

2012 APPLICATION INSTRUCTIONS

STEP 1: PRE-APPROVAL (Required for all measures, except where indicated/noted)

Pre-approval is strongly recommended for all projects; it reserves money for your project.

- Pre-approval applications must be submitted with the following supporting documentation:
 - Completed and signed 2012 Pre-Approval Agreement (page 2)
 - Completed worksheet(s) (pages 4 – 7)
 - Itemized quote/proposal for material for any applicable external labor (see sample, page 11)
 - Equipment specification sheets for related equipment
 - Copy of a recent electric utility bill
- Incomplete applications will cause delays.
- If a project meets the pre-approval criteria, the customer will receive a pre-approval letter via email indicating that the funds have been reserved.
- **This letter must be signed and returned within 7 business days.**
 - Once the letter is returned, funds are reserved for your project.

STEP 2: INSTALLATION OF EQUIPMENT

- From the date of issuance of the pre-approval letter, customers will have 90 days to complete the installation and submit all payment approval documentation or the pre-approval application and fund reservation will be cancelled.
- **All projects must be installed and operational by November 30, 2012.**

STEP 3: PAYMENT APPROVAL

- Upon project completion, customers must submit the following documents in order to receive payment:
 - Completed and signed 2012 Payment Approval Agreement (page 3)
 - Itemized invoice for material and any applicable external labor (see page 11)
- If the scope of a project changes (measures, quantities, equipment models, etc.) after pre-approval is given or if pre-approval was not required, customers are also required to include:
 - Completed and revised worksheet(s) (pages 4 – 7)
 - New equipment specification sheets
- **Payment approval documentation must be received by November 30, 2012.**

Applications may be emailed, faxed, or mailed to:

Email: hometown@franklinenergy.com

Fax: 517-203-0658

Mail: Hometown Energy Savers

1400 Abbot Rd., Suite 400

East Lansing, MI 48823

Questions or further information:

Phone: 1-877-NRG-LBWL (877-674-5295)

Web: www.lbwl.com/EnergySavers

For more detailed instructions, please refer to the Terms and Conditions included with this application.

2012 Commercial & Industrial Prescriptive Application for Energy Efficiency Incentives



2012 CUSTOMER INFORMATION PAGE \ PRE-APPROVAL AGREEMENT (IF REQUIRED)

NAME OF BUSINESS		PHONE		EMAIL ADDRESS	
MAILING ADDRESS		CITY		STATE	ZIP CODE
INSTALLATION ADDRESS		CITY		STATE MI	ZIP CODE
ANNUAL HOURS OF OPERATION		BWL ELECTRIC ACCOUNT NUMBER		TAXPAYER ID # (SSN/FEIN OF PAYEE)	

BUILDING USE - Please Check One Below					
<input type="checkbox"/> Office	<input type="checkbox"/> Retail	<input type="checkbox"/> Warehouse	<input type="checkbox"/> Restaurant	<input type="checkbox"/> Grocery / Supermarket	<input type="checkbox"/> Manufacturing
<input type="checkbox"/> Other / Miscellaneous	<input type="checkbox"/> Healthcare facility	<input type="checkbox"/> Lodging	<input type="checkbox"/> School: K - 12	<input type="checkbox"/> School: College	

FUEL TYPE FOR SPACE HEATING: Natural Gas Electric LP (Propane) Oil Steam

HOW DID YOU LEARN ABOUT THE PROGRAM?

My Utility Utility Website Newspaper Community Event Mail / Bill Insert Contractor Other

NAME OF INSTALLING CONTRACTOR		CONTACT NAME		CONTRACTOR PHONE	
ADDRESS	CITY	STATE	ZIP CODE	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.

SIGNATURE	PRINT NAME	DATE SUBMITTED

FOR INTERNAL USE ONLY			
Date Received	Post Inspection	Incentive Approval	Date Approved
	Post Inspection Required? <input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Post Inspection Date:	Amount: \$	

2012 PAYMENT APPROVAL AGREEMENT

I certify that I am an eligible Lansing Board of Water & Light (BWL) electric utility customer and that the efficiency measures in this application were installed in this facility in 2012. 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.

SIGN AND SUBMIT THIS FORM ONLY AFTER ALL EQUIPMENT HAS BEEN INSTALLED

NAME OF BUSINESS			
TOTAL PROJECT COST	TOTAL INCENTIVES REQUESTED	PRE-APPROVAL INCENTIVE AMOUNT	
MAILING ADDRESS	CITY	STATE	ZIP CODE
INSTALLATION ADDRESS	CITY	STATE MI	ZIP CODE
PRINT NAME	DATE	INSTALLATION COMPLETION DATE	
CUSTOMER SIGNATURE (MUST BE SAME PERSON WHO SIGNED PRE-APPROVAL AGREEMENT)			

COMPLETE SECTION BELOW ONLY IF INCENTIVE IS TO BE PAID TO AN ENTITY OTHER THAN THE CUSTOMER

I am authorizing the payment of the incentive to the third party named below, 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.

MAKE PAYABLE TO	CONTACT NAME	CONTACT PHONE	
MAILING ADDRESS	CITY	STATE	ZIP CODE
TAXPAYER ID# (SSN/FEIN OF PAYEE)	TAX STATUS - CORPORATION (Inc., PC, etc.), TAX EXEMPT, INDIVIDUAL, OTHER		
CUSTOMER SIGNATURE	PRINT NAME	DATE	

PRESCRIPTIVE LIGHTING WORKSHEET – Page 1 of 2

SEE LIGHTING EQUIPMENT GUIDELINES

Measure		Units	Qty	\$/Unit	Total
SECTION A: Compact Fluorescent Lamps and Fixtures (CFL) - This section does NOT require pre-approval.					
ALL LAMPS MUST BE ENERGY STAR® QUALIFIED AND MUST BE A ONE-FOR-ONE REPLACEMENT OF CFLS.					
1	CFL <30W	Lamp		\$1.50	
2	CFL ≥30w, <115W	Lamp		\$8.00	
3	Specialty CFL	Lamp		\$6.00	
4	CFL Fixture	Fixture		\$20.00	
SECTION A TOTAL:					
SECTION B: LED Lamps and Fixtures - This section does NOT require pre-approval.					
ALL LAMPS MUST BE ENERGY STAR® QUALIFIED AND MUST BE A ONE-FOR-ONE REPLACEMENT OF LEDS.					
1	LED <20W	Lamp		\$10.00	
2	LED MR16 <10W	Lamp		\$5.00	
3	LED PAR <20W	Lamp		\$10.00	
4	LED Downlight (Fixture)	Fixture		\$20.00	
5	LED Exit Signs	Fixture		\$12.50	
SECTION B TOTAL:					
SECTION C: High Performance T8 Fluorescent Systems - This section REQUIRES pre-approval.					
ALL LAMPS AND BALLASTS MUST BE LISTED ON APPROPRIATE CEE1.ORG APPROVED LIST.					
1	T12 4ft 1L to HPT8 4ft 1L (Includes U-Bend)	Fixture		\$5.00	
2	T12 4ft 2L to HPT8 4ft 2L (Includes U-Bend)	Fixture		\$8.00	
3	T12 4ft 3L to HPT8 4ft 3L	Fixture		\$12.00	
4	T12 4ft 4L to HPT8 4ft 4L	Fixture		\$15.00	
5	T12 4ft Delamping - Pre-inspection required	Lamp		\$5.00	
6	T12 8ft 1L to HPT8 4ft 2L	Fixture		\$8.00	
7	T12 8ft 2L to HPT8 4ft 4L	Fixture		\$15.00	
8	T12HO 8ft 1L to HPT8 4ft 2L	Fixture		\$15.00	
9	T12HO 8ft 2L to HPT8 4ft 4L	Fixture		\$25.00	
10	T12 8ft Delamping - Pre-inspection required	Lamp		\$10.00	
11	T12 4ft 1L to RW HPT8 4ft 1L (Includes U-Bend)	Fixture		\$5.00	
12	T12 4ft 2L to RW HPT8 4ft 2L (Includes U-Bend)	Fixture		\$10.00	
13	T12 4ft 3L to RW HPT8 4ft 3L	Fixture		\$15.00	
14	T12 4ft 4L to RW HPT8 4ft 4L	Fixture		\$20.00	
15	4ft 32w T8 to 25w or 28w RW HPT8 lamps - Lamps only	Lamp		\$0.75	
SECTION C TOTAL:					
SECTION D: Lighting Controls - This section REQUIRES pre-approval.					
SEE LIGHTING EQUIPMENT GUIDELINES.					
1	Occupancy Sensor <500W	Sensor		\$30.00	
2	Occupancy Sensor ≥500W	Sensor		\$50.00	
3	Daylight Sensor	Sq Ft		\$0.09	
4	Central Lighting Controls	Sq Ft		\$0.06	
SECTION D TOTAL:					

PRESCRIPTIVE LIGHTING WORKSHEET 1 GRAND TOTAL:

PRESCRIPTIVE LIGHTING WORKSHEET – Page 2 of 2

SEE LIGHTING EQUIPMENT GUIDELINES

Measure	Existing Wattage/Units	Wattage Saved	Quantity	\$/Unit	Total
SECTION E: HID Replacement Systems - This section REQUIRES pre-approval.					
ALL LAMPS MUST BE A ONE-FOR-ONE REPLACEMENT OF HIDS.					
	A	B	C		
1 HID to High Bay Linear Fluorescent	Existing Watts	Watts Saved	Qty	\$0.30	
2 HID to High Bay Linear Fluorescent	Existing Watts	Watts Saved	Qty	\$0.30	
3 HID to High Bay Linear Fluorescent	Existing Watts	Watts Saved	Qty	\$0.30	
4 Interior HID to Induction	Existing Watts	Watts Saved	Qty	\$0.30	
5 Interior HID to Induction	Existing Watts	Watts Saved	Qty	\$0.30	
6 Interior HID to Induction	Existing Watts	Watts Saved	Qty	\$0.30	
7 Exterior HID to LED/Induction ($\leq 175W$)	Fixture			\$35.00	
8 Exterior HID to LED/Induction ($>175W, \leq 250W$)	Fixture			\$60.00	
9 Exterior HID to LED/Induction ($>250W$)	Fixture			\$100.00	
10 Parking Ramp/Garage HID to LED/Induction ($\leq 175W$)	Fixture			\$80.00	
11 Parking Ramp/Garage HID to LED/Induction ($>175W, \leq 250W$)	Fixture			\$130.00	
12 Parking Ramp/Garage HID to LED/Induction ($>250W$)	Fixture			\$150.00	
PRESCRIPTIVE LIGHTING WORKSHEET 2 GRAND TOTAL:					

Instructions for use: For watts saved measures (line items 1 – 6), enter existing FIXTURE Wattage from the Standard Wattage Table below in **column A**, enter the Watts saved in **column B** and fixture qty in **column C**.

Note: Watts saved = existing fixture Wattage – new fixture Wattage (use Wattages listed in the table below).

STANDARD WATTAGE TABLE - For Use in Section E					
Existing	Input	Proposed	Input	Proposed	Input
HID 50W	61	F32T8 4 lamp	142	Induction 50W	54
HID 75W	95	F32T8 6 lamp	224	Induction 80W	86
HID 100W	120	F32T8 8 lamp	299	Induction 100W	105
HID 150W	194	F32T8 10 lamp	366	Induction 120W	126
HID 175W	194	F32T8 12 lamp	448	Induction 150W	158
HID 200W	230	T5HO 4 lamp	243	Induction 200W	210
HID 250W	290	T5HO 6 lamp	365	Induction 250W	263
HID 400W	455	T5HO 8 lamp	486	Induction 300W	320
HID 750W	850	T5HO 10 lamp	608	Induction 400W	440
HID 1000W	1080	T5HO 12 lamp	730		

HVAC AND PROCESS WORKSHEET

SEE MECHANICAL EQUIPMENT GUIDELINES

	Measure	Units	Qty			\$/Unit	Total
SECTION A: Central Packaged & Split System Air Conditioning (Rooftop Units Included) - This section REQUIRES pre-approval.							
1	CP&SS AC <5.4 tons (1 ph) - 14 SEER	Ton		Tons	Qty	\$6.00	
2	CP&SS AC <5.4 tons (3 ph) - 11.6 SEER	Ton		Tons	Qty	\$6.00	
3	CP&SS AC <11.3 tons - 11 EER	Ton		Tons	Qty	\$15.00	
4	CP&SS AC <20 tons - 11 EER	Ton		Tons	Qty	\$15.00	
5	CP&SS AC <63.3 tons - 10 EER	Ton		Tons	Qty	\$15.00	
SECTION A TOTAL:							
SECTION B: Central Packaged and Split System Heat Pump (Rooftop Units Included) - This section REQUIRES pre-approval.							
6	CP&SS HP <5.4 tons (1 ph) - 14 SEER	Ton		Tons	Qty	\$30.00	
7	CP&SS HP <5.4 tons (3 ph) - 11.6 SEER	Ton		Tons	Qty	\$30.00	
8	CP&SS HP <11.3 tons - 11 EER	Ton		Tons	Qty	\$30.00	
9	CP&SS HP <20 tons - 11 EER	Ton		Tons	Qty	\$30.00	
10	CP&SS HP <63.3 tons - 10 EER	Ton		Tons	Qty	\$30.00	
SECTION B TOTAL:							
SECTION C: Air- and Water-Cooled Chiller - HVAC Only - This section REQUIRES pre-approval.							
11	Air Cooled (All Sizes) - ≤ 1.2 kW/ton full load	Ton		Tons	Qty	\$30.00	
12	Water Cooled <150 ton - $\leq .79$ kW/ton full load & .49 kW/ton part load	Ton		Tons	Qty	\$30.00	
13	Water Cooled <300 ton - $\leq .63$ kW/ton full load & .44 kW/ton part load	Ton		Tons	Qty	\$30.00	
14	Water Cooled >300 ton - $\leq .58$ kW/ton full load & .44 kW/ton part load	Ton		Tons	Qty	\$35.00	
SECTION C TOTAL:							
SECTION D: HVAC Controls - This section REQUIRES pre-approval.							
15	Programmable Thermostat (Gas Heat)	Unit				\$20.00	
16	Building Temp Controls	1,000 sq ft				\$45.00	
17	Demand Control Ventilation	1,000 sq ft				\$20.00	
18	Hotel GREM Controls	Unit				\$65.00	
SECTION D TOTAL:							
SECTION E: Variable Frequency Drives (VFD) - This section REQUIRES pre-approval.							
19	HVAC Fan	HP		HP	Qty	\$60.00	
20	HVAC Pump	HP		HP	Qty	\$100.00	
21	Process Pump	HP		HP	Qty	\$80.00	
SECTION E TOTAL:							
SECTION F: Industrial Process - This section REQUIRES pre-approval.							
22	Engineered Nozzles	Unit		Each	Qty	\$100.00	
23	Barrel Wraps	Ton		Tons	Qty	\$1.00	
SECTION F TOTAL:							
MECHANICAL EQUIPMENT WORKSHEET GRAND TOTAL:							

MISCELLANEOUS WORKSHEET

SEE MISCELLANEOUS EQUIPMENT GUIDELINES

Measure	Units	Qty	\$/Unit	Total	
SECTION A: Commercial Refrigeration Systems - This section REQUIRES pre-approval.					
1	LED Grocery Case Lighting	Door	\$35.00		
2	Occupancy Sensor for LED Case Lighting	Door	\$10.00		
3	Walk-In or Case Cooler/Freezer ECM	Motor	\$30.00		
4	Cooler Strip Curtains	Sq ft	\$5.00		
5	Freezer Strip Curtains	Sq ft	\$25.00		
6	Cooler/Freezer Door Gaskets	Linear ft	\$5.00		
7	Cooler Night Covers	Linear ft-hr	Feet	Hr	\$1.25
8	Anti-Sweat Heater Controls	Door	\$80.00		
SECTION A TOTAL:					
SECTION B: ENERGY STAR Commercial Kitchen Systems - This section REQUIRES pre-approval.					
9	ENERGY STAR Steam Cooker 3-Pan	Unit	\$450.00		
10	ENERGY STAR Steam Cooker 4-Pan	Unit	\$600.00		
11	ENERGY STAR Steam Cooker 5-Pan	Unit	\$750.00		
12	ENERGY STAR Steam Cooker 6-Pan	Unit	\$900.00		
13	ENERGY STAR Comm. Refrigerator Door <15ft ³	Unit	\$75.00		
14	ENERGY STAR Comm. Refrigerator Door 15ft ³ - 30 ft ³	Unit	\$100.00		
15	ENERGY STAR Comm. Refrigerator Door 30ft ³ - 50 ft ³	Unit	\$150.00		
16	ENERGY STAR Comm. Refrigerator Door >50ft ³	Unit	\$175.00		
17	ENERGY STAR Comm. Freezer Door <15ft ³	Unit	\$75.00		
18	ENERGY STAR Comm. Freezer Door 15ft ³ -30ft ³	Unit	\$100.00		
19	ENERGY STAR Comm. Freezer Door 30ft ³ -50ft ³	Unit	\$150.00		
20	ENERGY STAR Comm. Freezer Door >50ft ³	Unit	\$225.00		
21	ENERGY STAR Ice Machine <500 lbs	Unit	\$250.00		
22	ENERGY STAR Ice Machine 500 - 1,000 lbs	Unit	\$400.00		
23	ENERGY STAR Ice Machine > 1,000 lbs	Unit	\$850.00		
24	ENERGY STAR Fryer	Unit	\$80.00		
25	ENERGY STAR Hot Holding Cabinets 1/2	Unit	\$150.00		
26	ENERGY STAR Hot Holding Cabinets 3/4	Unit	\$250.00		
27	ENERGY STAR Hot Holding Cabinets Full	Unit	\$450.00		
SECTION B TOTAL:					
SECTION C: Miscellaneous Equipment - This section does NOT require pre-approval.					
28	Vending Machine Controller - Energy Saving	Unit	\$50.00		
29	Intelligent Surge Protector	Unit	\$10.00		
30	Pre-Rinse Sprayer (Electric Water Heat Only) - Reduced flow vol	Unit	\$25.00		
SECTION C TOTAL:					
SECTION D: Solar Energy Systems - This section REQUIRES pre-approval.					
31	Photovoltaic	kW	\$800.00		
SECTION D TOTAL:					
MISCELLANEOUS WORKSHEET TOTAL:					

LIGHTING EQUIPMENT GUIDELINES

SECTION A – Compact Fluorescent Lamps

CFLs

Incentives are available for the replacement of an incandescent or halogen lamp with a CFL that is ENERGY STAR rated or meets the ENERGY STAR criteria.

Specialty CFLs

Specialty CFL Incentives are available for the replacement of an incandescent or halogen lamp with a CFL that is ENERGY STAR rated or meets the ENERGY STAR criteria and is also a 3-way, dimmable flood lamp or other specialized CFL design.

CFL Fixture

CFL Fixture Incentives are available for the replacement of an incandescent or halogen lamped fixture with a hardwired fixture designed for the use of CFL lamps. Incentive is per fixture.

SECTION B – LED Lamps and Fixtures

All LED Lamps must be listed as an approved product for their specific purpose by ENERGY STAR (www.energystar.gov) or the Design Lights Consortium (DLC) (www.designlights.org).

LED Lamps

Incentives are available for the replacement of an incandescent or halogen lamp between 20 and 100 watts with an LED lamp that is less than 20 watts.

LED Downlights (FIXTURE)

Incentives are available for the replacement of an incandescent or halogen recessed downlight in a ceiling or wall with an LED recessed downlight.

LED MR16 Lamp

Incentives are available for the replacement of an incandescent or halogen MR16 lamp with an LED MR16 lamp.

LED PAR Lamp

Incentives are available for the replacement of an incandescent or halogen PAR lamp with an LED PAR lamp.

LED Exit Sign

Incentives are available for the replacement or retrofit of an incandescent or fluorescent exit sign. Qualifying exit signs must be UL or ETL listed, have a minimum lifetime of 10 years, and have an input wattage of ≤ 5 watts per face, or be ENERGY STAR listed. Fixtures may use Electroluminescent, T1, or LED technology.

SECTION C – Consortium of Energy Efficiency (CEE) Approved T8 Fluorescent Systems

To qualify, the existing fixture must be a T12 fixture matching a description in section E and be replaced with a high performance T8 fixture. To be considered a high performance T8 fixture both the lamps and ballast must be listed on the CEE approved products list. The approved lists can be found at www.cee1.org/com/com-It/com-It-main.php3. Reduced Wattage (RW) HPT8 fixtures must have both lamps and ballasts on the RW list. The delamping incentive is available for projects which permanently reduce the quantity of lamps used per fixture when replacing or retrofitting a T12 fixture to a HPT8 fixture. If a delamping incentive is claimed, the HPT8 fixture can also be claimed based on the new fixture configuration.

SECTION D – Lighting Controls

Occupancy Sensor

Incentives are available for occupancy sensors which automatically turn lights on when movement is detected and automatically turn lights off when no movement is detected after a set length of time. The sensors can be passive infrared (PIR) or ultrasonic. All sensors should be hardwired and control interior fixtures. Incentives are based on the total wattage of lights controlled.

Daylight Sensor Controls

Incentives are available for daylight sensor controls in spaces with reasonable amounts of sunlight exposure and areas where task lighting is not critical. The controls can be on/off, stepped, or dimming. The on/off controller should turn off artificial lighting when the interior illumination meets the desired indoor lighting levels. The stepped controller should dim the lights by 50% when the interior illumination levels reach 50% of the desired lighting levels. Dimming controllers should dim the lighting levels proportional to the amount of sunlight. Controllers are required to be commissioned in order to ensure proper sensor calibration and energy savings. The floor plan and control schedule must be submitted for pre-approval. Incentive is paid based on the square feet of lighting area controlled.

Central Lighting Controls

All central lighting controls must operate the function of the lights within a minimum of 10,000 square feet. The schedule of occupancy needs to be taken into account when programming the system. The incentive is eligible for systems that utilize time clocks, package programmable relay panels, and building automation. Incentive for occupancy sensors or daylight sensor controls cannot be received on the same fixtures. Control schedule and floor plans are required for pre-approval showing functional control and reduction in operating time due to precise automatic control. Incentive is paid based on the square feet of lighting area controlled.

SECTION E – High-Intensity Discharge (HID) Replacement Fixtures

Linear Fluorescent High Bay Fixtures

Incentive is for the replacement of an interior HID fixture (Metal Halide, Mercury Vapor, High Pressure Sodium) with a T5HO or T8 4 foot linear fluorescent high bay fixture. Fluorescent high bay fixtures must be marketed as either High Bay fixtures or as F-Bay fixtures and include reflector. Incentive is offered based on the total wattage reduced per fixture. Wattages used in this application need to come off of the Standard Wattage Table found in this application.

Indoor Induction Lamps

Incentives are available for the replacement or retrofit of a T12, Incandescent, or HID fixture used in an interior installation with a permanently wired induction lamp retrofit or new induction fixture. Incentive is offered based on the total wattage reduced per fixture. Wattages used in this application need to come off of the Standard Wattage Table found in this application.

Parking Garage Metal Halide/HID Replacement with LED/Induction Fixtures

Incentive is available for the replacement or retrofit of an exterior Metal Halide or HID fixture with an Induction or LED fixture which has a reduced input wattage of at least 40%. Incentives are per fixture and are based on the input wattage of the original fixture. Incentives are further separated by fixtures that operate 24/7 (8,760 hours annually) and fixtures that operate less than 24 hours per day.

MECHANICAL EQUIPMENT GUIDELINES

SECTION A – CENTRAL PACKAGED AND SPLIT SYSTEM AIR CONDITIONERS (Including Rooftop Units)

Incentives are available to install replacement air conditioning systems that meet or exceed the qualifying cooling efficiencies listed in the application. They can be either split system or single package units. Water cooled systems, evaporative coolers, and water source heat pumps are not eligible for this incentive, but are encouraged to submit a custom application. All packaged and split system cooling equipment must meet AHRI standards (210/240, 320, or 340/360), be UL listed, and use a minimum ozone-depleting refrigerant. Split system efficiency must be for air handling and condensing unit combined. Incentives are per ton of refrigeration.

SECTION B – CENTRAL PACKAGED AND SPLIT SYSTEM AIR-SOURCE HEAT PUMPS (Including Rooftop Units)

Incentives are available to install replacement air-source heat pumps that meet or exceed the qualifying cooling efficiencies listed in the application. They can be either split system or single package units. Water cooled systems, evaporative coolers, and water source heat pumps are not eligible for this incentive, but are encouraged to submit a custom application. All packaged and split system cooling equipment must meet AHRI standards (210/240, 320, or 340/360), be UL listed and use a minimum ozone-depleting refrigerant. Split system efficiency must be for air handling and condensing unit combined. Incentives are per ton of refrigeration.

SECTION C – AIR AND WATER COOLED CHILLERS

Incentives are available for air-cooled chillers that have a rated Full Load Energy Efficiency (kW/ton) and Integrated Part Load Value (IPLV) that are less than or equal to the qualifying efficiencies listed on the application. The chiller efficiency rating must be in accordance with ARI Standard 550/590-2003. The chillers must be UL listed. Incentives are per ton of refrigeration.

SECTION D – HVAC CONTROLS

Programmable Thermostat

Incentives are available for buildings which have central air conditioning and replace any non-programmable thermostats with units that automatically adjust the temperature at pre-selected times. They must be capable of maintaining two separate programs (to address the different comfort needs of weekdays and weekends) and up to four temperature settings for each program.

Demand Control Ventilation

Installation of controls that use carbon dioxide sensors to determine occupancy levels and modify the percentage of outside air based on variable levels. Only buildings with cooling applications are eligible. Conditioned spaces must be kept between 65 and 75 degrees Fahrenheit during occupied hours. Systems must have current fresh air requirements equal or greater than the AHRAE 62 standard. Carbon dioxide sensors must be installed in conjunction with fully functioning air side economizers. Dual temperature air-side economizers with zone-level carbon dioxide sensors for rooftop units qualify and return system carbon dioxide sensors are acceptable for VAV systems. The building floor plan and control schedule are required for pre-approval.

Guest Room Occupancy Sensors

Incentives are available on a per room controlled basis and not a per sensor basis. The sensors must provide automatic control of HVAC equipment. New systems only, upgrades and replacements of existing GREM system / components are not eligible.

SECTION E – VARIABLE FREQUENCY DRIVES

Incentives are available for the addition of a variable frequency drive (VFD) to a motor which was not originally controlled by a VFD. The VFD must have an input signal which results in a reduction in motor speed. HVAC applications must operate at least 1,800 hours per year. Process application must operate at least 2,000 hours per year. Process application must have a motor that is 50 hp or less. All other applications must apply for custom incentives. To qualify, all existing controls and throttling strategies must be removed or permanently decommissioned. New VFDs on redundant or back-up motors do not qualify.

SECTION F – INDUSTRIAL PROCESS

Compressed Air Engineered Nozzle

The new nozzle must replace open pipe/tube assemblies connected to a compressed air system. The engineered nozzle must be between 1/8" and 1/2" in diameter.

Barrel Wraps for Injection Molding Machines

Incentives are available for installing insulating blankets on the barrels of extruding or injection molding machines. Blankets must be installed in accordance with machine manufacturer recommendations on previously uninsulated barrels. Incentive is per machine ton.

MISCELLANEOUS EQUIPMENT GUIDELINES

SECTION A – COMMERCIAL REFRIGERATION SYSTEMS

LED Grocery Case Lighting

Incentives are available for the replacement of T12 or T8 linear fluorescent lamps with LED lighting. Incentive is per fluorescent fixture replaced.

Occupancy Sensor for LED Case Lighting

Incentives are available for sensors which automatically turn on LED case lighting when motion is detected. The lights need to automatically turn off when motion is no longer detected after a set length of time. The minimum time length set point needs to be 10 minutes. Incentive is per door controlled.

Walk-in or Case Cooler/Freezer ECM

Incentives are available for the replacement of permanent split capacitor (PSC) or a shaded pole motor in an existing walk-in or case cooler with an electronically commutated motor (ECM). Incentive is per motor.

Cooler Strip Curtain

Incentives are available for the new curtains which separate a walk-in cold storage area with a conditioned space. Incentives are available for new curtains where no curtains previously existed or where the current curtains are exceptionally deteriorated. The incentive is per square foot of new curtain installed.

Freezer Strip Curtain

Incentives are available for new curtains which separate a walk-in cold storage area with a conditioned space. Incentives are available for new curtains where no curtains previously existed or where the current curtains are exceptionally deteriorated. The incentive is per square foot of new curtain installed.

Cooler/Freezer Door Gaskets

Incentives are available for new door gaskets which seal and prevent air infiltration on a cooler or freezer door. Incentives are available for new gaskets where no gaskets previously existed or where the current gaskets are exceptionally deteriorated. The incentive is per linear foot of new curtain installed.

Cooler Night Covers

Incentives are available for vertical covers designed to be used to separate conditioned space and chilled areas of an open refrigerator or freezer display cases. Horizontal covers are not eligible. The purpose of night covers is to reduce the amount of heat loss from the open refrigerated display case into the conditioned space of the facility during non-operating hours. Incentive is based on the linear length of case being covered and the time per day that the cover will be used.

Anti-Sweat Heater Controls

Incentives are available for anti-sweat heater controls which monitor relative humidity in the air outside the display door and turns off the door and frame anti-sweat heaters during low humidity conditions. Technologies that detect condensation and are able to shut off the heaters are also eligible. Incentive is per door controlled.

SECTION B – ENERGY STAR Commercial Kitchen Systems

ENERGY STAR Steam Cookers

- Must be ENERGY STAR rated and replacing non-ENERGY STAR rated

ENERGY STAR Solid Door Refrigerators

- Must be ENERGY STAR rated and replacing non-ENERGY STAR rated

ENERGY STAR Solid Door Freezers

- Must be ENERGY STAR rated and replacing non-ENERGY STAR rated

ENERGY STAR Ice Machines

- Must be ENERGY STAR rated and replacing non-ENERGY STAR rated

ENERGY STAR Fryers

- Must be ENERGY STAR rated and replacing non-ENERGY STAR rated

ENERGY STAR Hot Holding Cabinets

- Must be ENERGY STAR rated and replacing non-ENERGY STAR rated

SECTION C – MISCELLANEOUS EQUIPMENT

Vending Machine Controller (for cold beverage machines)

Incentives are available for retrofitting existing vending machines with beverage vending machine controllers. The controller must include a passive infrared occupancy sensor to turn off fluorescent lights and vending machine systems when surrounding area is unoccupied for 15 minutes or longer. Control logic should power on the machine at a minimum of every 2 hours to maintain proper product temperature.

Intelligent Surge Protector

Incentives are available for surge protectors with built-in plus-load detection and control capabilities. The intelligent surge protector must include at least one uncontrolled socket where a primary device can be connected. Turning the primary device on or off will turn on or off all associated devices in the power strip. The strip may also contain sockets for uncontrolled devices.

Pre-Rinse Sprayer

Incentives are available for low-flow pre-rinse sprayers using less than 1.6 gallons per minute. Sprayer must replace a sprayer which uses 2.2 gallons per minute or more. The water must be heated using electricity.

SECTION D – SOLAR ENERGY SYSTEMS

Please contact Hometown Energy Savers before starting project.

SAMPLE QUOTE OR INVOICE

This is an example of an invoice that contains all required information for the Hometown Energy Savers® program. Quotes and invoices are not required to be identical to the example below but all quotes and invoices are required to have the following information:

- Contractor information
- Customer information
- Date of document
- Complete product model numbers
- Product quantity
- Line item cost for each material
- Labor and other expenses listed separately
- Total invoice amount

CONTRACTOR INFORMATION

ABC Contractor
123 ABC Street
ABCTown, MI 55555
517-555-1234

DATE

Date	Invoice #
3/25/2012	54005-1

CUSTOMER INFORMATION

<p>Bill To:</p> <p>GHI Customer 123 GHI Avenue GHIVille, MI 44444</p>	<p>Ship to:</p> <p>GHI Customer 123 GHI Avenue GHIVille, MI 44444</p>
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COMPLETE PRODUCT MODEL NUMBERS

PRODUCT QUANTITY

PO Number	Terms
Johnny	2% 10 Net 30

Part #	Description	Qty	Rate	Amount
JKL232RST-T8	2 lamp HPT8 ballast	103	\$10.85	\$1,117.55
F32T8XYZ4100	F32 HPT8 lamp	206	\$2.24	\$461.44
CFL20AB841	20 watt CFL	118	\$2.33	\$274.94
RST-70UVW	Wirenut	46	\$36.00	\$1,656.00
Labor	Labor	1	\$600.00	\$600.00
Disposal	Disposal and Recycling	1	\$250.00	\$250.00
Subtotal				\$4,359.93
Tax 6.00%				\$261.60
<i>Thank you for your business. Please remit payment to ABC Contractor.</i>				Grand Total
				\$4,621.53

TOTAL INVOICE AMOUNT

LABOR AND OTHER EXPENSES LISTED SEPARATELY FROM MATERIALS

LINE ITEM PRICE FOR EACH MATERIAL

2012 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 877-NRG-LBWL (877-674-5295).
2. **Incentive Offer:** Energy efficient equipment subject to incentive from BWL must be installed and operational by November 30, 2012. 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, 2012. 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 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).
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:** Customer Applications qualifying and approved for the incentive payments will receive payment within 30 calendar days of said 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. **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.
12. **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.
13. **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.
14. **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.