



## 2026 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, thereby reducing 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	Must be AHRI Rated	Criteria	Incentives
Air Source Heat Pump, Mini-Split Heat Pump (< 5.4 tons)	X	Equipment under these measures must meet one of the following criteria (1 <b>OR</b> 2): 1. EER2 ≥ 12.0 <b>AND</b> SEER2 ≥ 15.2 2. Inverter-Driven/Variable Capacity (manufacturer documentation showing the system is inverter-driven must be provided for this scenario)  Note: Systems that only have EER and SEER ratings do not qualify.	\$1000
Air Conditioner, Mini-Split Air Conditioner (< 5.4 tons)	X		\$300
Geothermal Heat Pump/Water Source Heat Pump	X	EER 15.0 to 17.99  <b>Only available for California loops. Ground loops must meet the 18.0 EER below to qualify.</b>	\$1000
			\$1400 (with Desuperheater)
	X	EER 18 to 21.99	\$1200
			\$1600 (with Desuperheater)
	X	EER ≥ 22.0	\$1400
			\$1800 (with Desuperheater)

**Chart continues on the next page.**

Measure Category	Must be AHRI Rated	Criteria	Incentives
Air Cooled Split System or Single Package 5.4 tons to 11.24 tons	X	EER ≥ 12.0	\$1000 or \$100/ton (whichever is greater)
Air Cooled Split System or Single Package 11.25 tons to 19.99 tons	X	EER ≥ 11.8	
Air Cooled Split System or Single Package 20 tons to 63.32 tons	X	EER ≥ 10.8	\$100/ton
Air Cooled Split System or Single Package ≥ 60.33 tons	X	EER ≥ 10.5	
VRF/VRV 5.4 tons to 11.24 tons	X	EER ≥ 11.5	\$1000 or \$100/ton (whichever is greater)
VRF/VRV 11.25 tons to 19.99 tons	X	EER ≥ 11.3	\$100/ton
VRF/VRV ≥ 20 tons	X	EER ≥ 10.5	
<p><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></p>			

## Guidelines

- **Pre-authorization is required prior to the purchase or installation of qualifying equipment** 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-served 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.
- To qualify for an incentive, the system must have an AHRI rating ([AHRI Directory](#)); the AHRI rating will be used to determine if LES' requirements are met. Equipment must meet or exceed the criteria in the table above. Inverter-driven systems that do not meet the standard EER2/SEER2 requirements must have manufacture documentation confirming they are inverter-driven. **AHRI certificates are required in all cases and the equipment installed must match all model numbers listed on the AHRI certificate.**
- 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 that if a system only has EER and SEER ratings, it does not qualify.

- **New air conditioners paired with electric resistance heat will not qualify for LES incentives. If electric resistance heat is present, it must be paired with a new heat pump to be eligible. New air conditioners paired with gas heating will still qualify for an LES incentive.**
- **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 qualifying equipment is purchased or 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 the qualifying equipment is purchased or installed.** 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 require additional time, please submit an extension request by emailing us at [SEP@les.com](mailto:SEP@les.com), stating the reason for the 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 and a W-9. LES may ask for additional documentation.
4. LES will issue the incentive once the 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 2026 Sustainable Energy Program offered by LES.*