

Clean Heat for All

Through Wall Heat Pump Demonstration Program

(RFQL 5937)



NEW
YORK
STATE

NYSERDA

Informational Webinar | 08.07.25

Meeting Procedures

- All attendees are muted upon entry
- Questions may be submitted in writing through the Q&A feature at any time during the event
- The chat feature will be disabled

Agenda

1. Packaged Terminal Heat Pump Program Overview
2. PTHP Product Overview
3. Who Should Apply
4. Benefits of Participation
5. Funding
6. How to Apply
7. Application Process & Next Steps
8. Q&A

Clean Heat for All:

Packaged Terminal Heat Pump Program

A \$10 million NYSERDA investment to support the development and demonstration of high-efficiency, cold-climate Packaged Terminal Heat pumps that:

- Compatible with existing wall openings
- Use will not require street or building electric upgrades
- Have high-efficiency, cold-climate operation
- Possess flexible condensate management approaches for diverse building needs
- Improve indoor air quality by delivering outdoor air with energy recovery capability

The PTHP Program will consist of 3 components to support product development, demonstration and market adoption

1

Manufacturer Partnerships (Active)

\$10 million in funding to support product development and field testing of new or modified packaged terminal heat pump equipment.

Closed August 6th, 2025

PON 5907

2

Building Owner Partnerships (Q3-Q4 2025)

NYSERDA issued a non-funded RFQL to recruit building owners and sites to be qualified as potential sites for field demonstrations

Closes October 30th, 2025

RFQL 5937

3

Production Model PTHP Demonstration Incentives (~2027)

Eligible production-model PTHP products that meet program issued requirements may have access to a future early adopter incentive program.

Program details to be announced at a later date.

PTHP Overview

NYSERDA is seeking solutions designed to retrofit or replace existing room conditioning products in the following 3 categories:

1. Standard Size PTACs



2. Hydronic Heat PTACs



3. Through-the-Wall ACs



RFQL 5937

Who Should Apply?

- ☑ NYSERDA invites applications from **multifamily building owners, managers or operators** for their buildings to become Qualified Demonstration Sites for advanced cold-climate Packaged Terminal Heat Pumps.

To be eligible, submitted buildings must:

- Be in New York State
- Have 5 or more *continuously occupied* dwelling units
- Have through-wall openings suitable for PTHP installation
- Available for field demonstrations beginning no later than the 2026 heating season (October 2026)
- Affordable housing: Attest that implementation of PTHP demonstration will not result in shifting of heating costs from the landlord to the tenants, or plan to offset cost shift to affected tenants.

- ✗ Commercial or single-family building owners, heat pump service providers, engineering/design firms, heat pump manufacturers.

Benefits of Participation

The goal of this RFQL is to provide the following to Qualified Demonstration Sites that are selected to host demonstrations by PON 5907 awarded manufacturers:

- PTHP equipment, installation, and ongoing performance monitoring at no-cost (subject to funding availability and caps)
- High-efficiency heating and cooling, increased temperature control and improved indoor air quality in demonstration site dwelling units.
- Real-world performance data on PTHP equipment to inform future implementation decisions in demonstration site buildings and other buildings within the owner's portfolio.
- Potential emissions reduction to help building owner reach LL97 targets.

Up to \$1,000,000 per product is available to manufacturers to support field demonstrations of PTHPs

NYSERDA will not provide funding directly to building owners hosting PTHP field demonstrations through this RFQL.

- NYSERDA will not enter into contracts with demonstration host building owners.
- All field demonstration funding provided by NYSERDA will be distributed to Awarded Manufacturers through PON 5907.
- The field demonstration funding awarded to manufacturers may support manufacturer field demonstration project planning, implementation & management costs, prototype costs and support for Demonstration Partner(s), including building owner-led make-ready work and demonstration design and engineering.
- Qualification does not guarantee selection as a field demonstration site by awarded PTHP manufacturers

How to Apply

- Submit applications via the “Apply Online” link on Through Wall Heat Pump Demonstration Program detail page.
- A unique application is required for each building you would like to be considered as a Qualified Demonstration Site
- Online application **does not** save work as you go, click ‘Save’ at the bottom of the application if you do not finish in one session.
- **Applications due October 30th, 2025 by 3:00 p.m. ET**

Application requirements:

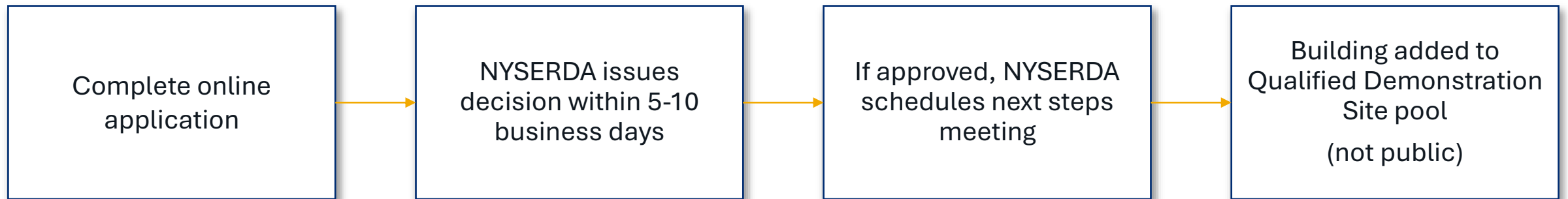
- Contact Information
- Building Owner Portfolio Information
- Minimum Demonstration Site Eligibility
- Demonstration Site Information
- Proposed Demonstration Scope
- Optional Demonstration Site Details

By applying, building owners consent to be contacted by awarded PTHP manufacturers for:

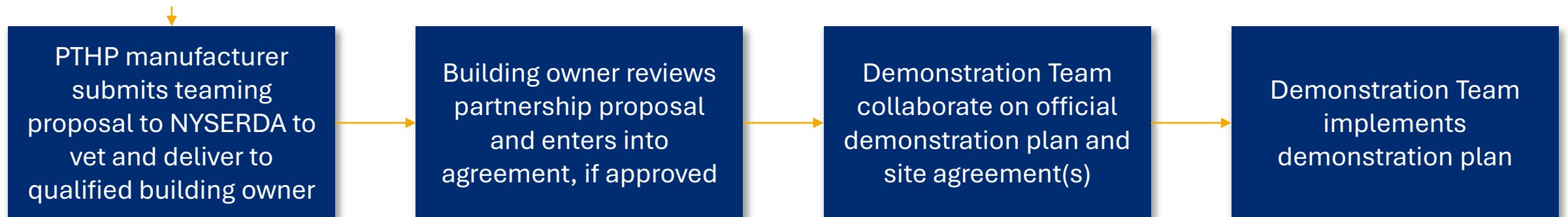
- Inquiry into specific PTHP needs and building retrofit project timelines
- Inquiry into short-term and long-term PTHP equipment needs
- Coordination of building site visits
- Discussion of Demonstration Team formation

Application Process & Next Steps

Qualification Process



Demonstration Team Formation Process



Q&A

- Please type your questions in the Q&A panel
- Send questions to PTHPprogram@nyserda.ny.gov

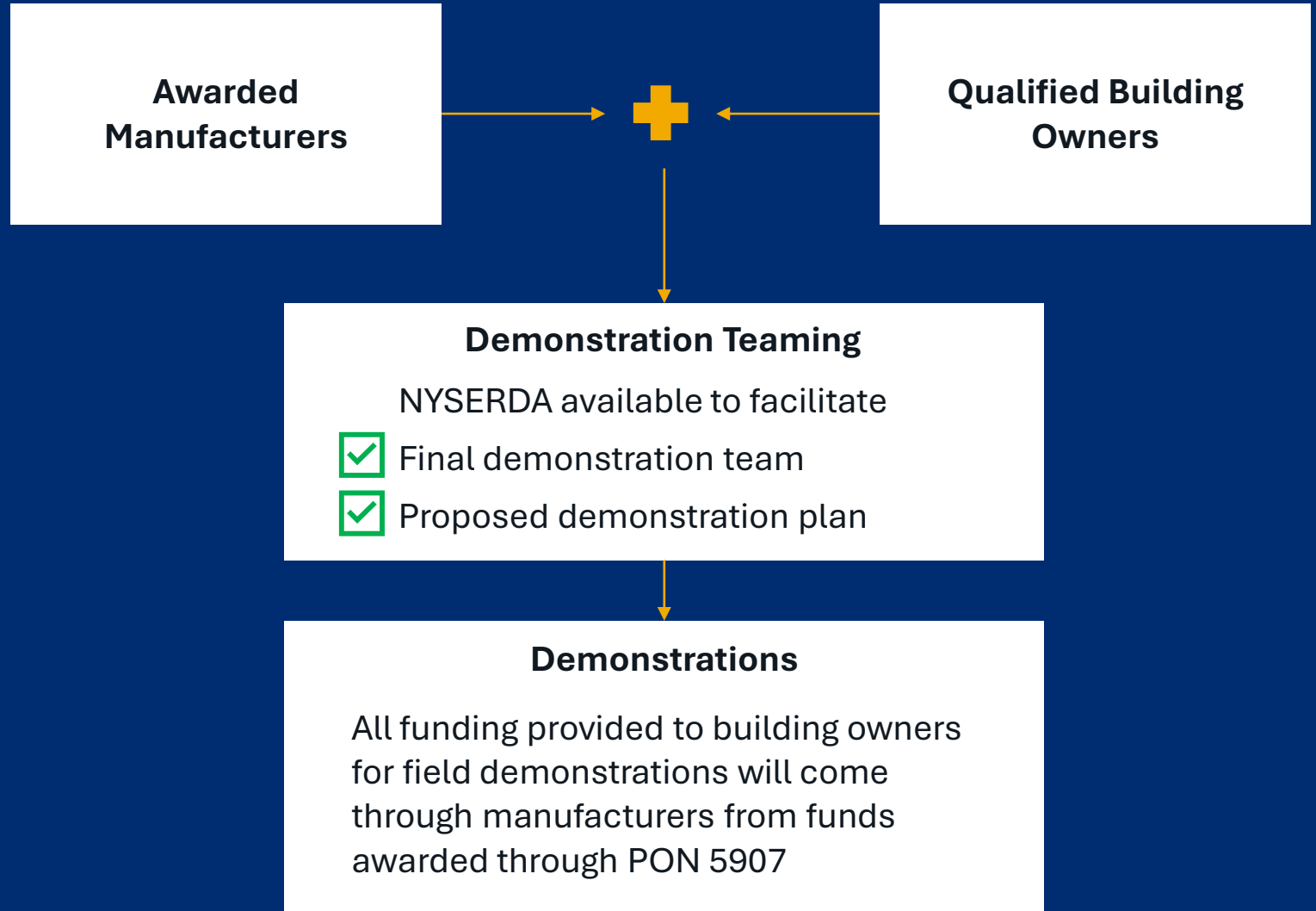
Clean Heat for All: PTHP Program Overview

PON 5907 - **Manufacturers**

- Up to \$1,000,000 in field demonstration funding per awarded product

RFQL 5937 – **Building Owners**

- \$0 - No funding attached
- Qualify potential demonstration sites
- Outline preliminary demonstration project scope



Thank you

Applications due October 30, 2025

Program Contacts

Brett Wieland

PTHPprogram@nyserda.ny.gov

Cody Glavey-Weiss

(518) 862-1090 ext. 3621

Image Credits

Page 1

- Aaron Burson, unsplash.com

Page 7

- [Ptac4less.com](https://ptac4less.com)
- [Ice-air.com](https://ice-air.com)
- [Friedrich.com](https://friedrich.com)

Now

Q3 2025

Q4 2025 -

Q3 2026 – Q2 2027

Manufacturers

Building Owners

PON 5907 Awards
Announced

Product Development

Demonstration Teaming

Field Demonstrations

RFQL 5937 Goes Live

