

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

Step #1: Determine Eligibility

- Incentives are only available for electrical savings exceeding ASHRAE 90.1 2013 code
- The new construction/major renovation must meet one of the following definitions:
 - New building projects in which no structure or site footprint presently exists
 - Addition or expansion of an existing building or site footprint
 - Major tenant improvements that change the use of the space

Step #2: Information to Submit

- Signed Pre-Approval Agreement (pg. 2)
- Scope of work (explanation of project, intended building use and hours of operation)
- Drawings — electrical/lighting and mechanical (if applicable):
 - Must be able to verify the square footage of applicable areas
 - Must be able to determine equipment type and locations
- Fixture schedule, mechanical schedule and COMcheck™ (if applicable)
- Equipment specification sheets (for lighting and any prescriptive measures)
- Itemized material and labor quote (if not possible, bid packet or AIA documents)
- Bid packet (if available)

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:

- Completed and signed Payment Approval Agreement (pg. 3)
- The itemized invoice(s) for materials and any applicable external labor costs
- A post-inspection is required

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 New Construction/Major Renovation Pre-Approval Agreement

Pre-Approval Agreement

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.

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)	
Building Use (Please Check One):				
<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"/> Manufacturing	<input type="checkbox"/> Lodging	<input type="checkbox"/> School (K-12)	<input type="checkbox"/> School (College)	<input type="checkbox"/> Healthcare Facility
		<input type="checkbox"/> New Construction		
		<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		
Certifications and Signature				
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	

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2021 New Construction/Major Renovation Payment Approval Agreement

Payment Approval Agreement

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>Certifications and Signature I certify that I am an eligible Lansing Board of Water & Light (BW&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:		
Print Name		Date	
<p>Certifications and Signature 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)			
I certify that I have read and complied with the Terms and Conditions of this application.			
Third Party Rebate Recipient Signature			

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Compressed Air Worksheet

Measure	Specs	Quantity	\$ / Unit	Total
Compressed Air Equipment				
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 / HP	
Variable Displacement Air Compressor	New variable displacement screw compressor replacing a screw compressor with modulating or load/no load control.		\$35 / HP	
Heat of Compression Air Dryer	Waste heat from oil-free air compressor used to regenerate desiccant dryer.		\$4 / SCFM	
Compressed Air Storage Tank	Existing system must have less than 1 gal/cfm of storage. New storage tank must offer ≥ 3 gal/cfm of storage.		\$50 / 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	

Compressed Air Worksheet Incentive TOTAL:	\$
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Mechanical Worksheet

Variable Frequency Drives (VFD) - HVAC

Drives must be added to existing or new construction 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:

- Fan motor size must be < 10 HP
- Annual hours must be ≥ 1800 hours
- Pump must be < 51 HP and < 100-foot WC

To qualify for Process equipment:

- Motor size must be ≤ 50 HP
- Annual hours must be > 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 ≤ MBH ≤ 240; min SCOP = 2.1			
	> 240 MBH; min SCOP = 1.9			
CRAC Unit Economizer	< 65 MBH	\$35 / MBH		
	65 ≤ MBH ≤ 240			
	> 240 MBH			
CRAC Unit Measure	Size (HP)	Incentive	Quantity	Incentive Total
VFD on Existing CRAC Unit Process Fans		\$150 / HP		

Mechanical Worksheet Incentive Subtotal, page 5: \$

Mechanical Worksheet continues on page 6.

Mechanical Worksheet, continued

Measure	Heat Pump Specs	AC Specs	Tons	Quantity	\$ / Unit	Total
Central Packaged/Split System Replacement						
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
HVAC Chiller Replacement						
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
HVAC Chiller Maintenance				
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
Miscellaneous Equipment				
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:	\$100 / Unit / Shift	
		# of Shifts:		

Mechanical Worksheet Incentive Subtotal, page 6:	\$
Mechanical Worksheet Incentive Subtotal, page 5:	\$
Mechanical Worksheet Incentive TOTAL:	\$

Controls Worksheet

Measure	Specifications	Quantity	\$ / Unit	Total
HVAC Controls				
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°F eight hours before expected precipitation. A Slab moisture sensor must be used to signal controller to raise slab temperature to 40°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	
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	
Lighting Controls				
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.		\$0.09 / sq ft	

Controls Worksheet Incentive TOTAL: \$

Commercial Kitchen / Retail Worksheet

Measure	Specs	Quantity	Product Information	\$ / Unit	Total
Commercial Kitchen Systems					
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 ³	\$100 / Unit	
ENERGY STAR Freezer <i>Check one:</i> <input type="checkbox"/> Solid Door <input type="checkbox"/> Glass Door	ENERGY STAR		ft ³	\$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 ³	\$200 / Unit	
ENERGY STAR Commercial Dishwasher	ENERGY STAR			\$600 / Unit	

Measure	Specs	Quantity		\$ / Unit	Total
Commercial Refrigeration Systems					
LED Grocery Case Lighting	Replace T12 or T8 with LED lighting.			\$40 / Door	
Occupancy Sensor for LED Case Lighting	Sensors which automatically turn on LED cooler lighting when motion is detected.			\$10 / Door	
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 ²	
Freezer Strip Curtains	Installation of new curtains isolating a freezer storage area.			\$25 / ft ²	
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	

Commercial Kitchen / Retail Worksheet Incentive TOTAL: \$

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 must submit the following items: <ol style="list-style-type: none"> 1. Completed and signed Pre-Approval Agreement (page 2) 2. Completed Custom Worksheet (below) 3. Itemized quote/proposal for all related materials and any external labor 4. Manufacturer's specification sheets for all equipment 	Custom Incentive Rate \$0.08 / kWh
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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*:
Total:		Calculated Annual kWh Savings:	Calculated Incentive:
Custom Project – Item 2			
Before Retrofit:		Existing Wattage:	
After Retrofit:		Proposed Wattage:	
Electric Rate (\$ / kWh):	Project Cost:	Annual Operating Hours:	Payback Period*:
Total:		Calculated Annual kWh Savings:	Calculated Incentive:
Custom Project – Item 3			
Before Retrofit:		Existing Wattage:	
After Retrofit:		Proposed Wattage:	
Electric Rate (\$ / kWh):	Project Cost:	Annual Operating Hours:	Payback Period*:
Total:		Calculated Annual kWh Savings:	Calculated Incentive:

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

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

Total Custom Measure Cost:	\$
Custom Worksheet Incentive TOTAL: (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. New construction and major renovation projects can be reserved up to 18 months but will be reviewed annually. If project goes into new program year, all applications will be subject to the new incentive amounts for that program year. All Final Application paperwork must be submitted within 30 days from the end of construction.
3. **Project Documentation Requirements:** Customer will have to provide BWL with the documentation as listed in the instructions (page 1 and 10). 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 saving, 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 (excludes new construction or major renovation) 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. All New Construction and Major Renovation is subject to a \$75,000 cap per customer per calendar year regardless of the quantity of meters or locations. This incentive cap is independent of the Custom and Prescriptive programs.

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.
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.