

# Ready to start your project? Follow these 3 simple steps.

## Step #1: Request pre-approval

To ensure that your project is eligible and to reserve funds, please submit the:

- Pre-Approval Agreement** (found on page 2 of this application), completed and signed,
- Completed worksheet(s) that are applicable to your project (found on pages 4-13),
- Itemized quote/proposal with model numbers from your contractor, and
- New product specification sheets.

Please note:

- All projects are subject to inspection before and/or after work is performed.
- All projects must receive a reservation letter before work can be performed.
- Expect your reservation letter in 2-4 weeks once all documentation is received.
- For new construction projects please refer to the new construction application.

## Step #2: Complete your project

If your project meets the pre-approval criteria, you will receive a letter indicating that funds have been reserved. Following the specifications listed in this application, install your equipment within 90 days. Applications that are not completed within 90 days from the date on the acceptance letter are subject to cancellation. All equipment must be installed and operational within 90 days of the date on the acceptance letter or by November 30, 2021, whichever date comes first.

## 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:

- The **Payment Approval Agreement** (found on page 3 of this application), completed and signed,
- The itemized invoice(s) for materials and any applicable external labor costs,
- Revised worksheet if applicable.

You can submit  
your documents  
one of three ways...

**ONLINE**  
hometownenergysavers.com

**FAX**  
517-203-0658

**EMAIL**  
hometown@franklinenergy.com

**Have questions?** Call 517-316-7859



# 2021 Commercial & Industrial Program

## Pre-Approval Agreement

### Pre-Approval Agreement – Step #1

Please complete and submit this page, along with the appropriate worksheet(s) and quotes with model numbers from your contractor, ***before you begin your project.*** If you plan to install the equipment yourself (as opposed to hiring a contractor to do so), please submit a quote/proposal for the cost of the equipment from a supplier or distributor. If your project meets the pre-approval criteria, you will receive a letter indicating the funds have been reserved. You can then proceed with completing your project, as described in Step #2.

Name of Business		Phone	Email	
Mailing Address		City	State	ZIP Code
Installation Address		City	State	ZIP Code
Annual Hours of Operation	BWL Electric Account #		Taxpayer ID # (FEIN or Payee)	
<b>Building Use (Please Check One):</b> <input type="checkbox"/> Office <input type="checkbox"/> Retail <input type="checkbox"/> Warehouse <input type="checkbox"/> Restaurant <input type="checkbox"/> Grocery Store/Supermarket <input type="checkbox"/> New Construction <input type="checkbox"/> Manufacturing <input type="checkbox"/> Lodging <input type="checkbox"/> School (K-12) <input type="checkbox"/> School (College) <input type="checkbox"/> Healthcare Facility <input type="checkbox"/> Other/Miscellaneous				
How did you learn about the program? <input type="checkbox"/> My Utility <input type="checkbox"/> Utility Website <input type="checkbox"/> Mail/Bill Insert <input type="checkbox"/> Event <input type="checkbox"/> Contractor <input type="checkbox"/> Newspaper <input type="checkbox"/> Online				
Name of Supplier/Distributor		Contact Name		
Name of Installing Contractor		Contact Name		
Address		City	State	ZIP Code
Contractor Phone		Contractor Email		
<b>Certifications and Signature</b> I hereby certify that: 1. The information contained in this application is accurate and complete. 2. All rules of this incentive application have been followed. 3. I have read and understand the Terms and Conditions included with this document. I agree to verification of equipment installation which may include a site inspection by a program or utility representative. I understand that I am not allowed to receive more than one incentive from this program on any piece of equipment. I hereby agree to indemnify, hold harmless and release the utility from any actions or claims in regard to the installation, operation and disposal of equipment (and related materials) covered herein, including liability from any incidental or consequential damages.				
Customer Signature			Date Submitted	
Print Customer Name			Estimated Completion Date	

*You can submit your documents one of three ways...*

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517-203-0658

**EMAIL**  
hometown@franklinenergy.com



# 2021 Commercial & Industrial Program

## Payment Approval Agreement

### Payment Approval Agreement – Step #3

Please complete and submit this page, along with your itemized invoice(s), within 30 days of project completion.

Name of Business			
Total Project Cost		Total Incentives Requested	Pre-Approval Incentive Amount
Mailing Address		City	State
			ZIP Code
Installation Address		City	State
			ZIP Code
Print Name	Date	Installation Completion Date	
<p><b>Certifications and Signature</b>            I certify that I am an eligible Lansing Board of Water &amp; Light (BW&amp;L) electric utility customer and that the efficiency measures in this application were installed in this facility in 2021. I certify that I have read and complied with the Terms and Conditions of this application. By submitting this application, I understand that this facility may be inspected by employees or contractors/subcontractors of the BWL to verify installation of any and all measures applied for in this application and that the project follows all program guidelines.</p>			
Customer Signature (Must Be Same Person Who Signed Pre-Approval Agreement)			

**OPTIONAL: Complete section below ONLY if incentive is to be paid to a third-party other than the customer.**

Make Payable To		Contact Name	Contact Phone
Mailing Address		City	State
			ZIP Code
Taxpayer ID # (FEIN or Payee)		Tax Status (Please Check One):	
		<input type="checkbox"/> Corporation <input type="checkbox"/> Tax Exempt <input type="checkbox"/> Individual <input type="checkbox"/> Other:	
<p><b>Certifications and Signature</b>            I am authorizing the payment of the incentive to the third party named above, and I understand that I will not be receiving the incentive payment. I also understand that my release to a third party does not exempt me from the program requirements outlined in the Terms and Conditions.</p>			
Customer Signature (Must Be Same Person Who Signed Pre-Approval Agreement)			

Customer Signature (Must Be Same Person Who Signed Pre-Approval Agreement)		
Signature	Print Name	Date

I certify that I have read and complied with the Terms and Conditions of this application.

Third Party Rebate Recipient Signature

Signature	Print Name	Date
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*You can submit your documents one of three ways...*

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 hometown@franklinenergy.com

### Prescriptive Lighting Worksheet (one-for-one unit replacement)

All lighting projects are required to comply with the IESNA recommended lighting levels or local code.

Measure	Specs	Quantity	\$ / Unit	Total
<b>Screw-In Lamps</b>				
CFL (less than 30W)	Replace an incandescent lamp with ENERGY STAR® CFL.		\$1 / Lamp	
CFL (between 30W and 115W)				
Specialty CFL (Dimmable, 3-Way, Flood)				
LED Lamp replacement screw base CFL	Replace CFL with ENERGY STAR LED.			
LED A Series (replacing incandescent)	Replace an incandescent lamp with ENERGY STAR LED.		\$2 / Lamp	
LED Decorative (replacing incandescent)			\$4 / Lamp	
LED MR16 Lamp (less than 10W)			\$4 / Lamp	
LED PAR/BR Lamp			\$5 / Lamp	
<b>Interior Fixtures</b>				
LED Downlight Fixture	Replace incandescent lamped fixture with ENERGY STAR LED fixture.		\$20 / Fixture	
LED Exit Signs	Replacement or retrofit of an incandescent or fluorescent exit sign with LED.		\$13 / Fixture	

### Standard Wattage Tables

Fixture	Wattage
HID 50W	61
HID 70W	89
HID 100W	120
HID 150W	174
HID 175W	194
HID 200W	230
HID 250W	290
HID 400W	455
HID 750W	850
HID 1000W	1080

Existing 4 Foot Linear Fluorescent Fixtures					
	T8 F32	T12 F40 34W Mag	T12 F48 40W Mag	T5 F28	T5 F54 HO
1 Lamp	30	43	51	33	59
2 Lamp	59	72	82	63	117
3 Lamp	88	115	133	96	179
4 Lamp	115	144	164	126	234
6 Lamp	162	216	266	192	351
8 Lamp	230	288	328	252	468
10 Lamp	295	360	410	315	585
12 Lamp	345	460	492	384	702

Existing 8 Foot Linear Fluorescent Fixtures				
	T12 Mag (60W lamp)	T12 Mag STD (75W lamp)	T12 Mag (95W lamp)	T12 HO Mag STD (110W lamp)
1 Lamp	75	-	112	-
2 Lamp	128	173	227	257

Existing U Lamp Fixtures		
	T8 FU32	T12 FU40
1 Lamp	29	43
2 Lamp	55	72
3 Lamp	81	115

Existing 2 Foot Fluorescent Fixture		
	T8 F17	T12 F20
1 Lamp	18	25
2 Lamp	33	50
3 Lamp	47	71
4 Lamp	59	100

**Pre-Approval Not Required**  
note indicated areas

<b>Lighting Worksheet Incentive Subtotal, page 4:</b>	<b>\$</b>
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Lighting Worksheet continues on page 5.

### Lighting Worksheet, continued

All lighting projects are required to comply with the IESNA recommended lighting levels or local code.

Interior Linear Fluorescent Lighting - Non-High Bay			
Incentives are eligible for replacement of interior linear fluorescent fixtures/retrofits. <b>Incentive is \$0.07/kWh for LED.</b> All new fixtures and retrofits must be ENERGY STAR or DLC. <b>Use wattage listed on ENERGY STAR or DLC sites for proposed fixture or lamps.</b>			
Existing Fixture:	Watts/Fixture:	Quantity:	
Proposed Fixture:	Watts/Fixture:	Quantity:	
Total:	Annual Operating Hours:		
	Watts Saved:	kWh Saved:	Incentive:
Existing Fixture:	Watts/Fixture:	Quantity:	
Proposed Fixture:	Watts/Fixture:	Quantity:	
Total:	Annual Operating Hours:		
	Watts Saved:	kWh Saved:	Incentive:

Interior Linear Fluorescent Lighting - Non-High Bay			
Incentives are eligible for replacement of interior linear fluorescent fixtures/retrofits. <b>Incentive is \$0.07/kWh for LED.</b> All new fixtures and retrofits must be ENERGY STAR or DLC. <b>Use wattage listed on ENERGY STAR or DLC sites for proposed fixture or lamps.</b>			
Existing Fixture:	Watts/Fixture:	Quantity:	
Proposed Fixture:	Watts/Fixture:	Quantity:	
Total:	Annual Operating Hours:		
	Watts Saved:	kWh Saved:	Incentive:
Existing Fixture:	Watts/Fixture:	Quantity:	
Proposed Fixture:	Watts/Fixture:	Quantity:	
Total:	Annual Operating Hours:		
	Watts Saved:	kWh Saved:	Incentive:

Interior Linear Fluorescent Lighting - Non-High Bay			
Incentives are eligible for replacement of interior linear fluorescent fixtures/retrofits. <b>Incentive is \$0.07/kWh for LED.</b> All new fixtures and retrofits must be ENERGY STAR or DLC. <b>Use wattage listed on ENERGY STAR or DLC sites for proposed fixture or lamps.</b>			
Existing Fixture:	Watts/Fixture:	Quantity:	
Proposed Fixture:	Watts/Fixture:	Quantity:	
Total:	Annual Operating Hours:		
	Watts Saved:	kWh Saved:	Incentive:
Existing Fixture:	Watts/Fixture:	Quantity:	
Proposed Fixture:	Watts/Fixture:	Quantity:	
Total:	Annual Operating Hours:		
	Watts Saved:	kWh Saved:	Incentive:

<b>Lighting Worksheet Incentive Subtotal, page 5:</b>	<b>\$</b>
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Lighting Worksheet continues on page 6.

### Lighting Worksheet, continued

All lighting projects are required to comply with the IESNA recommended lighting levels or local code.

Interior Lighting – All High Bay Lighting, 15 feet and above for ceiling height		
Incentives are eligible for replacing High Bay Fixtures with interior High Bay Linear Fluorescent (T5/T8), Induction or LED. Existing wattages used must come off of the Standard Wattage Table on page 4. <b>Incentive is \$0.30 per watt reduced. All new fixtures and retrofits must be DLC.</b> <b><i>Use wattage listed on DLC sites for proposed fixture or lamps.</i></b>		
Existing Fixture:	Watts/Fixture:	Quantity:
Proposed Fixture:	Watts/Fixture:	Quantity:
<b>Total:</b>	<b>Watts Saved:</b>	<b>Incentive:</b>
Existing Fixture:	Watts/Fixture:	Quantity:
Proposed Fixture:	Watts/Fixture:	Quantity:
<b>Total:</b>	<b>Watts Saved:</b>	<b>Incentive:</b>
Existing Fixture:	Watts/Fixture:	Quantity:
Proposed Fixture:	Watts/Fixture:	Quantity:
<b>Total:</b>	<b>Watts Saved:</b>	<b>Incentive:</b>
Existing Fixture:	Watts/Fixture:	Quantity:
Proposed Fixture:	Watts/Fixture:	Quantity:
<b>Total:</b>	<b>Watts Saved:</b>	<b>Incentive:</b>

Exterior Lighting		
Incentives are eligible for the replacement or retrofit of an exterior fixture with an induction, LED, or T8/T5 linear fluorescent fixtures which have a reduced input wattage of at least 40%. Incentives are per fixture and are based on the nominal lamp wattage of the original fixture. Incentive is for fixtures that operate less than 24 hours per day. Existing wattages must come off of the Standard Wattage Table on page 4. <b>Incentive is \$0.25 per watt reduced.</b> <b><i>All new fixtures and retrofits must be DLC. Use wattage listed on DLC sites for proposed fixture or lamps.</i></b>		
Existing Fixture:	Watts/Fixture:	Quantity:
Proposed Fixture:	Watts/Fixture:	Quantity:
<b>Total:</b>	<b>Watts Saved:</b>	<b>Incentive:</b>
Existing Fixture:	Watts/Fixture:	Quantity:
Proposed Fixture:	Watts/Fixture:	Quantity:
<b>Total:</b>	<b>Watts Saved:</b>	<b>Incentive:</b>
Existing Fixture:	Watts/Fixture:	Quantity:
Proposed Fixture:	Watts/Fixture:	Quantity:
<b>Total:</b>	<b>Watts Saved:</b>	<b>Incentive:</b>
Existing Fixture:	Watts/Fixture:	Quantity:
Proposed Fixture:	Watts/Fixture:	Quantity:
<b>Total:</b>	<b>Watts Saved:</b>	<b>Incentive:</b>


<b>Lighting Worksheet Incentive Subtotal, page 6:</b>	\$
<b>Lighting Worksheet Incentive TOTAL (pages 4-6):</b>	\$

### Controls Worksheet

Measure	Specifications	Quantity	\$ / Unit	Total
<b>HVAC Controls</b>				
Building Temperature Controls	Must control central AC and replace a non-programmable building management system. The new system must offer time of day controls and a minimum temperature setback of 8 degrees (heating/cooling).		\$45 / 1,000 sq ft	
Optimized Snow Melt Controls	Snow melt system must shut down completely when no precipitation is present. Controller must monitor forecasts and raise the slab temperature to 32 deg F eight hours before expected precipitation. A Slab moisture sensor must be used to signal controller to raise slab temperature to 40 degrees F when precipitation is present.		\$9 / 1,000 sq ft	
Occupancy Sensor Control for HVAC	Installation of new controls to an existing EMS system which automatically switched the HVAC system to occupied and unoccupied mode based on occupancy sensors. Provide wiring schematic at the time of submitting pre-approval.		\$30 / 1,000 sq ft	
Constant Volume AHU to VAV	Converting constant volume air handling system to a variable air volume. Must have reheat and supply at least four zones.		\$450 / 1,000 sq ft	
Air Side Economizer	Available for air handling units supplying air conditioning which have inoperable economizer controls.		\$10 / 1,000 sq ft	
Critical Zone Reset Control	Available for existing VAV air handling systems which add critical zone reset (static pressure reset) controls. At a minimum, airflow at each VAV box must be monitored and adjust control sequences must be in accordance to ASHRAE 90.1.		\$20 / 1,000 sq ft	
Hotel GREM Controls – A/C with Electric Heat	For sensors which automatically control HVAC equipment. Incentive is for new controls only and is offered per room installed.		\$65 / Unit	
Hotel GREM Controls – A/C with Gas Heat			\$10 / Unit	
<b>Lighting Controls</b>				
Interior Occupancy Sensors which control ≤ 500W	Sensors which automatically turn lights on when occupancy is detected and automatically turn lights off when no movement is detected after a set length of time. Cannot be used in conjunction with instant start ballast.		\$20 / Sensor	
Interior Occupancy Sensors which control > 500W			\$50 / Sensor	
Exterior Occupancy Sensors with Daylight Sensor	Sensors which automatically turn lights on when occupancy is detected and automatically turn lights off when no movement is detected after a set length of time.		\$20 / Sensor	
Interior Daylight Harvesting Sensor	The controls can be on/off, stepped or dimming and must vary the light output based on the level of sunlight received. The floor plan and control schedule must be submitted. Cannot be used with occupancy sensor.		\$0.09 / sq ft	
Network Lighting Controls	For systems that utilize building automation to control the lights based on a set schedule. Incentive for occupancy sensors or daylight sensor controls cannot be received on the same fixtures. Control schedule and floor plans must be submitted.		\$0.06 / sq ft	
Network Power Management Software	New installation must allow centralized control at the server level of the power management settings (sleep mode and shutdown) of desktop computers on a distributed network and must report energy savings.		\$8 / PC Controlled	

**Controls Worksheet Incentive TOTAL: \$**

### Compressed Air Worksheet

Measure	Specs	Quantity	\$ / Unit	Total
<b>Compressed Air Equipment</b>				
VSD Air Compressor (< 301 HP)	Replacement of constant speed compressor with rotary screw compressor controlled by a VSD.		\$150 / HP	
Refrigerated Cycling Thermal Mass Air Dryer	Available for replacing a non-cycling refrigerated air dryer with a cycling refrigerated dryer of equal capacity.		\$2 / SCFM	
Variable Speed Air Dryer			\$2 / SCFM	
Dew-Point Sensor Control for Desiccant Dryer	Available for replacing a desiccant dryer without a dew point sensor with a desiccant dryer with a dew point sensor.		\$5 / SCFM	
 Engineered Nozzles	A new compressed air nozzle installed on an open pipe or tube.		\$150 / Nozzle	
Flow Controller	The actual air compressor discharge pressure set point must be reduced by 5 psig, must be a minimum of 50 horsepower.		\$10.00 / HP	
Variable Displacement Air Compressor	New variable displacement screw compressor replacing a screw compressor with modulating or load/no load control.		\$35 / HP	
Desiccant to Refrigerated Air Dryer	New externally heated or blower purge air dryer replacing a desiccant dryer. Not allowed on inlet modulating compressors.		\$4 / SCFM	
Heat of Compression Air Dryer	Waste heat from oil-free air compressor used to regenerate desiccant dryer.		\$4 / SCFM	
Compressed Air Storage Tank	Existing: ≤ 1 gal/cfm to new ≥ 3 gal/cfm		\$50 / HP	
	Existing: ≤ 3 gal/cfm to new ≥ 5 gal/cfm		\$50 / HP	
	Existing: ≤ 5 gal/cfm to new ≥ 10 gal/cfm		\$30 / HP	
Air Compressor Outside Air Intake	Ducted outside air must provide compressed air supply.		\$8.50 / HP	
Low Pressure Drop Air Filters for Compressed Air	New low pressure drop filter (PSID ≤ 1 initial differential) replacing a standard coalescing filter.		\$5 / HP	
No-loss Drains – Compressed Air	Replacing manual or timer drains.		\$150 / Drain	

Measure	Specs	Quantity	\$ / Unit	Total
<b>Compressed Air Energy Audit and Leak Reduction</b>				
<p>Incentives are available for the repair of a minimum of 50% of leaks by CFM documented in a leak audit of a compressed air system which was performed by a qualified, independent contractor. Customer or contractor can repair the leaks. <b>Pre-approval is required prior to repairing leaks.</b></p> <p style="text-align: center;"><b>To qualify for pre-approval:</b></p> <p>Submit evidence of the compressed air audit leaks utilizing a spreadsheet detailing:</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Date of inspection.</li> <li><input type="checkbox"/> The leak locations.</li> <li><input type="checkbox"/> Estimated size of leak by volume (SCFM).</li> <li><input type="checkbox"/> Secure a tag at each leak location stating data above.</li> <li><input type="checkbox"/> A pre-inspection may be required by a BWL advisor.</li> <li><input type="checkbox"/> Upon pre-approval, a reservation letter stating the incentive amount will be sent to the customer and trade ally. The leaks can then be fixed.</li> </ul> <p style="text-align: center;"><b>To receive incentive payment:</b></p> <p>Submit payment form, invoice and evidence of the compressed air leaks utilizing a spreadsheet and notes on tags detailing:</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Date of repair.</li> <li><input type="checkbox"/> The leak locations.</li> <li><input type="checkbox"/> Name of person who completed the repair.</li> <li><input type="checkbox"/> Leave updated tags in place for up to 30 days or until post inspection is performed.</li> </ul>				
Compressed Air Leak Audit <b>AND</b> Repair of 50% of Documented Leaks by Volume	<input type="checkbox"/> VSD <input type="checkbox"/> Non-VSD		\$15 / HP	

 **Pre-Approval Not Required**  
note indicated areas

**Compressed Air Worksheet Incentive TOTAL:** \$



## Mechanical Worksheet

### Variable Frequency Drives (VFD) - HVAC

Drives must be added to existing pumping or air handling applications related to HVAC or for process pumping applications. VFDs must be automatically controlled by a variable signal and have load diversity that will result in savings through motor speed variation.

**To qualify for HVAC equipment:**

- Motor size must be  $\leq 100$  HP
- Annual hours must be  $\geq 1800$  hours

**To qualify for Process equipment:**

- Motor Size must be  $\leq 50$  HP
- Annual hours must be  $\geq 2,000$  hours.

**Redundant units, soft start, back-up units and replacements of existing VFDs do not qualify.**

VFD Application	HP	Incentive Per HP	Quantity	Incentive Total (HP x Incentive x Qty)
HVAC Fan		\$60 / HP		
HVAC Fan		\$60 / HP		
HVAC Pump		\$75 / HP		
HVAC Pump		\$75 / HP		
Process Fan		\$75 / HP		
Process Fan		\$75 / HP		
Process Pump		\$75 / HP		
Process Pump		\$75 / HP		
ECM Pump		\$100 / HP		
ECM Pump		\$100 / HP		

### Computer Room Air Conditioning (CRAC)

CRAC Unit Measure	SIZE (MBH)	Incentive	Quantity	Incentive Total
High Efficiency CRAC Unit	< 65 MBH; min SCOP = 2.2	\$14 / MBH		
	65 $\leq$ MBH $\leq$ 240; min SCOP = 2.1			
	> 240 MBH; min SCOP = 1.9			
CRAC Unit Economizer	< 65 MBH	\$35 / MBH		
	65 $\leq$ MBH $\leq$ 240			
	> 240 MBH			

CRAC Unit Measure	SIZE (HP)	Incentive	Quantity	Incentive Total
VFD on Existing CRAC Unit Process Fans		\$150 / HP		
Data Room Hot/Cold Aisle Configuration	Return Air Temp Increase $\geq 5^{\circ}\text{F}$	\$10 / MBH		
	Return Air Temp Increase $\geq 10^{\circ}\text{F}$	\$20 / MBH		

**Mechanical Worksheet Incentive Subtotal, page 9: \$**

*Mechanical Worksheet continues on page 10.*

### Mechanical Worksheet, continued

Measure	Heat Pump Specs	AC Specs	Tons	Quantity	\$ / Unit	Total
<b>Central Packaged/Split System Replacement</b>						
Air Conditioner/ Air-Source Heat Pump	≤ 5.4 Tons	15 SEER HPSF 8.5	14 SEER		\$50/ (Ton x Qty)	
	≤ 11.25 Tons	11.8 EER 12.8 IEER 3.4 COP	12.4 EER 17.8 IEER		\$50/ (Ton x Qty)	
	≤ 20 Tons	10.9 EER 12.0 IEER 3.3 COP	12.5 EER 16.8 IEER		\$50/ (Ton x Qty)	
	≤ 63.3 Tons	10.3 EER 12.1 IEER 3.2 COP	10.6 EER 12.1 IEER		\$50/ (Ton x Qty)	
	> 63.3 Tons	10.3 EER 12.1 IEER 3.2 COP	10.2 EER		\$50/ (Ton x Qty)	

Measure	FL Specs	IPLV Specs	Tons	Quantity	\$ / Unit	Total
<b>HVAC Chiller Replacement</b>						
Incentives are not available for back-up or redundant chillers. Qualification and incentive based on ratings at AHRI Conditions. Must meet full-load (FL) OR part-load (IPLV).						
Air-Cooled	All Sizes	≤ 1.14 kW/ton	≤ 0.71 kW/ton		\$40 / Ton	
Water-Cooled Positive Displacement	≤ 150 Tons	≤ 0.69 kW/ton	≤ 0.46 kW/ton		\$40 / Ton	
	≤ 300 Tons	≤ 0.63 kW/ton	≤ 0.41 kW/ton		\$40 / Ton	
	> 300 and / ≤ 600 Tons	≤ 0.58 kW/ton	≤ 0.38 kW/ton		\$40 / Ton	
Water-Cooled Centrifugal	≤ 150 Tons	≤ 0.58 kW/ton	≤ 0.41 kW/ton		\$40 / Ton	
	≤ 300 Tons	≤ 0.58 kW/ton	≤ 0.37 kW/ton		\$40 / Ton	
	≤ 600 Tons	≤ 0.53 kW/ton	≤ 0.35 kW/ton		\$40 / Ton	

Measure	Specs	Quantity	\$ / Unit	Total
<b>HVAC Chiller Maintenance</b>				
Air-Cooled & Water-Cooled Chiller Tune-Up	Chiller must be ≥ 20 Tons. Eligible every 2 years.		\$350 / Unit	
Cogged Belt Drive	Cogged belt replacing standard V-shaped belt.		\$5 / HP	
Synchronous Belt Drive	Synchronous belt replacing standard V-shaped belt.		\$9 / HP	

Measure	Specs	Quantity	\$ / Unit	Total
<b>Miscellaneous Equipment</b>				
High-Frequency Battery Charger (Fork Lifts Only)	Minimum power conversion efficiency of 92%. Must replace either an existing Ferroresonant or a silicon controlled rectifier (SCR) charger.	Qty: # of Shifts:	\$100 / Unit / Shift	

<b>Mechanical Worksheet Incentive Subtotal, page 10:</b>	\$
<b>Mechanical Worksheet Incentive TOTAL (pages 9-10):</b>	\$

### Commercial Kitchen / Retail Worksheet

Measure	Specs	Quantity	Product Information	\$ / Unit	Total
<b>Commercial Kitchen Systems</b>					
ENERGY STAR Steam Cooker	ENERGY STAR		# of pans:	\$600 / Unit	
ENERGY STAR Refrigerator <i>Check one:</i> <input type="checkbox"/> Solid Door <input type="checkbox"/> Glass Door	ENERGY STAR		ft <sup>3</sup>	\$100 / Unit	
ENERGY STAR Freezer <i>Check one:</i> <input type="checkbox"/> Solid Door <input type="checkbox"/> Glass Door	ENERGY STAR		ft <sup>3</sup>	\$100 / Unit	
ENERGY STAR Ice Machine	ENERGY STAR		lbs/day	\$400 / Unit	
ENERGY STAR Fryer	ENERGY STAR			\$80 / Unit	
ENERGY STAR Hot Holding Cabinets	ENERGY STAR		ft <sup>3</sup>	\$200 / Unit	
ENERGY STAR Commercial Dishwasher	ENERGY STAR			\$600 / Unit	

Measure	Specs	Quantity	\$ / Unit	Total
<b>Commercial Refrigeration Systems</b>				
LED Grocery Case Lighting	Replace T12 or T8 with LED lighting.		\$40 / Door	
Recycling of Refrigerators	Refrigerator must be used in a commercial setting. Must be > 15 and < 40 cubic feet		\$50 / Unit	
Occupancy Sensor for LED Case Lighting	Sensors which automatically turn on LED cooler lighting when motion is detected.		\$10 / Door	
Walk-In or Case Cooler/Freezer ECM	Replacement of PSC or shaded pole motors with an ECM motor.		\$100 / Motor	
No Heat Reach-In Case Doors	Replace existing case door with special glass door that requires no anti-sweat heat.		\$150 / Door	
Cooler Strip Curtains	Installation of new curtains isolating a cold storage area.		\$5 / ft <sup>2</sup>	
Freezer Strip Curtains	Installation of new curtains isolating a freezer storage area.		\$25 / ft <sup>2</sup>	
Cooler/Freezer Door Gaskets	Installation of new gaskets to reduce air infiltration on a cooler or freezer door.		\$2.50 / Linear Foot	
Cooler Night Covers	Vertical covers designed for refrigerated display cases. Incentive is based on linear length of cooler and the time per day covers are used.	Ft	Hr	\$1 / Foot / Hour
Anti-Sweat Heater Controls	Controls which monitor relative humidity and turn off anti-sweat heaters when appropriate.		\$80 / Door	
High Speed Door (Cooler-Dock)	High speed door replacing strip curtains between a cooler space and dock space.		\$15 / Door	
High Speed Door (Cooler-Freezer)	High speed door replacing strip curtains between a cooler space and freezer space.		\$70 / Door	
High Speed Door (Freezer-Dock)	High speed door replacing strip curtains between a freezer space and dock space.		\$145 / Door	

<b>Commercial Kitchen / Retail Worksheet Incentive TOTAL:</b>	<b>\$</b>
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## Lighting Custom Worksheet

These incentives are available to customers for energy-saving measures that are not covered by the prescriptive portion of the program. Major renovation and major reduction in fixtures to existing lighting system are included. Removal of fixtures without replacement or lamp replacement are not included. Custom incentives are based on the first-year energy (kWh) savings.

When applying for pre-approval of a custom project, you <b>must</b> submit the following items: <ol style="list-style-type: none"> <li>1. Completed and signed Pre-Approval Agreement (page 2)</li> <li>2. Completed Custom Worksheet (below)</li> <li>3. Itemized quote/proposal for all related materials and any external labor</li> <li>4. Manufacturer's specification sheets for all equipment</li> </ol>	<b>Lighting Custom Incentive Rate</b> <b>\$0.08 / kWh</b> Non-LED Incentive Rate <b>\$0.05 / kWh</b>
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Custom Lighting					
Incentives are eligible for replacement of interior fixtures/retrofits. <b>Incentives are \$0.08/kWh for LED. \$0.05 for Non-LED</b> *Payback Period must be greater than or equal to one (1) and less than or equal to eight (8) years to receive the incentive. All new fixtures and retrofits must be ENERGY STAR or DLC listed.					
Existing Fixture:		Watts/Fixture:		Quantity:	
Proposed Fixture:		Watts/Fixture:		Quantity:	
<input type="checkbox"/> Check here if proposed fixture(s) are LED.	Electric Rate (\$ / kWh):	Project Cost:	Annual Operating Hours:	Payback Period:	
<b>Total:</b>		<b>Watts Saved:</b>		<b>Incentive:</b>	
Existing Fixture:		Watts/Fixture:		Quantity:	
Proposed Fixture:		Watts/Fixture:		Quantity:	
<input type="checkbox"/> Check here if proposed fixture(s) are LED.	Electric Rate (\$ / kWh):	Project Cost:	Annual Operating Hours:	Payback Period:	
<b>Total:</b>		<b>Watts Saved:</b>		<b>Incentive:</b>	
Existing Fixture:		Watts/Fixture:		Quantity:	
Proposed Fixture:		Watts/Fixture:		Quantity:	
<input type="checkbox"/> Check here if proposed fixture(s) are LED.	Electric Rate (\$ / kWh):	Project Cost:	Annual Operating Hours:	Payback Period:	
<b>Total:</b>		<b>Watts Saved:</b>		<b>Incentive:</b>	

\* Payback Period must be greater than or equal to one (1) and less than or equal to eight (8) years to receive the incentive, or total will not calculate.

$$\text{Payback period} = \frac{\text{Incremental Measure Cost}}{\text{Annual kWh Saved} \times \text{Electricity Rate}}$$

<b>Total Lighting Custom Measure Cost:</b>	\$
<b>Lighting Custom Worksheet Incentive TOTAL:</b> (Cannot exceed 50% of the total custom project cost)	\$

Note: Customer acknowledges and agrees that Customer cannot apply for, nor receive, incentives for the same product, equipment or service from more than one utility unless there are both electric and gas savings.

### Non-Lighting Custom Worksheet

These incentives are available to customers for energy-saving measures that are not covered by the prescriptive portion of the program. Custom incentives are based on the first-year energy (kWh) savings.

When applying for pre-approval of a custom project, you <b>must</b> submit the following items: <ol style="list-style-type: none"> <li>1. Completed and signed Pre-Approval Agreement (page 2)</li> <li>2. Completed Custom Worksheet (below)</li> <li>3. Itemized quote/proposal for all related materials and any external labor</li> <li>4. Manufacturer's specification sheets for all equipment</li> </ol>	<b>Non-Lighting Custom Incentive Rate</b> <b>\$0.10 / kWh</b>
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Custom Project – Item 1			
Before Retrofit:		Existing Wattage:	
After Retrofit:		Proposed Wattage:	
Electric Rate (\$ / kWh):	Project Cost:	Annual Operating Hours:	Payback Period*:
<b>Total:</b>		Calculated Annual kWh Savings:	<b>Calculated Incentive:</b>
Custom Project – Item 2			
Before Retrofit:		Existing Wattage:	
After Retrofit:		Proposed Wattage:	
Electric Rate (\$ / kWh):	Project Cost:	Annual Operating Hours:	Payback Period*:
<b>Total:</b>		Calculated Annual kWh Savings:	<b>Calculated Incentive:</b>
Custom Project – Item 3			
Before Retrofit:		Existing Wattage:	
After Retrofit:		Proposed Wattage:	
Electric Rate (\$ / kWh):	Project Cost:	Annual Operating Hours:	Payback Period*:
<b>Total:</b>		Calculated Annual kWh Savings:	<b>Calculated Incentive:</b>

\* Payback Period must be greater than or equal to one (1) and less than or equal to eight (8) years to receive the incentive.

$$\text{Payback period} = \frac{\text{Incremental Measure Cost}}{(\text{Annual kWh Saved} \times \text{Electricity Rate})}$$

<b>Total Non-Lighting Custom Measure Cost:</b>	\$
<b>Non-Lighting Custom Worksheet Incentive TOTAL:</b> (Cannot exceed 50% of the total custom project cost)	\$

Note: Customer acknowledges and agrees that Customer cannot apply for, nor receive, incentives for the same product, equipment or service from more than one utility unless there are both electric and gas savings.

### Terms and Conditions

1. **Eligibility:** These incentives are offered by the Lansing Board of Water & Light (BWL) to commercial and industrial electric customers installing energy efficient equipment only. For questions regarding eligibility, call 517-316-7859.
2. **Incentive Offer:** Energy efficient equipment subject to incentive from BWL must be installed and operational by November 30, 2021. Applicant has 90 days from the date of the acceptance letter to complete the proposed project. Applications that are not completed within 90 days are subject to cancellation. Additionally, invoice(s) related to the equipment upgrade must be submitted to Hometown Energy Savers within 30 calendar days of installation (completion) and no later than November 30, 2021. Please keep a copy for your records. Incentives are calculated based on prescriptive incentive rates and shall not exceed the total cost of equipment, labor, and other associated project costs.
3. **Project Documentation Requirements:** Customer will have to provide BWL with the documentation as listed in the instructions (page 1). If Customer does not provide the required project documents to the BWL at pre-approval and payment 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.
4. **Energy Efficiency Improvement Qualifications:** Increased energy efficiency resulting from peak shaving, demand limiting, 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. If Customer's equipment does not meet required usage hours per year, an incentive cannot be offered. 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 \$50,000 per electric meter each calendar year. Incentives for measures can be up to the purchase price of a specific measure but shall not exceed the incentives set by the BWL for each measure on the application Worksheet(s). Custom project application may receive a maximum incentive of \$50,000 per electric meter each calendar year. Custom incentives are limited to 50% 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:**
  - a. All projects must comply with applicable federal, state and local laws.
  - b. All equipment must be new or retrofitted with new components.
  - c. The purchase and installation of used equipment is not eligible for incentives. Existing equipment must be removed and/or permanently disconnected.
  - d. Equipment must meet specification requirements as defined in application Worksheets and Equipment Guidelines.
  - e. All projects must be retrofit / replacement installation in an existing building (not available for new construction).
7. **Payment:** Approved Final Applications will receive payment within 6-8 weeks of signed payment approval. Incomplete applications will either delay payments or result in denial of application approval. The BWL reserves the right to refuse payment and disqualify 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 rebate, whichever is more. 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 rebate 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 newly installed equipment.
9. **Publicity:** The BWL reserves the right to publicize Customer's participation in this program, unless Customer specifically requests in writing otherwise.
10. **Program Discretion:** Incentives are available on a first-come, first-serve basis. Incentive amounts and offerings are subject to change and/or termination without notice and at the discretion of the BWL.
11. **Participating Contractor Program:** Participating Contractors must adhere to standards of acceptable behavior and performance. Violation of these standards could result in removal from the program. Should an alleged violation occur, the contractor will be contacted.
12. **Disclaimers:** The BWL:
  - a. does not endorse any particular manufacturer, product, labor or system design by offering this program;
  - b. 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;
  - c. does not expressly or implicitly warrant the performance of installed equipment or contractor's quality of work (contact your contractor for detailed warranties);
  - d. is not responsible for the proper disposal/recycling of any waste generated as a result of this project;
  - e. 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.
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 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 is construed in accordance with Michigan law, without regard to conflict of laws, provisions, and venue is 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.