

2025 Compressed Air Rebate Application

Commercial & Industrial Program

Ready to get your rebate? Follow these 3 simple steps

This application form is for projects completed between January 1, 2025 and December 31, 2025. For more detailed information, refer to the Terms and Conditions included with this application.

Step #1: Determine if pre-approval is necessary

If your project does not fall into one of these categories noted, proceed to Step #2. If your project requires pre-approval, to ensure that your project is eligible and to reserve funds, please submit a pre-approval application to include:

- Information in Sections 1 3 on page 2
- Completed worksheet(s) that are applicable to your project (found on page 4 and beyond),
- Itemized quote/proposal with model numbers and expected external (third-party) labor costs (if available), and
- Product specification sheets for all equipment to be installed.

Please note:

- All projects are subject to a possible inspection before and/or after work is performed.
- All projects which require pre-approval must receive a reservation letter before equipment is installed.
- If your project does require pre-approval and meets the pre-approval criteria, you will receive a letter indicating that funds have been reserved. Expect your pre-approval reservation letter within 2-4 weeks once all documentation is received.
- The annual customer cap is \$100,000 per meter.

Step #2: Complete your project

Ask your contractor to generate detailed itemized invoices with complete model numbers.

- If your project does not require pre-approval: Following the specifications listed in this application, install your equipment.
- Following the specifications listed in this application, install your equipment within 90 days or by the date indicated on your pre-approval reservation letter. Applications that are not completed within 90 days or by the date indicated on the pre-approval letter are subject to cancellation. Contact a program representative early if you need more time. Requests of an extension must be made in writing. The program manager has the sole authority to grant extension requests.

Step #3: Get your incentive

Once your project is complete, it's time to request your incentive. Within 30 days of project completion, you must submit:

- Payee and W9 Information with signed Customer Certification (Sections 4 6 on page 3),
- Completed or revised incentive application worksheet(s),
- Detailed itemized invoice(s) for equipment and any applicable external labor costs,
- Product specification sheets of equipment for which an incentive is requested, and
- Project completion date.

Once completed paperwork is submitted, your application will be reviewed and processed for payment. Incentive payments are made by check and are usually mailed within four to six weeks.

Submit your documents via:





Does your project need pre-approval?



Yes, if your project includes:

- Custom measures
- Prescriptive incentives totaling more than \$10,000
- All new construction and major renovation projects that have two or more major system replacements (HVAC, lighting, building envelope, controls)



Commercial & Industrial Program

All Applicants: Fill Out Sections 1 - 3. For completed projects not requiring pre-approval, complete Sections 4 - 6 at the same time as Sections 1 - 3.

For Pre-Approval projects: Complete Sections 4 - 6 when project is complete.

Customer Name (as shown on your electric utility bill):			
Customer Mailing Address:	City:	State:	ZIP:
What is the predominant use of the building space where equip Office Retail Warehouse Restaurant Grocer Healthcare facility Agriculture Multi-family Other	ry/Supermarket 🗖 Manufacturing 🗖 Loc		ool: College
How did you learn about the program? BWL Customer Servi Newspaper Radio/Podcast Contractor In Store			nity Event
SECTION 2: Job Site Information Job Site Name (if different than customer name):	Project Contact Person N	Name:	
Project Contact Telephone: ☐ Office Number ☐ Mobile Number	Project Contact Email:		
Job Site Street Address (physical location):	City:	State: MI	ZIP:
BWL Electric Account Number:	What is the project comp	pletion date?	
Project Type: ☐ Existing facility equipment replacement/retrofit	☐ New construction ☐ Major renovati	on 🗖 Addition/expansion	
SECTION 3: Trade Ally (Contractor) Inf Trade Ally Name (or indicate if self install):	formation Trade Ally Contact Person	on Name:	
Trade Ally Telephone:	Contact Email:		
ridde / iiiy Telephone.			

Submit your documents via:







Customer Signature:

2025 Compressed Air Application

Commercial & Industrial Program

Project Competion Date:

All applicants fill out this information. For pre-approved projects, this may be submitted AFTER the project is completed.

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Print Name:	Title:		Date:	
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Hometown Energy Savers® Page 3 Version 08252025

Print Name:



Commercial & Industrial Program

	Measure	Incentive Per Unit	Quantity (Omit commas)	Total Incentive
/aria	ble Speed Drive (VSD) Air Compressor*			
•	Replacement of constant speed air compressor with rotary screw compressor controlled by a variable speed drive (VSD).			
•	Manufacturer specification sheet and/or CAGI sheet for new compressor must be submitted.			
•	Must be a new variable speed screw compressor and supply an air system that operates at least 2,000 hours per year to be eligible.	4400 110	Nominal HP of new	
•	Air compressors purchased or installed for backup or redundant systems do not qualify.	\$100 per HP	compressor:	\$
•	For new VSD compressors only. Adding a VSD to an existing compressor does not qualify.			
•	Limited to one VSD compressor per compressed air system.			
•	System and demand conditions requiring the air compressor to be loaded constantly above 80 percent or constantly loaded below 30 percent are not eligible for this incentive, because these operating conditions may not realize savings from a VSD controlled compressor.			
/aria	ble Displacement Air Compressor*		Nominal	
	For new variable displacement rotary-screw air compressor replacing inlet modulated or load/no-load compressor.	\$35 per HP	HP of new compressor:	\$
•	Compressors purchased or installed for backup or redundant systems are not eligible.			
Γwo-	Stage Rotary Screw Air Compressor*			
	Two-stage rotary screw compressor installed instead of single-stage rotary screw compressor.			
•	Minimum 50 horsepower.	\$20 per HP	Nominal HP of new	\$
	ate modulation method of new compressor: Inlet modulation	\$20 per ne	compressor:	₽
	Variable speed drive			
	Variable displacement			
	Load/no-load			
Refri	gerated Cycling Compressed Air Dryer Replacing Non-cycling*	Thermal Mass \$0.40 per SCFM	SCFM of new dryer:	\$
•	Replace a non-cycling refrigerated air dryer with a cycling refrigerated air dryer of equivalent capacity of one of the three types listed.	Variable Speed \$2 per SCFM	SCFM of new dryer:	\$
	The existing compressed air dryer must run exclusively in non-cycling mode. The new dryer cannot be equipped with a feature that allows it to run in a non-cycling mode. Air system must operate more than 2,000 hours per year to be eligible.	Digital Carell	SCFM of new	
•	All system must operate more than 2,000 hours per year to be engible.	Digital Scroll \$2 per SCFM	dryer:	\$
Refri	gerated Compressed Air Dryer Replacing Desiccant			
	Replace a desiccant-type air dryer with a refrigerated air dryer of equivalent capacity. Air system must operate more than 2,000 hours per year to be eligible.	\$4 per SCFM	SCFM of new dryer:	\$
	Not eligible for new construction.			
leat	-of-Compression Air Dryer*		SCFM of new	
	Waste heat from oil-free air compressor used to regenerate desiccant dryer. Minimum 50 horsepower of connected air compressor(s).	\$4 per SCFM	dryer:	\$
		1	Page Subtotal	4

^{*} Eligible for new construction projects.



Commercial & Industrial Program

Measure	Incentive Per Unit	Quantity (Omit commas)	Total Incentive
	On variable speed drive (VSD) air compressor \$3.50 per SCFM	SCFM of new dryer:	\$
Replace a heatless desiccant air dryer with a blower purge air dryer of equivalent capacity. Air system must operate more than 2,000 hours per year to be eligible.	On variable displacement air compressor \$3.50 per SCFM	SCFM of new dryer:	\$
	On load/no-load air compressor \$3.50 per SCFM	SCFM of new dryer:	\$
 Point Sensor Control for Desiccant Dryer* Available for the addition of dew point controlled regeneration for a desiccant compressed air dryer. For retrofit on existing dryer or an option on a new dryer. 	\$5 per SCFM	SCFM of dryer:	\$
ir Compressor Outdoor Air Intake* Available for systems where existing air compressor(s) current air inlet comes from the ambient conditioned (heated) space, and this is replaced with a permanently hard ducted air inlet directly from the outside all the way to the compressor's intake.	\$8 per HP	Nominal HP of compressor:	\$
Backup compressors do not qualify for this incentive. Processor Drop Air Filter*			
 ow Pressure Drop Air Filter* Replace standard coalescing compressed air filter with low pressure drop filter of the "mist eliminator" style. 	\$5 per HP	Nominal HP of connected	\$
■ New filter must have a pressure loss at rated flow up to 1 psi when new and up to 3 psi at element change.		compressor(s):	
compressed Air Pressure Flow Controller*			
 Pressure flow controller must be installed downstream from the air storage receiver tank on a main pressure header. 	\$5.50 per HP	Nominal HP of connected	\$
 The actual air compressor discharge pressure set-point must be reduced by at least 5 psig (example: 110 psig reduced to 105 psig). 		compressor(s):	·
Minimum 50 horsepower of connected air compressor(s). 27 Loss Condensets Drain*			
 Condensate Drain* Condensate drain being replaced must be a timed drain or manually opened drain. Replacement drain must be "no loss"—it must continuously measure the presence of condensate and purge it only when necessary and only long enough as to prevent the unintentional purging of compressed air. Manual drains, timed drains, and electronic solenoid valve drains are not eligible. 	\$150 per drain		\$
lectric Tool Replacing Pneumatic Air Tool			
■ Existing pneumatic hand tool must be replaced with an electric (i.e. 120V AC corded or ≥12V cordless) hand tool. To avoid leaks, the compressed air branch pipe serving the pneumatic hand tool that will be replaced must be permanently removed.	Electric Tool with Cord: \$100 each		\$
The hand tool must be used in an environment where the tool operates at least 400 hours per year.			
Pneumatic hand tools that qualify for this measure include: die grinder, air disc sander, impact wrench, belt sander, hammer, air drill, and other pneumatic tools that use more than 15 cfm per tool.	Cordless Electric Tool: \$60 each		\$
■ Not eligible for new construction.			
		Page Subtotal	\$

^{*} Eligible for new construction projects.



Commercial & Industrial Program

N	1 easure	Incentive Per Unit	Quantity (Omit commas)	Total Incentive		
pipes.		\$450 per blower HP	Blowers HP of blower	\$		
Compressed Air Engineered Nozzle for Blow-off ■ Nozzle must replace simple open tube assembly connected to a compressed air system. ■ Orifice size of open tube assembly being upgraded must be between 1/8 inch and ½ inch in diameter. ■ Usage of the nozzle in machine-mounted applications must be 1,000 hours per year or greater. ■ "Trigger time" usage in hand-held air gun applications must be 500 hours per year or greater. Estimated annual hours of nozzle use for machine-mounted applications:		\$150 per nozzle	Mounted nozzles Hand-held air gun nozzles	\$		
Compressed Air Storage Tank* For the installation of compressed	Existing: ≤1 gal/cfm to new ≥ 3 gal/cfm	\$50 per HP	Nominal HP of connected trim compressor	\$		
air storage tank to prevent short- cycling and/or reduce the need for compressor(s) to react to every demand event.	Existing: ≤ 3 gal/cfm to new ≥ 5 gal/cfm	\$25 per HP	Nominal HP of connected trim compressor	\$		
 Replacement of existing end of life storage tank with same size or smaller tank is not eligible. 	Existing: ≤ 5 gal/cfm to new ≥ 10 gal/cfm	\$25 per HP	Nominal HP of connected trim compressor	\$		
			Page Subtotal	\$		

^{*}Eligible for new construction projects.



Commercial & Industrial Program

Compressed Air System Energy Audit and Leak Reduction

Incentives are available for compressed air system leak detection and repair, or for compressed air energy audits with leak detection and repair.

- Applicant must choose one incentive or the other; they may not be combined.
- Incentive available no more than once in a 12-month period.
- Eligible compressed air systems must be electrically driven, have a rated capacity of at least 10 horsepower (excluding backup and non-production compressors), and have an annual runtime of at least 2,000 hours (excluding backup).
- Eligible projects qualify for the prescriptive dollar amount per combined installed horsepower (excluding backup or redundant), with a maximum incentive amount of \$20,000 or 100% of project cost, whichever is less. If the auditor is receiving the incentive payment, and the incentive covers 100% of the project cost, an invoice must be sent to the customer with line items showing the actual project cost, the utility incentive deduction, and a zero balance. A copy of the invoice must also be submitted with the incentive application.
- Leak detection and audit must be completed by an independent contractor chosen by the customer. Leaks may be repaired by either the contractor or customer.
- Submit evidence of the compressed air leaks and leak repairs utilizing a leak detection report spreadsheet detailing:
 - » Date of inspection
 - » Each leak location with description of the problem
 - » Estimated size of leak by volume (SCFM)
 - » Date repair completed
- Verify completed repairs with copies of repair tickets, itemized work orders, and/or photos.
- Submit a copy of an itemized invoice for material and labor.
- To qualify for either incentive, a minimum of 50% of leaks by CFM documented in leak detection report must be repaired.
- To qualify for the compressed air system energy audit incentive, the auditor must submit the following in addition to the leak detection report:
 - » Average annual hours of system operation
 - » Description of each air compressor, including full load CFM, full load kW, rated pressure, control mechanism, manufacturer, and model number.
 - » On-site data collection of system operation parameters including power, pressure and CFM for a minimum of seven (7) days.
 - » Written report presenting audit findings, including detailed recommendations and measures for compressed air system efficiency improvement and potential energy and cost savings.

Leak Information
SCFM of leaks detected:
SCFM of leaks repaired:

Measure	Description	System Type	Horsepower (Omit commas)	Incentive Rate	Total (Total Incentive: Calculated amount, \$20,000, or 100% of project cost, whichever is smallest)
Compressed Air Leak Detection and Repair	Compressed Air Leak Detection AND Repair of ≥50% of Documented Leak CFM	Does the compressed air system include a - VSD compressor? - Yes - No	System HP (excluding backup compressors):	\$20 per HP	\$
Compressed Air System Energy Audit with Leak Detection and Repair	Compressed Air System Energy Audit AND Leak Detection AND Repair of ≥50% of Documented Leak CFM		System HP (excluding backup compressors):	\$30 per HP	\$

\$ Page Subtotal					
\$ t Requested	Total Amoun				



Commercial & Industrial Program

Terms and Conditions

- 1. Eligibility: These incentives are offered by the Lansing Board of Water & Light (BWL) under the Hometown Energy Savers Program to eligible commercial and industrial electric customers in good standing within the BWL service territory installing energy efficient equipment which results in a permanent reduction in electrical energy usage (kWh). This application form is for facilities with a commercial or industrial electric meter or rate code. For questions regarding eligibility, call (800) 573-3503.
- 2. Incentive Offer: Energy efficient equipment eligible for incentives from the BWL must be installed and operational by December 31, 2025. Pre-approval is required for all custom projects, and for prescriptive projects with an expected incentive value over the specified amount on the application. For projects requiring pre-approval, the applicant has 90 days or the date indicated on the pre-approval reservation letter to complete the project and submit final documentation. Applications that are not completed within 90 days or the date indicated on the pre-approval letter are subject to cancellation. Additionally, invoice(s) and other required final project documentation and program forms related to the project must be accurately completed and submitted to Hometown Energy Savers within 30 calendar days of installation (project completion) and no later than December 31, 2025. The BWL reserves the right to request additional supporting documentation as deemed necessary to ensure measure eligibility and verify that the expected energy savings will occur. Any customer who submits an incomplete application will be notified of deficiencies upon review of the application; the application will not be processed until all information is received. Please keep a copy for your records. Incentives are calculated based on program incentive rates and shall not exceed 100% of the total project cost, including materials, sales tax, external (third-party) labor, permits, equipment rental, and disposal. Internal labor (e.g., non-contracted labor) may not be included in the cost of the project. Program incentives are offered until approved funds are exhausted or December 31 of each program year, whichever comes first.
- **3. Project Documentation Requirements:** Customers will have to provide the BWL with the documentation as listed in the instructions. If Customer does not provide the required project documents to the BWL at pre-approval and verification stages, the project may be disqualified from the program. The project may also be disqualified if pre-approval is not received, unless otherwise noted on the application. By participating in the program, the customer acknowledges and understands that it is necessary for the BWL to store, use and share the information contained in this application, as well as information collected in connection with this project. Through participation the customer authorizes the BWL to collect, store and consider customer data for its internal and program purposes and to share the customer data with third-party vendors/contractors who are doing work on the BWL's behalf.
- 4. Energy Efficiency Improvement Qualifications: Savings resulting from peak shaving, demand limiting, power generation, renewable energy (including solar PV and wind), or operating schedule changes does not qualify. To qualify, lighting equipment must have a planned minimum usage of 1,800 hours per year. Non-lighting equipment must have a planned minimum usage of 1,500 hours per year unless otherwise specified. If Customer's equipment does not meet required usage hours per year, an incentive may not be offered, except for equipment incentivized under the Custom program offering. All removed materials, including lamps and ballasts, must be permanently taken out of service, and disposed of in accordance with local codes and ordinances. Resale of replaced equipment is expressly forbidden. If Customer has questions or concerns about above qualifications, Customer may contact Hometown Energy Savers to discuss.
- **5. Incentive Limit:** Prescriptive project applications may receive or cumulate a maximum of \$100,000 in incentives per electric meter each calendar year. Project incentives cannot exceed the project cost but also shall not exceed the incentives set by the BWL for each measure on the application Worksheet(s). Maximum incentive awards for Custom projects are \$100,000 per electric meter each calendar year and are limited to 100% of the total project cost. A total annual customer cap of \$250,000 is applied to any one customer per calendar year, cumulating both custom and prescriptive applications if applicable as long as funds are available.

6. Compliance:

- All projects must comply with applicable federal, state, and local laws.
- All equipment must be new or retrofitted with new components.
- The purchase and installation of used or refurbished equipment is not eligible for incentives
- Existing equipment replaced with new equipment must be removed and/or permanently disconnected.
- Equipment must meet specification requirements as defined in application Worksheets and Equipment Guidelines.
- Customers may submit multiple projects in a calendar year; however, the incentive totals may not exceed the annual incentive cap without utility authorization.
- 7. Payment: Approved Final Applications usually receive payment within 4-6 weeks of signed payment approval. Incentive payments are made by check and may arrive in multiple checks. Incomplete applications will either delay payments or result in denial of application approval. The BWL reserves the right to refuse payment and disquallify Customer from participating in the program if the customer or their contractor violates any program Terms and Conditions. The qualified equipment must be installed and operating for the rated life of the product(s) or for a period of three (3) years from receipt of incentive, whichever is longer. If the qualified equipment is removed or replaced with less efficient equipment, or if Customer ceases to be a customer of the BWL during the three (3) years, Customer shall refund a prorated amount of incentive dollars based on the time installed within thirty (30) days of receipt of notice from the BWL.

- **8. Inspection:** Hometown Energy Savers staff may conduct inspection(s) of the project site to survey existing conditions and/or verify installation of new equipment prior to approval of incentive award.
- **9. Publicity:** The BWL reserves the right to publicize Customer's participation in this program unless Customer specifically requests in writing otherwise. Send opt-out requests to hometown@slipstreaminc.org.
- **10. Program Discretion:** Incentives are available on a first-come, first-served basis. Incentive amounts and offerings are subject to change and/or termination without notice and at the discretion of the BWL.
- **11. Logo Use:** Customers or trade allies may not use the Hometown Energy Savers or the BWL name or logo in any marketing, advertising, or promotional material without written permission. Send requests to hometown@slipstreaminc.org.

12. Disclaimers: The BWL:

- does not endorse any particular manufacturer, product, labor, or system design by offering this program.
- is not responsible for any tax liability imposed on the customer as a result of the payment of incentives. The BWL is tax exempt; Federal ID #38-600577.
- does not expressly or implicitly warrant the performance or energy savings of installed equipment or contractor's quality of work (contact your contractor for detailed warranties).
- is not responsible for the proper disposal/recycling of any waste generated as a result of this project.
- is not liable for any damage caused by the installation of the equipment and/or for any damage caused by the malfunction of the installed equipment.
- is not responsible for items (incentive applications, supporting documentation, and/ or incentive checks) lost or damaged in the mail.
- nor its consultants, contractors and/or subcontractors, shall have any responsibility
 for the discovery, presence, handling, removal, disposal of, or exposure to
 hazardous materials of any kind in connection with customer's facility, including
 without limitation, asbestos, asbestos products, PCBs, or any other toxic
 substances.
- 13. Indemnification: Customer shall, to the fullest extent permitted by law, indemnify and hold harmless the BWL and the City of Lansing, and their officers, agents, and employees harmless from and against all losses and litigation expenses arising out of or resulting from the performance of work hereunder and caused, in whole or part, by any act or omission of Contractor. The BWL shall further be entitled to all cost (which include both internal and external) incurred in the process of enforcing this or any other provision under this Agreement. This provision is not intended and is not to be construed as a waiver of the defense of governmental immunity otherwise available nor is it intended to grant third party beneficiary status to any person or entity.
- **14. Governing Law:** This agreement shall be exclusively governed by and interpreted in accordance with the laws of the State of Michigan. Any litigation between the parties shall be prosecuted only in the state or federal courts located in Ingham County, Michigan.
- **15. Intellectual Property:** No rights in copyright, patents, trademarks, trade secrets, or other intellectual property are granted to Contractor and/or Subcontractor except as expressly provided under these Terms. Contractor and/or Subcontractor will not register or use any mark and/or internet domain name that contains any BWL intellectual property.
- 16. Trade Ally Information: The term "trade ally" refers to the company/contractor who provides or installs equipment for a customer who is seeking a program incentive. If the project was completed by more than one trade ally (example: equipment was purchased from one trade ally but installed by another trade ally) and the incentive is being paid to the utility customer, please enter the information of the trade ally who installed the equipment in the Trade Ally (Contractor) Information section on the application. The utility customer may authorize payment of the incentive directly to the trade ally or other third-party payee in Section 4. If the trade ally or other third-party is to be the payee, they must either complete Section 5 or submit an IRS Form W-9. Trade allies participating in the program must adhere to standards of acceptable behavior and performance. A violation of these standards could result in removal from the program. Should an alleged violation occur, the trade ally will be contacted.
- 17. Non-disclosure: The Hometown Energy Savers program agrees not to disclose project information, such as pricing, proprietary equipment specifications, or other intellectual property. Such information will be used by program staff only for the purpose of validating and fulfilling incentive applications. Such information will not be shared outside of the program.
- **18. Delivery:** Applications must be delivered via email to hometown@slipstreaminc.org or via fax to (608) 646-7682.