



Energy Efficiency Case Study

Brought to you by Eversource

Drury Residence Greenfield, Massachusetts

Background

Last year, Travis Drury, an environmental analyst by profession, decided to replace the oil furnace in his home in Greenfield. The 33-year-old furnace produced a noticeable odor of burned oil and only partially heated the 1,480-square-foot house, which was built in 1902. In addition to the home's inefficient heating in the winter, a single small window unit provided the only air conditioning in the summer.

Goal

Travis had three key goals when considering his home's heating system: save money on energy costs, improve heating and cooling efficiency, and reduce his home's carbon footprint. Based on his background working in conservation, Travis knew to explore available programs and resources provided by Eversource.



Highlights

Square feet electrified: **1,480**

Annual CO2 reduction: **43 metric tons**

Estimated annual oil savings: **630 gallons**

Incentive amount: **\$10,000**

Estimated annual cost savings: **\$2,000**

About Mass Save:

Together, we make good happen for Massachusetts. Your local electric and natural gas utilities and energy efficiency service provider are taking strides in energy efficiency: Berkshire Gas, Cape Light Compact, Eversource, Liberty Utilities, National Grid and Unitil. As one, we form Mass Save®, with the common goal of helping residents and businesses across Massachusetts save money and energy, leading our state to a clean and energy efficient future.

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The Solution

After Eversource, a Sponsor of Mass Save®, conducted a Home Energy Assessment, Travis upgraded his home's insulation with 100% of the cost covered by Eversource. He also decided to convert from an oil furnace to a heat pump. Learning more about the process through the energy assessment and reading articles on MassSave.com, Travis began his research in the Mass Save Heat Pump Installer Network and chose to work with Arctic Refrigeration, a local contractor. The conversion to heat pump technology began as soon as Travis approached the end of his existing oil supply. Besides installing the condenser and air handler, Arctic Refrigeration replaced the natural gas water heater with a heat pump water heater. Travis knew it was about time to replace the water heater and chose to install the most energy-efficient type available. This update also provided a means to install air conditioning ducts in the upstairs bedroom ceilings. Travis and his family now experience a more comfortable home with effective year-round heating and cooling solutions.

“We’ve been so happy with the Eversource heat pump program that I’ve become an evangelist about it. I’ve recommended it to neighbors, friends, family, and coworkers. In fact, some coworkers have already installed heat pumps after talking to me. Among my social group, I’ve become ‘the heat pump expert.’”

– Travis Drury, homeowner

The information in this case study is an accurate representation of this customer's experience at the time of publication. Results, including cost savings, from heat pump installation and/or other energy efficiency measures can vary based on each individual customer's situation.

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