced understanding of existing openings.

1. **Does NYSERDA plan to use SCP & SHP metrics for PTHPs once the test procedure is published by the DOE?**

For all categories of packaged terminal heat pumps (PTHP), NYSERDA is seeking testing to account for the full range of outdoor temperatures and the number of hours at each temperature. To accurately predict operating costs, the testing must cover the entire temperature range and typical annual hours in New York, ensuring performance aligns with real-world conditions, such as actual heating loads. The term "sCOP” used in the PON is intended to be a deliberately broad term, as significant work is underway to revise testing standards. NYSERDA does not expect these new standards to be publicly available by the deadline specified in the PON, we ask that proposers explain their testing methods for determining sCOP. For example, a proposer may submit the AHRI 310/380-202x SHP as the testing standard to assess the product’s real-world sCOP performance if they believe it is the most appropriate and competitive option for their proposal.

1. **Will NYSERDA follow the RAC-1 test method for cooling and the ENERGY STAR Room Air Conditioner Heating Mode Performance Test Method for heating performance?**

For through-the-wall heat pumps, NYSERDA is seeking testing to account for the full range of outdoor temperatures and the number of hours at each temperature. To accurately predict operating costs, the testing must cover the entire temperature range and typical annual hours in New York, ensuring performance aligns with real-world conditions, such as actual heating loads.

1. **If each manufacturer has different site requirements, how will NYSERDA ensure the competition provides fair scoring?  A lower capacity PTHP will have a much higher EER & COP than a larger capacity PTHP due to sizing constraints which could give undue advantage to a manufacturer designing a smaller capacity PTHP.**

NYSERDA will thoroughly evaluate each manufacturer's proposal, accounting for the issues specified in the question. This assessment will be guided by the evaluation criteria detailed in the [PON Summary](https://portal.nyserda.ny.gov/CORE_Solicitation_Document_Page?documentId=a0lcr000000BLifAAG) document, beginning on page 10. Therefore, NYSERDA advises that the proposer thoroughly review the PON Summary and Attachment A documents and submit a clear and comprehensive proposal highlighting the manufacturer's differentiators and advantages of their proposed product.

1. **Does NYSERDA have data it is willing to share on the typical room size and capacities it is looking for PTACs and through-the-wall ACs (TTWs) to serve?**

Specific capacities have been intentionally left off the required product specifications, as capacity (or range of capacities) and other site requirements are intended to be determine through engagement with building owners. NYSERDA is organizing two Program Launch Workshops scheduled for January 7th and February 4th, 2025, aimed at convening property owners interested in PTHP products pertinent to PON 5907, NYSERDA strongly encourages potential proposers to register for participation. Additionally, NYSERDA invites manufacturers to independently reach out to targeted multifamily properties in order to acquire a thorough understanding of the requirements essential for PTHPs aimed at apartments, condominiums, and cooperative residences in a diverse array of potential installation sites.

1. **Does NYSERDA have data they are willing to share on the volume breakdown of TTW sizes for which it is requesting proposals?**

NYSERDA is organizing two Program Launch Workshops scheduled for January 7th and February 4th, 2025, aimed at convening property owners interested in TTW products pertinent to PON 5907. Additionally, NYSERDA invites manufacturers to independently contact multifamily properties with TTW air conditioner wall openings to thoroughly understand the requirements for PTHPs to enable easy retrofit with these properties' existing conditions.

1. **What efficiency level is NYSERDA targeting for each TTW and PTHP product size?**

Please refer to PON 5907 [Attachment A - Product Specifications](https://portal.nyserda.ny.gov/CORE_Solicitation_Document_Page?documentId=a0lcr000000BLnVAAW).

1. **Does NYSERDA only want the hydronic PTACs to adapt to retrofit solutions, or would it like manufacturers to also develop hydronic kit solutions?**

PON 5907 aims to retrofit existing hydronic PTAC units within the enclosure/cabinet containing the existing PTAC and hydronic heating coil, representing one of the three PTAC products addressed in the PON document.

1. **Will NYSERDA prioritize cost or performance?**

NYSERDA's priorities are outlined in PON 5907, accompanied by detailed capabilities in Attachment A - Product Specifications. Both costs and performance metrics constitute essential components of the proposal's required information.

1. **Will NYSERDA prioritize features or performance?**

NYSERDA's priorities are outlined in PON 5907, accompanied by detailed capabilities in Attachment A—Product Specifications. The features and performance included within the PON documents constitute essential components of the proposal's required information.

1. **What are the implications of a product only complying with a single size in a category?  Will this decrease points?**

Each product category requires the submission of a distinct proposal, which will undergo an independent evaluation alongside other proposals within the same category. This evaluation will be conducted utilizing the criteria outlined in the PON Summary document, one of which is Market Scaling. To address this criteria, manufacturers must outline the identified market for the product that is being proposed. It is not required that a product address multiple sizes within a category.

1. **What demand response protocols do most PTACs/utility providers use?**

NYSERDA encourages prospective proposers to investigate the various demand-response protocols pertinent to multifamily properties that are implemented by investor-owned electric utilities serving customers in New York State.

1. **What points will NYSERDA and/or utilities want to measure and control?**

NYSERDA will fund and conduct measurement and verification (M&V) as an independent work stream during the program's demonstration phase. Specific details will be determined throughout this work stream and will involve collaboration between the M&V contractor, the PTHP manufacturer, the owner of the demonstration property and NYSERDA. NYSERDA encourages manufacturers to highlight any features implemented in accordance with PON 5907 Attachment A that may also enhance the M&V process during the demonstration phase in their proposal submittal.

1. **Is this only for NYC?**

No. Building owners across New York State are encouraged to respond to RFQL 5937 when it is launched. Of the three categories of PTHPs the program is seeking, PTACs and through-the-wall ACs are a common room conditioning solution not only in NYC, but state-wide, while hydronic PTACs are more likely to be a NYC-centric solution.

It is also important to note that NYS has three climate zones, and the Program is looking for proposals for PTHP equipment that is widely applicable across all 3 of these zones.

1. **Is the program limited to residential units, or also open to terminal heat pumps for commercial buildings?**

For the field demonstrations, we are focused on multifamily residential as this is where we have identified the greatest need for cold-climate PTHP equipment. When the Phase 3 early-adopter incentives are launched, we anticipate relevant commercial buildings such as hospitality and dormitories being eligible for these incentives as well.

1. **Will building owners be limited to those buildings with a regulatory agreement?**

No. Additional building criteria will be released with RFQL 5937, but what we are looking for in demonstration sites are multifamily buildings that have existing through-wall opening for either PTACs or through-the-wall ACs that are looking for a decarbonization solution and are willing to host demonstrations of prototype (likely) PTHPs.

1. **At this time, do you have a preferred building size (either total square footage or number of apartments) for demonstration project sites? Would garden style apartments buildings qualify?**

Final building criteria to participate in the field demonstrations will be release with RFQL 5937 in Q1-Q2 2025. We do not anticipate limiting qualification as potential demonstration sites to a specific building size beyond meeting NYSERDA’s definition of multifamily, which is a building containing at least 5 units. There is the potential that, in order to conduct a field demonstration of sufficient scale, manufacturers may choose to partner with buildings with at least 30-40 units, but building criteria beyond number of units will likely drive the final determination.

1. **In terms of scalability - are only very large buildings potentially eligible for these upgrades? I own a 60-bed assisted living community in upstate NY with all PTACS - is it worth applying?**

Building owners are not eligible to submit a proposal to PON 5907, but you are encouraged to respond to RFQL 5937 when it opens in Q1-Q2 2025. While final building criteria to participate in the field demonstrations will be outlined in the RFQL, owners of buildings in NYC as well as upstate will be eligible to apply. We do not anticipate limiting qualification as potential demonstration sites to a specific building size beyond meeting NYSERDA’s definition of multifamily, which is a building containing at least 5 units.

1. **Can a "Building Owner" be a consortium of buildings with similar design characteristics that can benefit from the PTHP and "pool" an application?**

Yes. RFQL 5937 that will be issued in Q1-Q2 2025 will include final building criteria to participate in the field demonstrations. All multifamily building owners, including individual building owners, large building portfolio owners and building owner consortiums will be invited to submit as many buildings as they choose to be qualified as demonstration sites. All buildings that meet the demonstration criteria outlined in the RFQL will be added to a list of eligible demonstration sites. Awarded manufacturers will choose and establish teams with building owners on this list to plan and conduct field demonstrations.

1. **Is Q1-Q2 the earliest opportunity for building owners to be involved in applying to be a demonstration site? If yes, what is the best way to be informed of when that application is available?**

Yes, Q1-Q2 2025 will be the earliest opportunity to submit applications to RFQL 5937 to have buildings to be qualified as potential demonstration sites. However, there are several opportunities to be involved with the PTHP Program between now and the launch of RFQL 5937. These opportunities include Program Launch Workshops on January 7th and February 4th and welcoming manufacturers interested in responding to PON 5907 to tour buildings with existing PTACs and through-wall openings. Engaging with manufacturers in these ways will help them better understand building needs and create better PTHP proposals tailored to those needs.

You can reach out to PTHPprogram@nyserda.ny.gov to request an invite to the Program Launch Workshops or to indicate your interest in hosting manufacturer site visits.

1. **Do you anticipate there would be any costs to building owners who participate as a demonstration site?**

The potential costs associated with the demonstration will vary on a case-by-case basis dependent on unique building characteristics and project scope. Some potential costs include repair and preparation of existing through-wall sleeves and electrical work to install dedicated circuits where not already present (if desired). Manufacturers submitting proposals to PON 5907 are instructed to consider building “make-ready” work in their requested field demonstration funding, and the amount and terms of providing these funds to the building owner should be negotiated between the awarded manufacturer and the owner.