



Commercial & Industrial Application for Energy Efficiency Incentives

Instructions for Use:

*For more detailed instructions, please refer to the Terms and Conditions included with this application.
Please call 1-877-296-4319 for questions about the application and/or pre-approval before installation.*

Incentive Offer: Projects must be installed and operational by December 31, 2010. Projects must result in reduced electric energy use due to improvement in the system efficiency; control upgrades may also qualify. Reduced electric use resulting from peak shaving, demand limiting, fuel switching, power generation renewable energy, or operating schedule changes does not qualify. To qualify, lighting must be used a minimum of 1800 hours per year and other equipment must operate a minimum of 1,500 hours per year.

All projects must receive approval BEFORE project installation.

Determine Eligibility: Equipment must be new and installed in a commercial or industrial facility which is a Marquette Board of Light and Power Utilities customer, as well as meet minimum requirements set forth in this document.

- Step 1:** **Initial Applications:** Original applications must have complete information and be submitted for pre-approval with:
- a) The entire completed application signed by the customer.
 - b) An itemized quote from the chosen contractor and/or vendor for the project which includes a separate line item for each incentive measure, and includes the quantity, size, type, make and model, of purchased items, and labor costs, if applicable.
Note: Internal labor cannot be included in the cost of the project.
 - c) The manufacturer (OEM) specification sheets for all items to be installed as described in the application.
 - d) A copy of the most recent utility bills for both Electric and Gas Utilities. (The first two pages are sufficient if they include a summary of charges.)
- Step 2:** **Pre-approval:** If your project meets the pre-approval criteria, the customer will receive a letter via email (or standard mail if email is unavailable) within two weeks indicating that the funds have been reserved.
- Incomplete applications will cause delays.
 - This letter must be signed and returned within 10 days.
 - From the date of issuance of this letter, you will have 90 days to complete your project and submit all final documentation.
 - After 90 days, your application will expire.
- Step 3:** **Install Equipment:** After receiving pre-approval notification, new equipment must be installed and old equipment removed. Only new products which are exact product types listed in this form are eligible for prescriptive incentives.
- Step 4:** **Final Applications:** Final applications must have complete information and be submitted for pre-approval with:
- a) The entire completed application, if the scope of work changed during installation. If the application remains unchanged, please send the signed customer agreement page only and add the installation date.
 - b) An itemized invoice from the chosen contractor and/or vendor for the project which includes a separate line item for each incentive measure, and includes the date, quantity, size, type, make and model of installed items, and labor costs, if applicable.
Note: Internal labor cannot be included in the cost of the project.
 - c) The manufacturer (OEM) specification sheets for any items that were part of project application change.
- Step 5:** **Delivery:** Applications and required documentation must be delivered to:

Mail: Energy Optimization
Commercial & Industrial Energy Efficiency Program
1500 Abbot Rd., Suite 100
East Lansing, MI 48823

Email: Email scanned copies to: energyoptimization@franklinenergy.com

Fax: 1-517-203-0658

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Commercial & Industrial Application for Energy Efficiency Incentives

Customer Information (Please Print)

| | | | | | |
|---|--|--------------------------------------|-----------------------------|---|----------|
| Name of Business | | Phone | | Email Address | |
| Mailing Address | | City | | State | ZIP Code |
| | | | | MI | |
| Installation Address | | City | | State | ZIP Code |
| | | | | MI | |
| Hours of Operation. Is this a 24-hour facility? | | <input type="checkbox"/> Yes | <input type="checkbox"/> No | Please indicate annual hrs of operation: -----> | |
| Electric Utility & Account Number | | Natural Gas Utility & Account Number | | | |
| Building Use - Please Check One: (or for electronic copies, please indicate from list below in adjacent space provided) -----> | | | | | |
| <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"/> Lodging <input type="checkbox"/> School: K-12 <input type="checkbox"/> Other / Miscellaneous <input type="checkbox"/> Healthcare facility <input type="checkbox"/> School: College | | | | | |
| Fuel type for space heating: <input type="checkbox"/> Natural Gas <input type="checkbox"/> Electric <input type="checkbox"/> LP (Propane) <input type="checkbox"/> Oil | | | | | |
| How did you learn about the program? | | | | | |
| <input type="checkbox"/> My Utility <input type="checkbox"/> Utility Website <input type="checkbox"/> Newspaper <input type="checkbox"/> Community Event <input type="checkbox"/> Mail / Bill insert <input type="checkbox"/> Contractor <input type="checkbox"/> Other | | | | | |
| Name of Installing Contractor (if applicable) | | Address | | City | State |
| 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 program 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. | | | |
| Please sign and complete all information below. | | | |
| Signature | | Print Name | |
| | | | |
| | | Date Submitted | |
| | | Date Installed | |

| | | | |
|-------------------------|--|--|----------------|
| Program Use Only | | | |
| Date Received: | Post Inspected? | Incentive Approved (yes / no) | 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 :\$ | |



Commercial & Industrial Application for Energy Efficiency Incentives

Customer Information (Please Print)

Payment Release Authorization (Optional)

Complete this section ONLY if incentive payment 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.

Authorized by:

| Signature | Print Name | Date |
|-----------|------------|------|
| | | |

Check should be made payable to:

| | | | |
|----------------------------------|--|----------|----------------------|
| Payee: Company/Individual Name | | | |
| Mailing Address | | | |
| City | State | ZIP Code | Contact Phone Number |
| Taxpayer ID# (SSN/FEIN OR PAYEE) | Tax Status - Corporation (Inc., PC, etc). Tax exempt, Individual, other (may receive 1099) | | |

Terms and Conditions

1. **Incentive Offer:** Projects must be implemented (completed) by December 31, 2010. Projects must result in reduced electric energy use due to improvement in the system efficiency; control upgrades may also qualify. Reduced electric use resulting from peak shaving, demand limiting, fuel switching, power generation, renewable energy, or operating schedule changes does not qualify. To qualify, lighting must be used a minimum of 1800 hours per year and other equipment must operate a minimum of 1,500 hours per year.
2. **Compliance:**
 - a. All projects must comply with applicable federal, state and local laws and building codes.
 - b. All equipment must be new or retrofitted with new components per the program specifications. Used or rebuilt equipment is not eligible for incentives. Existing equipment must be removed or permanently disconnected.
 - c. New equipment must meet specification requirements.
 - d. Existing equipment must be operational when the application is submitted.
 - e. Only one incentive will be granted for each project.
 - f. Customers can submit multiple projects in a calendar year, however, the incentive totals cannot exceed the "incentive limit" cap per year.
 - g. All projects must be a retrofit/replacement installation in an existing building (not available for new construction).
 - h. If the project is in a leased building, the term of the lease must be at least three (3) years.
 - i. Up to 24 months of Utility Usage information may be requested.
3. **Delivery:** Applications must be delivered to via mail to Energy Optimization, 1500 Abbott Road, Suite 100, East Lansing, MI 48823, e-mailed to energyoptimization@franklinenergy.com, or faxed to 1-517-203-0658.
4. **Initial Applications:** Original applications must have complete information and be submitted with 1) the entire completed application signed by the customer 2) An itemized quote(s) from the chosen contractor for the project which includes at least one line item per incentive measure, and includes the quantity, size, type, make, model of proposed items, and external labor costs (if applicable). Note: Internal labor cannot be included in the total project cost. 3) The manufacturer (OEM) specification sheets for all items to be installed as described in the application. 4) A copy of the most recent utility bills for both Electric and Gas Utilities. All projects must receive approval BEFORE project installation. If your project meets the pre-approval criteria, you will receive a letter via e-mail (or standard mail if e-mail is unavailable) within two weeks indicating the funds have been reserved for your project. This letter must be signed and returned within 10 days. From the date of issuance of this letter, you will have 90 days to complete your project and submit all final documentation. After 90 days, your application will expire.
5. **Final Applications:** Final applications must have complete information and be submitted with 1) the entire completed application, if the application measure changed during installation. 2) An itemized invoice(s) from the chosen contractor and/or vendor for the project which includes at least one line item per incentive measure, and includes the date, size, type, make, model of installed items, and external labor costs (if applicable). **Note:** Internal labor cannot be included in the total project cost. 3) The manufacturer (OEM) specification sheets for any items that were part of an application measure change.
6. **Prescriptive Incentive Limit:** Purchase and install qualifying equipment and receive an energy efficiency incentive of up to \$10,000 per customer per calendar year. Incentives for Prescriptive measures may not exceed 50% of the total project cost, including materials, external labor, permits, equipment rental or disposal.
7. **Custom Incentive Limit:** Custom incentives will not be provided for projects with less than a 1-year simple payback or greater than a 7-year simple payback. Purchase and install qualifying equipment and receive an energy efficiency incentive of up to \$10,000 per customer per calendar year. Incentives for Custom measures may not exceed 40% of the total project cost, including materials, external labor, permits, equipment rental or disposal.
8. **Payment:** Once completed paperwork is submitted, incentive payments are usually made within 6 to 8 weeks. Incomplete applications will either delay payments or result in denial of application approval. Marquette Board of Light and Power Utility reserves the right to refuse payment and participation if the customer or contractor violates program terms and conditions. Marquette Board of Light and Power must receive 100% of the energy savings for the rated life of the product(s) or for a period of three (3) years from receipt of incentive, whichever is less. If you do not provide the energy savings, if the facility in which the installed projects are located closes or ceases operation within the three (3) years from receipt of incentive or if you cease to be a customer of the Marquette Board of Light and Power during the three (3) years, you shall refund a prorated amount of incentive dollars based on the time installed.
9. **Inspection:** Program staff reserves the right to conduct pre-inspections and post-inspections of proposed and installed projects.
10. **Publicity:** The Marquette Board of Light and Power reserves the right to publicize your participation in this program, unless you specifically request otherwise.



Commercial & Industrial Application for Energy Efficiency Incentives

Terms and Conditions

- 11 Program Discretion: Incentives are available on a first-come, first-served basis. Incentive amounts and offerings are subject to change or termination without notice at the discretion of the Marquette Board of Light and Power .
- 12 Logo Use: Customers or allies may not use the Marquette Board of Light and Power nor the Energy Optimization name or logo in any marketing, advertising, or promotional material without written permission.
- 13 Disclaimers: Marquette Board of Light and Power:
- does not endorse any particular manufacturer, product, labor or system design by offering these programs;
 - will not be responsible for any tax liability imposed on the customer as a result of the payment of incentives;
 - does not expressly or implicitly warrant the performance of installed equipment or contractor's quality of work (contact your contractor for detailed warranties);
 - is not responsible for the proper disposal/recycling of any waste generated as a result of this project;
 - is not liable for any damage caused by the installation of the equipment or for any damage caused by the malfunction of the installed equipment.
- 14 Eligibility:
These incentives are offered to Marquette Board of Light and Power electric customers only. For questions regarding eligibility, call 877-296-4319.

INFORMATION RELEASE: Customer requests and authorizes Marquette Board of Light and Power to release natural gas and/or electric usage for the preceding twelve months to Energy Optimization, in order to participate in the program. The authorization to release information expires automatically two (2) years after signature date. Customer agrees that Energy Optimization and their contractors may include customer's name, address, Marquette Board of Light and Power account number, Marquette Board of Light and Power services and resulting energy savings ("Information") in a database hosted by a contractor of Energy Optimization and such information may be included in reports or other documentation submitted to Marquette Board of Light and Power, and their contractors and/or the Michigan Public Service Commission ("Reports"). Such parties will treat such Information as confidential and the Information in the Reports shall only be in the aggregate.

RELEASE/INDEMNIFICATION: Payment of rebates under the Program and/or evaluation of applications for rebates shall not deem Energy Optimization or any of its affiliates, employees, contractors or agents ("Energy Optimization Parties") to be responsible for any work completed in connection herewith. Applicant fully releases Energy Optimization Parties from any and all claims it may have against Energy Optimization Parties in connection with this application, the rebates or the work performed in connection with them. In addition, applicant agrees to defend, indemnify and hold Energy Optimization Parties harmless from and against any and all claims, losses, demands or lawsuits by any third parties arising in connection with this application, the payment or non-payment of rebates, or any work performed in connection with them. The customer hereby releases Marquette Board of Light and Power from any and all liability arising from or connected with releasing the information to Energy Optimization set forth herein.



Commercial & Industrial Application for Energy Efficiency Incentives

Prescriptive Lighting Application

| A. Compact Fluorescent Fixtures and Lamps (CFL) | | | | |
|--|--|---------------|--------------------|-----------------------------------|
| Description | Specifications | Qty Installed | Incentive Per Unit | Total Incentive (Qty x Incentive) |
| Compact Fluorescent Light Bulb (CFL) | Replaces Incandescent Light Bulb | | \$1.50 | |
| Specialty CFL (spot lamp, 3 way, Dimm.) | Replaces Incandescent Light Bulb W/ specialty CFL | | \$4.00 | |
| CFL Fixture | Replaces incandescent fixture with permanently wired fixture with pin-based CFL lamps. | | \$20.00 | |
| TOTAL FOR SECTION A: | | | | \$0.00 |

| B. High-Performance T8 Fluorescent Systems (CEE Qualified Only) Replace T12 systems with CEE Qualified High Performance (super) T8 systems. Lamps and ballasts used must meet the CEE specifications for High Performance T8 Systems. See "Commercial Lighting" at www.cee1.org for approved lamp and ballast list. Replacement fixtures or lamp and ballast retrofits are eligible. For standard T8 to HPT8 replacement / retrofit, use the custom application form. | | | | |
|--|---|---------------|--------------------|-----------------------------------|
| Description | Specifications | Qty Installed | Incentive Per Unit | Total Incentive (Qty x Incentive) |
| HPT8 4ft 1 lamp | Replacement or retrofit of T12 4ft 1 lamp | | \$5.00 | |
| HPT8 4ft 2 lamp | Replacement or retrofit of T12 8ft 1 lamp | | \$6.00 | |
| | Replacement or retrofit of T12HO 8ft 1 lamp | | \$14.00 | |
| | Replacement or retrofit of T12 4ft 2 lamp | | \$7.00 | |
| HPT8 4ft 3 lamp | Replacement or retrofit of T12 4 ft 3 lamp | | \$12.00 | |
| HPT8 4ft 4 lamp | Replacement or retrofit of T12 8ft 2 lamp | | \$6.00 | |
| | Replacement or retrofit of T12HO 8ft 2 lamp | | \$25.00 | |
| | Replacement or retrofit of T12 4ft 4 lamp | | \$14.00 | |
| De-Lamping (per lamp incentive) | Permanent lamp removal combined with HPT8 ballast and lamp retrofit - also applies to T12 to HPT8 LW retrofits. 4ft | | \$5.00 | |
| De-Lamping (per lamp incentive) | Permanent lamp removal combined with HPT8 ballast and lamp retrofit - also applies to T12 to HPT8 LW retrofits. 8ft | | \$7.25 | |
| TOTAL FOR SECTION B: | | | | \$0.00 |

Prescriptive Lighting Application, Page 2

C. Low Watt T8 Fluorescent Systems (CEE Qualified Only) Replace T8 / T12 systems with 28 and 25 watt CEE Qualified Reduced Wattage T8 Systems. Lamps and ballasts used must meet the CEE specifications for Reduced Wattage T8 Systems. See "Commercial Lighting" at www.cee1.org for approved lamp and ballast list. Incentive shown includes low wattage fluorescent lamp incentive of \$0.75 per lamp. Replacement fixtures or lamp and ballast retrofits are eligible.

| Description | Specifications | Qty Installed | Incentive Per Unit | Total Incentive (Qty x Incentive) |
|------------------------------|---|---------------|--------------------|-----------------------------------|
| Low Watt T8 lamps 25W or 28W | Replacement of 32W T8 4ft lamps | | \$0.75 | |
| LW HPT8 4ft 1 lamp | Replacement or retrofit of T8 4ft 1 lamp | | \$2.00 | |
| LW HPT8 4ft 2 lamp | Replacement or retrofit of T8 4ft 2 lamp | | \$4.00 | |
| LW HPT8 4ft 3 lamp | Replacement or retrofit of T8 4ft 3 lamp | | \$6.00 | |
| LW HPT8 4ft 4 lamp | Replacement or retrofit of T8 4ft 4 lamp | | \$8.00 | |
| LW HPT8 4ft 1 lamp | Replacement or retrofit of T12 4ft 1 lamp | | \$6.00 | |
| LW HPT8 4ft 2 lamp | Replacement or retrofit of T12 4ft 2 lamp | | \$8.00 | |
| LW HPT8 4ft 3 lamp | Replacement or retrofit of T12 4ft 3 lamp | | \$14.00 | |
| LW HPT8 4ft 4 lamp | Replacement or retrofit of T12 4ft 4 lamp | | \$16.00 | |
| TOTAL FOR SECTION C: | | | | \$0.00 |

D. High Bay Fluorescent Fixtures - T8 or T5HO High-Bay Fluorescent Fixtures with Electronic Ballasts. One for one replacement of specific wattage HID (Metal Halide, Mercury Vapor and High Pressure Sodium) or Incandescent Fixtures. Incentive paid @ \$0.30 / Watt reduced (saved). Note: minimum incandescent wattage for replacement is 250W. ** See standard Wattage table in the Equipment Guidelines tab.

| Description | Include description of High Bay upgrade: (Existing: type, wattage**) (New: type, wattage, number of lamps) | | Qty Installed A | Watts Saved Per Unit B | Total Incentive (A X B X \$0.30) |
|--|--|------|--------------------|------------------------------|-------------------------------------|
| | Existing: | New: | | | |
| HID to T5 HO / F32T8 High Bay | Existing: | | | | |
| | New: | | | | |
| HID to T5 HO / F32T8 High Bay | Existing: | | | | |
| | New: | | | | |
| HID to T5 HO / F32T8 High Bay | Existing: | | | | |
| | New: | | | | |
| Other High Bay technology to T5 HO / F32T8 | Existing: | | | | |
| | New: | | | | |
| Note: All lighting changes must meet IESNA Standards for lighting levels with respect to facility / area installed | | | | | |
| TOTAL FOR SECTION D: | | | | | \$0.00 |

Prescriptive Lighting Application, Page 3

| E. Other Efficient Lighting Technologies and Controls | | | | |
|--|--|----------------------|---------------------------|--|
| Description | Specifications | Qty Installed | Incentive Per Unit | Total Incentive (Qty x Incentive) |
| Standard T8 w/electronic ballast (non CEE) | Replacement or retrofit of linear T12 4' or U-tube | | \$3.00 | |
| Standard T8 w/electronic ballast (non CEE) | Replacement or retrofit of linear T12 8' | | \$4.00 | |
| Pulse Start Metal Halide (PSMH), (retrofit only) | 320 W PSMH replacing 400 Watt or larger HID, must be permanently wired ballast and lamp retrofit, or new fixture. | | \$60.00 | |
| Occupancy Sensor < 500W | Incentive is per sensor. May be wall or ceiling mounted. Rapid or programmed start ballasts are recommended for fluorescent fixtures. Socket based sensors do not qualify. | | \$20.00 | |
| Occupancy Sensor > 500W | | | \$50.00 | |
| LED Exit Sign New Fixture or Hardwired Retrofit Kit | Replace or retrofit existing sign: <input type="checkbox"/> Incandescent <input type="checkbox"/> Fluorescent | | \$12.50/ Fixture | |
| Central Lighting Controls | 10,000 SqFt min. / Requires pre-approval / Requires control plan. | | \$600.00 | |
| LED Traffic Signal (incentive is per lamp) | Retrofit of existing signals - all signal lamps must be replaced. | | \$20.00 | |
| TOTAL FOR SECTION E: | | | | \$0.00 |

| | |
|------------------------------------|---------------|
| LIGHTING - TOTAL INCENTIVE: | \$0.00 |
|------------------------------------|---------------|

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Prescriptive Non-Lighting Application

A. Central Packaged and Split System Air Conditioning (including Rooftop Units)

For split systems, the indoor coil and condenser must be a matched set to be eligible.

| Description | Size | Minimum ARI Efficiency | Incentive Per Ton | Tons | Qty | Total Incentive (Incentive/Ton x Tons x Qty) |
|-----------------------------|---------------|------------------------|-------------------|------|-----|---|
| <65,000 BTUH (1 ph) | < 5.4 tons | 14.0 SEER | \$25.00 | | | |
| <65,000 BTUH (3 ph) | <5.4 tons | 11.6 EER | \$25.00 | | | |
| 65,000 – 134,000 BTUH | 5.4—11.3 tons | 11.5 EER | \$35.00 | | | |
| 135,000 – 239,000 BTUH | 11.4—20.0 | 11.5 EER | \$35.00 | | | |
| 240,000 – 759,000 BTUH | 20.1—63.3 | 10.5 EER | \$35.00 | | | |
| TOTAL FOR SECTION A: | | | | | | \$0.00 |

B. Central Packaged and Split System Air Source Heat Pumps (including Rooftop Units)

For split systems, the indoor coil and condenser must be a matched set to be eligible.

| Description | Size | Minimum ARI Efficiency | Incentive Per Ton | Tons | Qty | Total Incentive (Incentive/Ton x Tons x Qty) |
|-----------------------------|----------------|------------------------|-------------------|------|-----|---|
| <65,000 BTUH (1 ph) | <5.4 tons | 14.0 SEER | \$25.00 | | | |
| <65,000 BTUH (3 ph) | <5.4 tons | 11.6EER | \$25.00 | | | |
| 65,000 – 134,000 BTUH | 5.4-11.3 tons | 11.5 EER | \$35.00 | | | |
| 135,000 – 239,000 BTUH | 11.4-20.0 tons | 11.5 EER | \$35.00 | | | |
| 240,000 – 759,000 BTUH | > 20.0 tons | 10.5 EER | \$35.00 | | | |
| TOTAL FOR SECTION B: | | | | | | \$0.00 |

C. Air Cooled Chillers

| Description (Size) | ARI Efficiency | Incentive Per Ton | Tons | Qty | Total Incentive (Incentive/Ton x Tons x Qty) |
|-----------------------------|------------------------|-------------------|------|-----|---|
| All Sizes | ≤ 1.2 kW/Ton Full Load | \$15.00 | | | |
| TOTAL FOR SECTION C: | | | | | \$0.00 |

D. Water Cooled Chillers

Qualifying units must meet listed full- and part-load efficiencies.

| Description (Size) | ARI Efficiency | Incentive Per Ton | Tons | Qty | Total Incentive (Incentive/Ton x Tons x Qty) |
|-----------------------------|--|-------------------|------|-----|---|
| <150 Ton | ≤ 0.79 kW/ton full load ≤ 0.49 kW/ ton part load (IPLV) | \$10.00 | | | |
| 150 – 300 Ton | ≤ 0.63 kW/ton full load ≤ 0.44 kW/ ton part load (IPLV) | \$15.00 | | | |
| > 300 Ton | ≤ 0.58 kW/ton full load ≤ 0.44 kW/ ton part load (IPLV) | \$15.00 | | | |
| TOTAL FOR SECTION D: | | | | | \$0.00 |

Prescriptive Non-Lighting Application, Page 2

E. Three Phase Electric Motors Use the NEMA Premium Motor Efficiencies in Table 1 on page 5 for qualifying efficiencies. Rebuilt, rewound, redundant, or backup units do not qualify.

| Description | Efficiency % | RPM | ODP or TEFC | HP | Incentive Per HP | Qty | Total Incentive (HP x Incentive/HP x Qty) |
|-----------------------------|--------------|-----|-------------|----|------------------|-----|---|
| 1 – 5 HP | | | | | \$8.00 | | |
| 7.5 – 20 HP | | | | | \$6.00 | | |
| 25 – 100 HP | | | | | \$3.00 | | |
| 125 – 250 HP | | | | | \$2.00 | | |
| TOTAL FOR SECTION E: | | | | | | | \$0.00 |

F. Variable Frequency Drives - Drives must be used in process pumping or air handling applications related to HVAC only. VFDs must be automatically controlled by a variable signal, and have load diversity that will result in savings through motor speed variation. VFDs for process pumps must run at least 2,000 hours per year and be ≤ 50 hp. Redundant unit, back-up units, and replacements of existing VFDs do not qualify.

| VFD Application (Fan or Pump, Equipment Served) | Controls before VFD | HP | Incentive Per HP | Qty | Total Incentive (HP x Incentive/HP x Qty) |
|---|---------------------|----|------------------|-----|---|
| | | | \$60.00 | | |
| | | | \$60.00 | | |
| TOTAL FOR SECTION F: | | | | | \$0.00 |

G. Miscellaneous Equipment

Equipment must be on the list of qualifying ENERGY STAR® equipment to be eligible for an incentive. Please see the Commercial Food Service subsection under the Products section at www.energystar.gov for a list of qualifying products.

| Description | Incentive Per Unit | Qty | Total Incentive (Incentive/Unit x Qty) |
|---|--------------------|-----|--|
| Vending Equipment Controller (for cold beverage machines) | \$50.00 | | |
| ENERGY STAR Commercial Solid Door Refrigerator Less than 20ft ³ | \$75.00 | | |
| ENERGY STAR Commercial Solid Door Refrigerator between 20ft ³ to 48ft ³ | \$100.00 | | |
| ENERGY STAR Commercial Solid Door Refrigerator more than 48ft ³ | \$150.00 | | |
| ENERGY STAR Commercial Solid Door Freezer Less than 20ft ³ | \$50.00 | | |
| ENERGY STAR Commercial Solid Door Freezer Between 20ft ³ to 48ft ³ | \$150.00 | | |
| ENERGY STAR Commercial Solid Door Freezer More than 48ft ³ | \$150.00 | | |
| ENERGY STAR Ice Machines Less than 500 lbs | \$150.00 | | |
| ENERGY STAR Ice Machines 500 to 1,000 lbs | \$250.00 | | |
| ENERGY STAR Ice Machines More than 1,000 lbs | \$500.00 | | |
| Anti-sweat Heater Controls - Per Door Controlled Incentive | \$80.00 | | |
| Pre Rinse Sprayers < 1.6 gpm (electric water heating required) | \$25.00 | | |
| TOTAL FOR SECTION G: | | | \$0.00 |

| | |
|--------------------------------------|--------|
| NON-LIGHTING TOTAL INCENTIVE: | \$0.00 |
|--------------------------------------|--------|



Commercial & Industrial Application for Energy Efficiency Incentives

Custom Application

Submit Completed Application for Pre-approval: Written approval (notice to proceed) must be obtained by the Marquette Board of Light and Power before purchase or installation of new equipment or systems.

Direct inquiries to 1-877-296-4319

Please see "Instructions for Use"

Directions for submitting energy savings estimates for Custom Applications.

On a separate sheet(s) of paper, please:

1. Describe the project in one or two paragraphs.
2. List all known factors, assumptions and issues in any calculations you provide for kW and kWh energy savings.
3. Provide clear and logical step-by-step calculations detailing the estimated energy savings.
4. Show all units in the calculations.
5. Provide a copy of the vendor proposal showing pricing detail.
6. Spreadsheets are accepted and encouraged; however calculation methods must be shown separately and clearly.

Estimated Project Savings

| # | Measure Description ^e | Demand (KW) | Annual Energy Savings (kWh) | Total Savings (\$) ^a | Measure Cost (\$) ^{b,c,d} |
|----------------|----------------------------------|-------------|-----------------------------|---------------------------------|------------------------------------|
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | | | | | |
| Totals: | | - | - | \$ - | \$ - |

^a All savings resulting from the project, to include - but not limited to - savings from energy reduction, maintenance, etc.

^b Measure cost is either the cost to remove/replace existing operational equipment, or it is the incremental cost to upgrade non-operational equipment from standard efficiency to high efficiency equipment. See instructions for additional information.

^c Costs itemized by measure are required.

^d Include contracted labor costs, disposal, permit fees, etc, related to the project. Internal labor cannot be included in the total project cost.

^e Measure refers to specific energy efficient project components. Examples would be "chiller replacement," "energy efficiency lighting conversion," "VSD air compressor replacement," etc.

Note: Projects are paid at \$0.06 per kWh, up to 40% of the project cost, whichever is lower.



Commercial & Industrial Application for Energy Efficiency Incentives

CUSTOM MEASURES, PAGE 2.

Sample Calculations

Demand kW (Fixture Wattage X Fixture Quantity) / 1000

kWh and kWh Savings kWh = kW (see above) X Annual Hours of Operation
kWh Savings = Original kWh - New kWh

Annual Energy Savings \$ Annual Savings \$\$ = kWh Savings X Elect. Rate (\$/kWh)
Note: Electric Rates can be found on a customer's utility bill

Incentive Information

Custom incentives are calculated using a rate of \$0.06 / annual kWh saved. All projects must have a payback period of 1 to 7 years. Custom projects will either be paid at the calculated incentive or 40% of total project cost whichever is lower. Internal labor will not be included in the total project cost.

Certification

I hereby certify that: 1. The information contained in this application is accurate and complete; 2. All rules of this incentive program have been followed and 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.

Please sign and complete all information below.

| Signature | Print Name | Date Submitted |
|-----------|------------|----------------|
| | | |

For Administrator's Use Only

| Measure Description | Demand (KW) | Annual Energy Use (kWh) | Total Savings (\$) ^a | Measure Cost ^{b, c} | Status | Tracking Number | NOTES |
|---------------------|-------------|-------------------------|---------------------------------|------------------------------|--------|-----------------|-------|
| | | | | | | | |
| | | | | | | | |
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Commercial & Industrial Application for Energy Efficiency Incentives

Equipment Guidelines

Lighting

HPT8 Lighting Retrofits: HPT8 Lighting Retrofits: Retrofits of T12 lighting to HPT8 lighting requires a ballast and lamp retrofit to HPT8 components listed in the 32Watt HPT8 "approved" database that can be found at www.cee1.org/com/com-lt/lamps-ballasts.xls

HPT8 RW Lighting Retrofits: Retrofits of T12 or Standard T8 lighting to Reduced Wattage HPT8 lighting requires a ballast and lamp retrofit to RW HPT8 components listed in the RW HPT8 "approved" database found at www.cee1.org/com/com-lt/RW-lamps-ballasts.xls

De-Lamping: Permanent lamp removal within an existing fixture space (For example, if you are changing from a 4-lamp T12 fixture to a 3 lamp CEE1 approved system, you would claim a 3 lamp to 3 lamp replacement AND 1 de-lamping for each fixture.) If you are reducing the quantity of fixtures in a space, that measure is "Custom" and does not qualify for a prescriptive de-lamping measure.

High Bay Fluorescent replacing HID High Bay Fixtures: Fluorescent high bay fixtures must be "marketed" as either High Bay fixtures or as F-Bay fixtures and typically include a "high" ballast factor ballast, reflector and 4100 - 6500K Lamps. High Bay Fixtures replacing HID fixtures are not required to be on the CEE1.org "approved database."

Central Lighting Controls: All central lighting controls require pre-approval, and must control 10,000 square foot (min). Control plans will be required for pre-approval showing functional control and reduction in operating time due to precise automatic control.

Table 1: Standard Wattage Table for Prescriptive and Custom Measures

Values shown below must be used in all prescriptive calculations for Section D in the application.

| Current High Bay System | Input Watts | Energy Efficient T5/T8 Systems | Input Watts |
|-------------------------|-------------|--------------------------------|-------------|
| HID 50W | 61 | F32T8 4 lamp | 142 |
| HID 75W | 95 | F32T8 6 lamp | 224 |
| HID 100W | 120 | F32T8 8 lamp | 299 |
| HID 150W | 194 | F32T8 10 lamp | 366 |
| HID 175W | 194 | T5 H.O. 3 lamp | 182 |
| HID 200W | 230 | T5 H.O. 4 lamp | 243 |
| HID 250W | 290 | T5 H.O. 6 lamp | 365 |
| HID 400W | 455 | T5 H.O. 8 lamp | 486 |
| HID 750W | 850 | T5 H.O. 10 lamp | 608 |
| HID 1000W | 1080 | T5 H.O. 12 lamp | 448 |

| Misc. Current Systems for Custom Calculations | | | |
|---|-----|---------------------|-----|
| 1 lamp 4' T12 (34 watt) | 36 | T12 U-tubes, 2 lamp | 72 |
| 2 lamp 4' T12 (34 watt) | 72 | 8' T12, 2 lamp | 132 |
| 3 lamp 4' T12 (34 watt) | 108 | 8' T12HO, 2 lamp | 210 |
| 4 lamp 4' T12 (34 watt) | 144 | 8' T12 VHO, 2 lamp | 380 |
| 1 lamp 4' T12 (40 watt) | 43 | | |
| 2 lamp 4' T12 (40 watt) | 86 | | |
| 3 lamp 4' T12 (40 watt) | 129 | | |
| 4 lamp 4' T12 (40 watt) | 172 | | |

Equipment Guidelines

Motors

Table 2: Nominal Efficiencies For "NEMA Premium™" Induction Motors

| HP | Open Drip-Proof | | | Totally Enclosed Fan-Cooled | | |
|-----|-----------------|----------|----------|-----------------------------|----------|----------|
| | 1200 RPM | 1800 RPM | 3600 RPM | 1200 RPM | 1800 RPM | 3600 RPM |
| 1 | 82.5 | 85.5 | 77 | 82.5 | 85.5 | 77 |
| 1.5 | 86.5 | 86.5 | 84 | 87.5 | 86.5 | 84 |
| 2 | 87.5 | 86.5 | 85.5 | 88.5 | 86.5 | 85.5 |
| 3 | 88.5 | 89.5 | 85.5 | 89.5 | 89.5 | 86.5 |
| 5 | 89.5 | 89.5 | 86.5 | 89.5 | 89.5 | 88.5 |
| 7.5 | 90.2 | 91 | 88.5 | 91 | 91.7 | 89.5 |
| 10 | 91.7 | 91.7 | 89.5 | 91 | 91.7 | 90.2 |
| 15 | 91.7 | 93 | 90.2 | 91.7 | 92.4 | 91 |
| 20 | 92.4 | 93 | 91 | 91.7 | 93 | 91 |
| 25 | 93 | 93.6 | 91.7 | 93 | 93.6 | 91.7 |
| 30 | 93.6 | 94.1 | 91.7 | 93 | 93.6 | 91.7 |
| 40 | 94.1 | 94.1 | 92.4 | 94.1 | 94.1 | 92.4 |
| 50 | 94.1 | 94.5 | 93 | 94.1 | 94.5 | 93 |
| 60 | 94.5 | 95 | 93.6 | 94.5 | 95 | 93.6 |
| 75 | 94.5 | 95 | 93.6 | 94.5 | 95.4 | 93.6 |
| 100 | 95 | 95.4 | 93.6 | 95 | 95.4 | 94.1 |
| 125 | 95 | 95.4 | 94.1 | 95 | 95.4 | 95 |
| 150 | 95.4 | 95.8 | 94.1 | 95.8 | 95.8 | 95 |
| 200 | 95.4 | 95.8 | 95 | 95.8 | 96.2 | 95.4 |

*****Disclaimer:** These equipment guidelines are subject to change by program administration at any time without notice. These guidelines can be modified by the program personnel only and will not be open for interpretation by applicants. Program engineering reserves the right to apply and override information if deemed necessary for program reasons or concerns relating to project application / program budget management.