

Consumers Energy

Count on Us®

2019 **MULTIFAMILY** PROGRAM CATALOG

HELPING MICHIGAN SAVE ENERGY. THAT'S OUR PROMISE.



HELPING MICHIGAN SAVE ENERGY. THAT'S OUR PROMISE.

The Consumers Energy Multifamily Program provides an array of electric and natural gas incentives for multifamily customers who upgrade their facilities with energy efficiency equipment. When you purchase and install qualifying energy efficient products, you can save energy and save money while helping to create a sustainable environment. This application will guide you through the required steps to apply for an incentive. Please review the program policies and guidelines as outlined in the 2019 Incentive Specifications before purchasing or installing any equipment to determine eligibility requirements. Thank you for your interest in the Consumers Energy Multifamily Program. If you need assistance, please contact the Consumers Energy Multifamily Program Team at 877-813-9617.



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PROGRAM OVERVIEW

About This Program

Consumers Energy is offering a set of incentives under the Consumers Energy Multifamily Program to facilitate implementation of cost-effective energy efficiency improvements for qualifying multifamily customers. This is a multiyear program with a limited annual budget. Applications will be processed until allocated funds are reserved or spent each program year. The following instructions provide basic guidance on completion and submittal of the documents necessary for review and approval by program personnel.

Customer Eligibility

A multifamily customer is defined as a facility with three or more units per building. A facility is defined as a contiguous property for which a customer is responsible for paying the Consumers Energy electric and/or natural gas bill. These units must be considered the primary residence of the tenants. Incentives may be taxable and the applicant is solely responsible for payment of any resulting taxes. The amount of incentives a facility or customer may receive per program year is limited (see incentive caps and limits section).

The Consumers Energy Multifamily Program Team will review project eligibility and reserve program funds. A reservation does not guarantee an incentive. Incentives will be calculated based on the Final Application. Project funds will be reserved for 90 days.

Properties that Qualify as Multifamily:

- Apartment Communities
- Condominiums
- Dormitories
- Senior Apartments
- Assisted Living Centers
- Fraternity/Sorority House

Properties that DO NOT Qualify as Multifamily:

- Prisons
- Jails
- Correctional Facilities
- Hospitals
- Mental Health Institutions

Effective Dates

The Consumers Energy Multifamily Program offers incentives for the 2019 program year until funds are exhausted or until November 30, 2019, whichever comes first. All projects must be completed and Final Applications received no later than November 30, 2019, to be eligible for the 2019 program incentives.

Prescriptive Incentives

Prescriptive incentives are available for energy efficiency equipment upgrades and improvements including: in-unit, common area, and building envelope retrofits. Incentives are paid based on the quantity, size, and efficiency of the equipment. Incentives are provided for qualified equipment commonly installed in a retrofit or equipment replacement situation. Full details of the measures, incentive amounts, and equipment specifications are detailed in this catalog.

Custom Incentives

Custom incentives are available for less common or unique energy-saving measures installed in qualified retrofit and equipment replacement projects that are not covered by the prescriptive incentive portion of the program. Custom incentives are paid based on the first-year energy (kWh or MCF) savings. Applicants have the option to apply for a custom incentive for projects that involve an integrated solution with both prescriptive and custom incentives. Custom incentives include measures that result in a reduction in electric and/or natural gas energy use because of an improvement in system efficiency (i.e., a net decrease in energy use without a reduction in the level of service).

The applicant must provide sufficient supporting project information, including but not limited to, a project summary, equipment performance data, operations assumptions, measurements, and calculations to support the energy-savings estimates. The decision as to whether or not an improvement is eligible for a custom incentive is within the sole discretion of Consumers Energy. The simple payback period for custom incentives must be between one and eight years. Custom applications with a project cost at or below \$4,000 are eligible for an incentive up to 100 percent of the project cost or \$2,000, whichever is lower. Custom applications with a project cost greater than \$4,000 are eligible for an incentive that cannot exceed 50 percent of the measure cost (as described on page 8 under Custom Incentive Caps).

Have questions?

Call **877-813-9617** or email **CEMultifamilySolutions@FranklinEnergy.com**.

DIRECT INSTALL OFFERING

About This Offering

Free energy-saving products will be installed in each living unit of your multifamily property by a team of Consumers Energy field technicians. Properties must meet program eligibility. Please contact the Consumers Energy Multifamily Program at 877-813-9617 to verify your property is eligible for the Direct Install Program, or you may fill out the customer information page and submit via mail, email or fax to request a pre-site eligibility assessment.

Note: Actual products installed may differ from the images shown. Measures are determined based on the environment, overall efficiency and product availability. Lighting products may vary in brand, size, watts, etc., depending on each multifamily property and program scope.



Energy-Efficiency Lighting

The program will install several energy efficient light bulbs in each living unit into hardwired fixtures. Light Emitting Diode (LED) bulbs last up to 25 times longer than traditional incandescent bulbs, and use 75 percent less energy. LED Flood Lamps last up to 20 times longer than traditional incandescent bulbs.



Energy-Efficient Showerheads

The new showerheads are corrosion-resistant and have high-impact Acrylonitrile Butadiene Styrene (ABS) thermoplastic bodies. They're self-cleaning and maintenance-free. The 1.5 gpm (gallons per minute) showerhead uses 40 percent² less water compared to the standard 2.5 gpm showerhead, so less energy is used to heat water for every shower. Replacing a standard flow showerhead with an energy efficient model will save approximately \$20 in natural gas and \$50 in water/sewer costs each year.^{1,3}



Kitchen Faucet Aerators

The 1.5 gpm aerators have flow-control construction of long-lasting Celcon plastic. They use 31 percent² less water compared to the standard 2.5 gpm faucet.

Lower flow means less energy is used for water heating. Replacing a standard flow aerator with an energy efficient aerator will save approximately \$5 in natural gas and \$15 in water/sewer costs each year.^{1,3}



Bathroom Faucet Aerators

The 1.0 gpm aerators have flow-control construction of long-lasting Celcon plastic. They use 46 percent² less water compared to the standard 2.5 gpm faucet.

Replacing a standard flow aerator with an energy efficient aerator will save approximately \$7 in natural gas and \$22 in water/sewer costs each year.^{1,3}



LED Candelabra/Decorative Lamps

We'll switch incandescent candelabra or decorative-style lamps with LED lamps. LED lamps are rated to last up to 30,000 hours and use up to 85% less energy. Each LED will save approximately \$20 in energy costs per year depending on use.⁴



Pipe Wrap

Installed on existing domestic hot-water (DHW) piping or space heat piping to reduce energy loss. Pipe insulation is widely used to reduce unwanted heat loss, decrease plumbing noise, and maximize energy savings. Pipe wrap can reduce an apartment's natural gas bill by \$1.50 each year for every foot that is insulated.¹

¹ Source: 2019 Michigan Energy Measure Database, www.michigan.gov/mpsc. Estimated Annual Utility Savings are based on the energy cost of \$0.10 per kWh and \$5.00 per MCF.

² Savings are approximate and will vary with efficiency of heating and water heating system, temperature of incoming and outgoing water, and number of occupants in each unit.

³ Source: 2012 FES Workpaper "FES-C12 Low Flow Showerheads" and "FES-C13 Low Flow Aerators" and estimated combined water/sewer rates of \$10.00/1,000 gallons.

⁴ Source: 2012 FES Workpaper "LED and CFL Candelabra Style Lamps in Multifamily Common Area."

ADDITIONAL OFFERINGS

Income Qualified

Consumers Energy offers a Income Qualified component as part of the Multifamily Program. The Income Qualified program is focused on energy savings for both subsidized and income qualified public housing multifamily properties by offering enhanced incentives and specialized services for this segment. An Income Qualified Multifamily property may be eligible if they meet the following income requirements: A property containing at least 66 percent or higher of tenants living at or under 200 percent of the federal poverty level.*

*Program Caps are not applicable to Income Qualified properties.

Please see the Income Qualified Program supplement for Income Qualified incentives and Program Rules.

New Construction

The New Construction program encourages energy efficient building design and construction by supplying financial incentives to promote energy efficiency. The benefits of high performance buildings are numerous, including reduced maintenance, lower utility costs and improved productivity and occupant health. Multifamily New Construction incentives will be offered for both in-unit and common area prescriptive measures. These measures are denoted throughout this catalog by this hard hat symbol: 🧑‍🏭

For buildings that are four stories and above, Multifamily prescriptive incentives are available for In-Unit measures only. Buildings 4 stories and above may be eligible to receive prescriptive common area incentives through the Consumers Energy Business Energy Efficiency Program. For more information, please contact 877-607-0737.

For buildings that are three stories and below, Multifamily prescriptive incentives are available for In-Unit measures and common area measures.



TERMS & CONDITIONS

Thank you for your interest in the Consumers Energy Multifamily Program. The Consumers Energy Multifamily Program provides an array of electric and natural gas incentives for multifamily customers who upgrade their facilities with energy efficiency equipment. When you purchase and install qualifying energy-efficient products, you can save energy and save money while helping to create a sustainable environment. Please review the program policies and guidelines as outlined in the 2019 Incentive Specifications (pages 23-38) before purchasing or installing any equipment to determine eligibility requirements. If you need assistance, please contact the Consumers Energy Multifamily Program Team at 877-813-9617.

As an eligible Consumers Energy customer, I certify the indicated energy efficiency measures were installed in 2019. The energy optimization measures are installed in a qualifying facility and not for resale.

I understand that in the event the application received a reservation, that reservation is not a guarantee of payment. Incentive payment will be based upon the Final Incentive Application meeting the Program Terms and Conditions.

Selected Terms and Conditions include, but are not limited to:

- Final Application and all required documentation must be received within 90 days of reservation confirmation, or 60 days after project completion, whichever is less.
- The program has a limited budget, but is an annual program. Applications will be processed until allocated funds are fully subscribed or spent each program year.
- All equipment must be purchased and installed prior to submitting the Final Application.
- All equipment installed must be new and meet the minimum specifications as stated in the Incentive Application and in the Program Terms and Conditions. Failure to meet the minimum specifications will result in disqualification of the measure for incentive payments.
- Applicant agrees to inspection and measurement activities by the utility or its representatives of both project payment and equipment installation for up to five (5) years.
- Incentives may be taxable, and the applicant is solely responsible for the payment of any resulting taxes.

- The applicant may be required to refund some or all of the incentives if the measures do not remain (or were not) installed for a period of five (5) years or the end of the product life, whichever is less.
- All materials removed, including lamps and PCB ballasts, must be taken out of service permanently and disposed of in accordance with local, state, and federal codes and ordinances. The Applicant is responsible for being aware of any applicable code and ordinances. Information about hazardous waste disposal may be found at: (www.michigan.gov/deq).
- For certain measures, the incentive amount will be determined based on the estimated energy savings. The Applicant may be required to provide documentation on energy savings calculations and assumptions.
- Consumers Energy will make the final determination of the energy savings and thus the incentive amount to be paid.
- Consumers Energy has no obligations regarding and does not endorse or guarantee any claims, promises, work, or equipment made, performed, or furnished by any contractors or equipment vendors that sell or install any energy-efficient measures.
- The amount of a prescriptive incentive cannot exceed 100 percent of the cost of the project. For custom projects greater than \$4,000 project incentive cannot exceed 50 percent of total project cost. Custom applications with a project cost less than or equal to \$4,000 are eligible for incentives up to 100 percent of the project cost or \$2,000, whichever is less.

I have read and understand the program requirements, Incentive Specifications and program guidelines set forth in this Application and agree to abide by those requirements. I acknowledge and agree that I cannot apply for, nor receive, incentives for the same product, equipment, or service from more than one utility unless there are both electric and natural gas savings.

I certify that the information on this Application is true and accurate. By submitting this Application, I authorize Consumers Energy and its consultants to utilize my account information and project data. I understand this information is confidential and will only be used to evaluate my Application for compliance with the program requirements.

INCENTIVE CAPS & LIMITS

Overview

Incentives are subject to limits in order to encourage equitable distribution of the funds among as many utility customers as possible. Incentive caps are annual and are calculated based upon which program year the incentive is paid to the customer. Program incentive funds are limited. Final Applications for the current program year should be received by Nov. 30, 2019, to qualify for payment in the 2019 program year. Please note that Program Caps are not applicable with the Income Qualified program (see page 6).

Prescriptive Incentive Caps

The amount of a prescriptive incentive cannot exceed 100 percent of the cost of the project. Project costs may include the labor necessary to install the measure, and costs related with the disposal of the removed equipment. Internal labor costs may not be included in the total project cost. The Customer is responsible for providing sufficient documentation to validate the project costs.

Electric Incentives	100 percent of the calculated incentive up to \$50,000 per facility*
Natural Gas Incentives	100 percent of the calculated incentive up to \$50,000 per facility*

* Consumers Energy Multifamily Program reserves the right to revise the incentive limits as necessary to address specific projects.

As funds are limited, applications requesting \$7,500 or more in incentives must submit a Pre-Application to reserve funds. The project will undergo a non-technical review and a reservation confirmation letter will be sent if the project is approved. If your incentive request is less than \$7,500, a pre-application is not required, unless otherwise noted within the catalog. You must submit a Final Application with all required documentation within 60 days of project completion. Required documentation includes all project invoices, product specification, and signed Final Application Agreement. All projects are subject to review under program guidelines. Incentives are not guaranteed until final approval by Consumers Energy.

Custom Incentive Caps

For custom projects, if the project incentive is greater than \$4,000, the project incentive cannot exceed 50 percent of the total project cost. Custom applications with a project cost less than or equal to \$4,000 are eligible for incentives up to 100 percent of the project cost or \$2,000, whichever is less. The project cap applies to the total project cost. Internal customer labor costs cannot be included in the total project cost.

Project Cost	≤\$2,000	\$2,000 - \$4,000	>\$4,000
Eligible Incentive	Up to 100 percent of project cost	Up to \$2,000	Up to 50 percent of project cost

If you have questions regarding your project eligibility, please contact the Consumers Energy Multifamily Program at 877-813-9617.

Have questions?

Call **877-813-9617** or email **CEMultifamilySolutions@FranklinEnergy.com**.



APPLICATIONS & WORKSHEETS





HOW TO APPLY

1. Check for Eligibility

To qualify for the Multifamily Program, you must be a current multifamily customer of Consumers Energy with a valid natural gas and/or electric account number in a building containing three or more units. (See Customer Eligibility on page 4 of this catalog.) Project must result in a facility improvement with a permanent reduction in electrical energy (kWh) and/or natural gas (MCF) use. Fuel switching is not an acceptable means of use reduction. All installed equipment must meet or exceed the specifications detailed in the 2019 Incentive Specifications (pages 23-38).

2. Submit a Pre-Notification Application (Page 13)

Check the Incentive Worksheets (pages 15-19) and the Incentive Specifications (pages 23-38) to determine if your project requires a Pre-Notification Application (page 13). In general, a Pre-Notification Application is required for all custom projects and prescriptive projects over \$7,500. However, there are certain prescriptive projects under \$7,500 that do require pre-notification. These include:

- HP T8 Lamp Replacement
- De-Lamping
- Exterior Watts Reduced
- Pipe Wrap
- Wall and Roof Insulation
- Air Infiltration Reduction

Before submitting your Pre-Notification Application, make sure you have done the following:

- ☐ Include all required information in the Incentive Application (page 13) and the corresponding Incentive Worksheets (pages 15-19).
- ☐ Verify that all required supporting documentation and new equipment specifications are included. This may include, but is not limited to: equipment specifications, floor plans, lighting schedules, and custom project calculations.
- ☐ Make copies of all documentation for your records.

If your project does not require a Pre-Notification Application, you may still submit one to reserve program funds. If you are unsure if your project qualifies for an incentive, it is strongly recommended that you submit a Pre-Notification Application. Upon receipt of the Pre-Notification Application, the program staff will review and reserve incentive funding. A reservation letter will be delivered upon approval. Funds are reserved for 90 days.

If your project requires a pre-installation inspection, you will be contacted by program staff to schedule the inspection. You may submit the Incentive application via fax at 517-993-6065, or email at CEMultifamilySolutions@FranklinEnergy.com.

3. Install the Equipment

Equipment must be installed and Final Application submitted within the 90 days following receipt of the reservation letter. Lighting equipment must be ENERGY STAR® or DLC listed. Appliances must be ENERGY STAR rated.



4. Submit a Final Application (Page 14)

Final Applications must be submitted **within 90 days of incentive reservation and/or 60 days from project completion**, whichever comes first. You may submit a Final Application without submitting a Pre-Notification Application; however, the incentive must not require a Pre-Notification and the project completion date must be within the 60-day threshold.

Before submitting your application, make sure you have done the following. Any missing information will delay the processing of your application:

- Include all required information in the Incentive Application, the Final Application Agreement and the corresponding Incentive Worksheets.
- Make sure your Final Application Agreement (page 14) is signed and dated when submitting a Final Application.
- Verify that all required invoices (please see sample invoice on following page), supporting documentation, and new equipment specifications are legible and included.

Invoices must include materials and labor. Internal labor is not eligible as part of the project cost. Invoices and/or proof of purchase must include all of the following information:

- Invoice number and date
 - Vendor name and address
 - Itemized list of specific equipment, including: model number, manufacturer, unit price, and quantity
 - Serial numbers for each newly installed boiler, furnace, package terminal heat pump, and air conditioner
 - Customer name and installation address
 - Purchase total
- Make copies of all documentation for your records.

All Final Applications must be received **before November 30, 2019**, to qualify for the current program year's funding. You may submit the Final Application via fax at 517-993-6065, or email at CEMultifamilySolutions@FranklinEnergy.com.

5. Receive an Incentive Payment

The program staff will review your application. Please allow six to eight weeks to receive your incentive check. Incentives cannot be processed for payment until the complete application and all required documentation is received and approved. Please review the Terms and Conditions (found on page 7).

Some projects may require an inspection upon completion. Once the project is approved for payment, the program team will mail the incentive check to the designated payee within six to eight weeks.

Have questions?

Call **877-813-9617** or email CEMultifamilySolutions@FranklinEnergy.com.

SAMPLE INVOICE

Customer Receiving Incentive

INVOICE

INVOICE DATE AND NUMBER

Date: 1/1/2017
Invoice # 00001

PROVIDER NAME AND ADDRESS

ABC LIGHTING CONTRACTOR
111 Lighting Expert Rd
Anytown, MI 53523
(555) 555-1212

To

CUSTOMER NAME AND ADDRESS

John Sample Corporation
123 Save Energy Way
Anytown, MI 53590

Ship To

John Sample Corporation
123 Save Energy Way
Anytown, MI 53590

INCLUDE JOB SITE INFORMATION (NAME & ADDRESS) IF DIFFERENT FROM ABOVE

QUANTITY SHIPPED	MANUFACTURER OR BRAND	MODEL #	DESCRIPTION	EXTENDED PRICE
10	ABC Brand	XYZ123000-6	6 Lamp T8 High Bay Fixture	\$ 1,200.00
10	ABC Brand	X71DPP-60D135-0	2'x4' LED troffer	\$ 2,500.00
25	ABC Brand	XY-XXLED-15	15W – LED Lamp	\$ 375.00
2	ABC Brand	ZZ-123	Passive infrared sensor	\$ 90.00
8	ABC Brand	XX-XYZLED-123	LED Pole Mounted Exterior Fixture	\$ 3,600.00
2	ABC Brand	YY – 122 – XYZ	LED Wall Pack	\$ 720.00
				INCLUDE ITEM COST

SPECIFY THE
QUANTITY
FOR EACH

IDENTIFY
MANUFACTURER
AND MODEL
NUMBERS

INCLUDE A
DETAILED
DESCRIPTION

Subtotal

\$8,485.00

Sales Tax

\$466.68

Total

\$8,951.68

TOTAL AMOUNT DUE

Thank you for your business!

INCENTIVE APPLICATION

This is my: ☐ Pre-Notification Application ☐ Final Application ☐ Direct Install Application
 Project type: ☐ Collaboration Project ☐ New Construction ☐ Income Qualified

ESTIMATED COMPLETION DATE: _____

OFFICE USE ONLY: Project # _____

CUSTOMER INFORMATION

Property Name:		Contact Name:	
Contact Phone #:		Contact Title:	
Contact Fax #:		Email Address:	
Installation Address:			
City:	State:	ZIP:	
Mailing Address:			
City:	State:	ZIP:	

PROPERTY MANAGEMENT COMPANY INFORMATION

Company Name:		Company Contact Name:	
Contact Phone #:		Company Email Address:	
Company Address:			
City:	State:	ZIP:	

UTILITY INFORMATION

Electric Provider: <input type="checkbox"/> Consumers Energy (Electric Account #: _____) <input type="checkbox"/> Other: _____
Natural Gas Provider: <input type="checkbox"/> Consumers Energy (Natural Gas Account #: _____) <input type="checkbox"/> Other: _____

BUILDING INFORMATION

# of Buildings: _____	Total # of Units: _____	# of Units	1 Bedroom _____	2 Bedroom _____	3 Bedroom _____	3+ Bedroom _____
# of 1-Bath Units: _____		# of 1.5-Bath Units: _____		# of 2-Bath Units: _____		
Water Heating (check one): <input type="checkbox"/> In-Unit Electric <input type="checkbox"/> In-Unit Natural Gas <input type="checkbox"/> Common Natural Gas <input type="checkbox"/> Common Electric						
Space Heating (check one): <input type="checkbox"/> In-Unit Electric <input type="checkbox"/> In-Unit Natural Gas <input type="checkbox"/> Common Natural Gas						
Specialty Housing Type (if applicable, check one): <input type="checkbox"/> Income Qualified _____ percent of Residents Who Are MSHDA or Section 8						

CONTRACTOR INFORMATION

Name of Contracting Company:		Contact Name:	
Contact Phone #:	Contact Email Address:		
Mailing Address:			
City:	State:	ZIP:	

PRESCRIPTIVE INCENTIVES WORKSHEET

Lighting Measure Incentives

Specifications for the following measures can be found on pages 23-26.

LED REPLACING INCANDESCENT INCENTIVES: IN-UNIT

Catalog ID	Measure	Incentive	New Construction Incentive	Unit	# of Units	Total Incentive
LT101 ✓	LED Candelabra (3-13W)	\$3.00		Lamp		
LT102 ✓	LED A-Series Lamp - 40W Replacement	\$3.00		Lamp		
LT103 ✓ 🏗️			\$1.00	Lamp		
LT104 ✓	LED A-Series Lamp - 60W Replacement	\$3.00		Lamp		
LT105 ✓ 🏗️			\$1.00	Lamp		
LT106 ✓	LED A-Series Lamp - 75W Replacement	\$3.00		Lamp		
LT107 ✓ 🏗️			\$1.00	Lamp		
LT108 ✓	LED A-Series Lamp - 100W Replacement	\$3.00		Lamp		
LT109 ✓ 🏗️			\$1.00	Lamp		
LT110 ✓	LED Lamp - Flood/PAR	\$8.00		Lamp		
LT111 ✓ 🏗️			\$2.00	Lamp		
LT112 ✓	LED Lamp - Globe	\$4.50		Lamp		
LT113 ✓ 🏗️			\$1.00	Lamp		
LT114	LED Fixture - Interior	\$20.00		Fixture		
LT115	LED Fixture - Exterior	\$20.00		Fixture		
LT116	LED Exterior A-Series	\$3.50		Lamp		

LED REPLACING INCANDESCENT INCENTIVES: COMMON AREA

Catalog ID	Measure	Incentive	Unit	# of Units	Total Incentive
LT201	LED Candelabra Lamp (3-13W)	\$10.00	Lamp		
LT202	LED Candelabra Lamp (3-13W) - 24/7 operation	\$15.00	Lamp		
LT203	LED A-Series Lamp - 50-79W Replacement	\$7.50	Lamp		
LT204	LED A-Series Lamp - 80-100W Replacement	\$10.00	Lamp		
LT205	LED Lamp - Flood/PAR	\$10.00	Lamp		
LT206	LED Lamp - MR16	\$5.00	Lamp		
LT207	LED Fixture - Interior	\$25.00	Fixture		
LT208	LED Fixture - Exterior	\$20.00	Fixture		
LT209	LED Exterior - A-Series	\$3.50	Lamp		
LT210	LED Exit Sign	\$12.50	Fixture		






✓ = Pre-Notification Required

🏗️ = Measure may be applicable for New Construction Offering (page 6)

PRESCRIPTIVE INCENTIVES WORKSHEET, CONT.

Lighting Measure Incentives (Continued)






Specifications for the following measures can be found on page 25.






LED REPLACING CFL INCENTIVES: COMMON AREA									
Catalog ID	Measure			Incentive	Unit	# of Units		Total Incentive	
LT301 	LED Lamp Replacing CFL - 50-79W Equivalent			\$1.00	Lamp				
LT302 	LED Lamp Replacing CFL - 80-100W Equivalent			\$1.00	Lamp				
LT303 	LED Lamp Replacing CFL - Flood/Par			\$1.00	Lamp				
LIGHTING CONTROL INCENTIVES									
Catalog ID	Measure			Incentive	Unit	# of Units		Total Incentive	
LT401	Occupancy Sensor (500W)			\$40.00	Sensor				
LT402	Occupancy Sensor (>500W)			\$100.00	Sensor				
LT403	Exterior Occupancy Sensor			\$0.20	Watt Controlled				
LT404 	Interior Stairwell Controls			\$0.40	Watt Controlled				
LINEAR LED TUBE REPLACING LINEAR FLUORESCENT									
Catalog ID	Measure			Incentive	Unit	# of Units		Total Incentive	
LT501	2-Foot LED tube Replacing 2-Foot T12			\$2.50	Lamp				
LT502 	2-Foot LED tube Replacing 2-Foot T8			\$0.50	Lamp				
LT503	4-Foot LED tube Replacing 4-Foot T12			\$5.00	Lamp				
LT504 	4-Foot LED tube Replacing 4-Foot T8			\$1.00	Lamp				
LT505	Two 4-Foot LED tube Replacing 8-Foot T12			\$10.00	Lamp				
LT506	One 8-Foot LED tube Replacing 8-Foot T12			\$10.00	Lamp				
LT507 	Two 4-Foot LED tube Replacing 8-Foot T8			\$2.00	Lamp				
LIGHTING INCENTIVES: REDUCED WATTAGE									
Catalog ID	Measure	Incentive per Watt Reduced	# of Fixtures (A)	Watts per Fixture (B)	# of Fixtures (C)	Watts per Fixture (D)	Fixture (D)	"# of Units (A x B) - (C x D)"	Total Incentive
LT601 	Exterior T8/T5 (Replacing HID)	\$0.50							
		\$0.50							
		\$0.50							
		\$0.50							
LT602 	LED/Ind (Night Only) Replacing HID Fixture	\$0.40							
		\$0.40							
		\$0.40							
		\$0.40							
LT603 	LED/Ind (24/7) Replacing HID Fixture	\$0.60							
		\$0.60							
		\$0.60							
		\$0.60							
LT604 	LED Fixture replacing Fluorescent Tube Fixture	\$0.30							
		\$0.30							
		\$0.30							
		\$0.30							
LT605 	LED Fixture (24/7) replacing Fluorescent Tube Fixture	\$0.60							
		\$0.60							
		\$0.60							
		\$0.60							







PRESCRIPTIVE INCENTIVES WORKSHEET, CONT.

Mechanical Measure Incentives

Specifications for the following measures can be found on pages 27-33.

WATER HEATING INCENTIVES: IN-UNIT					
Catalog ID	Measure	Incentive	Unit	# of Units	Total Incentive
WT101 	Low-Flow Bath Aerator - Natural Gas/Electric DHW	\$2.00	Unit		
WT102 	Low-Flow Kitchen Aerator - Natural Gas/Electric DHW	\$3.00	Unit		
WT103 	Low-Flow Showerhead - 1.75gpm - Natural Gas/Electric DHW	\$8.00	Unit		
WT104 	Low-Flow Showerhead - 1.5gpm - Natural Gas/Electric DHW	\$10.00	Unit		
WT105 	Instant Hot Water Heater - In-Unit	\$50.00	Unit		

WATER HEATING INCENTIVES: COMMON AREA					
Catalog ID	Measure	Incentive	Unit	# of Units	Total Incentive
WT201 	Indirect Water Heater (84-90 percent Eff)	\$0.75	MBH		
WT202 	Indirect Water Heater (90 percent Eff)	\$2.25	MBH		
WT203 	Instant Hot Water Heater - Natural Gas	\$175.00	Unit		
WT204 	Tank-Style DHW Unit - (TE7, 0.94)	\$200.00	Unit		
WT205 	Condenser Heat Recovery (for DHW offset)	\$150.00	Ton		






HVAC INCENTIVES: IN-UNIT					
Catalog ID	Measure	Incentive	Unit	# of Units	Total Incentive
HV101 	Furnace Replacement ≥ 92 percent	\$100.00	Unit		
HV102 	Furnace Replacement ≥ 95 percent	\$250.00	Unit		
HV103 	Furnace Replacement ≥ 98 percent	\$250.00	Unit		
HV104 	Furnace with Integrated Variable Speed Motor (ECM)	\$50.00	Unit		
HV105	Furnace Tune-Up (40-80 MBH)	\$40.00	Tune-Up		
HV106	Furnace Tune-Up (>81 MBH)	\$80.00	Tune-Up		
HV107 	Energy Star Room Air Conditioner (>8000 BTU/hr)	\$15.00	Unit		
HV108 	Energy Star Room Air Conditioner (<8000 BTU/hr)	\$10.00	Unit		
HV109	Air Conditioner - <5.4 Tons (1 ph/3 ph) - 14 SEER	\$30.00	Ton		
HV110	Air Conditioner - <20 Tons - 12 SEER	\$30.00	Ton		
HV111	Steam Trap Repair or Replacement	\$140.00	Trap		

 = Measure may be applicable for New Construction Offering (page 6)

PRESCRIPTIVE INCENTIVES WORKSHEET, CONT.

Mechanical Measure Incentives (Continued)

Specifications for the following measures can be found on pages 27-33.

HVAC INCENTIVES: COMMON AREA					
Catalog ID	Measure	Incentive	Unit	# of Units	Total Incentive
HV201 	Furnace Replacement \geq 92 percent	\$100.00	Unit		
HV202 	Furnace Replacement \geq 95 percent	\$250.00	Unit		
HV203 	Furnace with Integrated Variable Speed Motor (ECM)	\$50.00	Unit		
HV204	Furnace Tune-Up (40-80 MBH)	\$40.00	Tune-Up		
HV205	Furnace Tune-Up ($>$ 81 MBH)	\$80.00	Tune-Up		
HV206 	Space Heating Boiler Replacement \geq 87 percent	\$3.00	MBH		
HV207 	Space Heating Boiler Replacement \geq 90 percent	\$5.00	MBH		
HV208	Space Heating Boiler Tune-Up	\$0.60	MBH		
HV209	DHW Boiler Tune-Up	\$0.25	MBH		
HV210	Boiler Reset Control	\$0.50	MBH		
HV211	Air Conditioner - $<$ 5.4 Tons (1 ph/3 ph) - 14 SEER	\$30.00	Ton		
HV212	Air Conditioner - $<$ 20 Tons - 12 SEER	\$30.00	Ton		
HV213	Steam Trap Repair or Replacement	\$140.00	Trap		




THERMOSTATS					
Catalog ID	Measure	Incentive	Unit	# of Units	Total Incentive
HV301	Programmable T-stat - In-Unit - Air Conditioning and Natural Gas Space Heat (Combo)	\$10.00	Unit		
HV302	Programmable T-stat - In-Unit - Air Conditioning	\$10.00	Unit		
HV303	Programmable T-stat - In-Unit - Natural Gas Space Heat	\$10.00	Unit		
HV304	Wi-Fi Programmable Thermostat - In-Unit - Natural Gas Space Heating	\$50.00	Unit		
HV305	Programmable T-stat - Common Area - Air Conditioning and Natural Gas Space Heat (Combo)	\$10.00	Unit		
HV306	Programmable T-stat - Common Area - Air Conditioning	\$10.00	Unit		
HV307	Programmable T-stat - Common Area - Natural Gas Space Heat	\$10.00	Unit		
HV308	Wi-Fi Programmable Thermostat - Common Area - Natural Gas Space Heating	\$50.00	Unit		

PRESCRIPTIVE INCENTIVES WORKSHEET, CONT.





Building Envelope and Motor Controls Measure Incentives

Specifications for the following measures can be found on pages 35-38.

BUILDING ENVELOPE INCENTIVES

Catalog ID	Measure	Incentive	Unit	# of Units	Total Incentive
BE101 	ENERGY STAR Door	\$10.00	Door		
BE102	ENERGY STAR Window	\$0.50	Sq Ft		
BE103	Airtight Can Light	\$5.00	Fixture		
BE104	Duct Sealing	\$6.00	1,000 Sq Ft		
BE105 	Roof Insulation	\$50.00	1,000 Sq Ft		
BE106 	Wall Insulation	\$40.00	1,000 Sq Ft		










PIPE WRAP INCENTIVES

Catalog ID	Measure	Incentive	Unit	# of Units	Total Incentive
BE201 	Pipe Wrap - Steam - Common Area	\$6.00	Foot		
BE202 	Pipe Wrap - Space Heat - Common Area	\$2.50	Foot		
BE203 	Pipe Wrap - DHW - Common Area	\$1.00	Foot		
BE204 	Pipe Wrap - DHW - In-Unit	\$0.75	Foot		

MOTORS CONTROLS INCENTIVES AND DRIVES INCENTIVES

Catalog ID	Measure	Incentive	Unit	# of Units	Total Incentive
MD101	VFD - Pump	\$100.00	HP		
MD102	VFD - Fan	\$60.00	HP		

ELECTRONICALLY COMMUTATED MOTOR (ECM) FOR PUMPS

Catalog ID	Measure		Incentive	Unit	# of Watts	# of Motors	Total Incentive
MD201 	ECM on Domestic Hot Water Recirculation	<500w	\$100.00	ECM Motors			
MD202 		500w - 1000w	\$250.00	ECM Motors			
MD203 		>1000w	\$500.00	ECM Motors			
MD204 	ECM on Hydronic Heating	<500w	\$50.00	ECM Motors			
MD205 		500w - 1000w	\$150.00	ECM Motors			
MD206 		>1000w	\$450.00	ECM Motors			
MD207 	ECM on Chilled Water Circulation	<500w	\$25.00	ECM Motors			
MD208 		500w - 1000w	\$100.00	ECM Motors			
MD209 		>1000w	\$200.00	ECM Motors			

PAGE 19 INCENTIVE SUBTOTAL \$

PRESCRIPTIVE INCENTIVE TOTAL (PAGES 15-19) \$

FURNACE & BOILER TUNE-UP CHECKLIST

Company Name:	Current Service Date:
	Previous Service Date:

Check off the following tasks as completed for each boiler or furnace and include comments in space below. Print copies as needed if completing by hand. Combustion Analyzer Test is not required for furnace tune-ups. Furnace and/or boiler must be operational before and after the tune-up in order to receive an incentive.

Unit 1 Size (Input BTU):		Type:	
Location:	Make & Model #:	Serial Number:	
<div> <input type="checkbox"/> Include copy of post combustion analyzer test (boilers only) <input type="checkbox"/> Adjust airflow and reduce excessive stack temperatures <input type="checkbox"/> Adjust burner and natural gas input, manual or motorized draft control <input type="checkbox"/> Clean burners, combustion chamber, and heat exchange surface when operating schedule permits </div> <div> <input type="checkbox"/> Seal combustion chamber <input type="checkbox"/> Clean and inspect burner nozzles <input type="checkbox"/> Check for proper venting <input type="checkbox"/> Complete visual inspection of system piping and installation <input type="checkbox"/> Check safety controls <input type="checkbox"/> Check adequacy of combustion air intake </div>			
Complete this table for boiler tune-ups only:			
Pre-Service Combustion Efficiency:	Pre-Service Stack Temperature:	Pre-Service Oxygen Level:	
Post-Service Combustion Efficiency:	Post-Service Stack Temperature:	Post-Service Oxygen Level:	
Pre-Service Carbon Dioxide:	Pre-Service Carbon Monoxide:		
Post-Service Carbon Dioxide:	Post-Service Carbon Monoxide:		

Unit 2 Size (Input BTU):		Type:	
Location:	Make & Model #:	Serial Number:	
<div> <input type="checkbox"/> Include copy of post combustion analyzer test (boilers only) <input type="checkbox"/> Adjust airflow and reduce excessive stack temperatures <input type="checkbox"/> Adjust burner and natural gas input, manual or motorized draft control <input type="checkbox"/> Clean burners, combustion chamber, and heat exchange surface when operating schedule permits </div> <div> <input type="checkbox"/> Seal combustion chamber <input type="checkbox"/> Clean and inspect burner nozzles <input type="checkbox"/> Check for proper venting <input type="checkbox"/> Complete visual inspection of system piping and installation <input type="checkbox"/> Check safety controls <input type="checkbox"/> Check adequacy of combustion air intake </div>			
Complete this table for boiler tune-ups only:			
Pre-Service Combustion Efficiency:	Pre-Service Stack Temperature:	Pre-Service Oxygen Level:	
Post-Service Combustion Efficiency:	Post-Service Stack Temperature:	Post-Service Oxygen Level:	
Pre-Service Carbon Dioxide:	Pre-Service Carbon Monoxide:		
Post-Service Carbon Dioxide:	Post-Service Carbon Monoxide:		

Submit application to:

Fax: 517-993-6065

Email: CEMultifamilySolutions@FranklinEnergy.com



LIGHTING INCENTIVES SPECIFICATIONS






LIGHTING INCENTIVES SPECIFICATIONS


LED INCENTIVES REPLACING INCANDESCENT INCENTIVES: IN-UNIT					
Catalog ID	Measure	Incentive	New Construction Incentive	Unit	Specifications
LT101 ✓	LED Candelabra (3-13W)	\$3.00		Lamp	<ul style="list-style-type: none">• Available for both screw-in or plug-in style bulbs used as replacements for incandescents hardwired in interior applications.• Rebates for A-Series lamps are based on the replacement of incandescent lamps rated 40 to 100 watts.• Lamp must be ENERGY STAR® rated or listed by DesignLights Consortium (DLC).• Replacements in lamps do not qualify; hardwired fixtures only.• Tally sheets required on all lamp replacement projects requesting \$7,500 or more in incentives (building #, unit #, and # of bulbs installed per unit).• Exterior lamp and fixture replacements must be rated for wet locations.
LT102 ✓	LED A-Series Lamp - 40W Replacement	\$3.00		Lamp	
LT103 ✓🛡️			\$1.00	Lamp	
LT104 ✓	LED A-Series Lamp - 60W Replacement	\$3.00		Lamp	
LT105 ✓🛡️			\$1.00	Lamp	
LT106 ✓	LED A-Series Lamp - 75W Replacement	\$3.00		Lamp	
LT107 ✓🛡️			\$1.00	Lamp	
LT108	LED A-Series Lamp - 100W Replacement	\$3.00		Lamp	
LT109 ✓🛡️			\$1.00	Lamp	
LT110 ✓	LED Lamp – Flood/PAR	\$8.00		Lamp	
LT111 ✓🛡️			\$2.00	Lamp	
LT112 ✓	LED Lamp - Globe	\$4.50		Lamp	
LT113 ✓🛡️			\$1.00	Lamp	
LT114 ✓	LED Fixture - Interior	\$20.00		Fixture	
LT115	LED Fixture - Exterior	\$20.00		Fixture	
LT116	LED Exterior A-Series	\$3.50		Lamp	
LED INCENTIVES REPLACING INCANDESCENT INCENTIVES: COMMON AREA					
Catalog ID	Measure	Incentive	Unit	Specifications	
LT201	LED Candelabra Lamp (3-13W)	\$10.00	Lamp	<ul style="list-style-type: none">• 3 to 5W LED decorative candelabra lamps must be replacing 25 to 40W incandescent lamps.• Available for both screw-in or plug-in style bulbs used as replacements for incandescents hardwired in interior applications.• Rebates for A-Series lamps are based on the replacement of incandescent lamps rated 50 to 100 watts.• Lamp must be ENERGY STAR® rated or listed by DesignLights Consortium (DLC).• Replacements in lamps do not qualify; hardwired fixtures only.• Exterior lamp and fixture replacements must be rated for wet locations.	
LT202	LED Candelabra Lamp (3-13W) – 24/7 operation	\$15.00	Lamp		
LT203	LED A-Series Lamp – 50-79W Replacement	\$7.50	Lamp		
LT204	LED A-Series Lamp – 80-100W Replacement	\$10.00	Lamp		
LT205	LED Lamp – Flood/PAR	\$10.00	Lamp		
LT206	LED Lamp – MR16	\$5.00	Lamp		
LT207	LED Fixture - Interior	\$25.00	Fixture		
LT208	LED Fixture - Exterior	\$20.00	Fixture		
LT209	LED Exterior A-Series	\$3.50	Lamp		
LT210	LED Exit Sign	\$12.50	Fixture	<ul style="list-style-type: none">• High-efficiency exit signs must replace or retrofit existing incandescent exit signs.• Retrofit kits, electroluminescent, T1, and LED exit signs are eligible under this category.• Non-electrified and remote exit signs are not eligible.• All new exit signs or retrofit exit signs must be UL or ETL listed, must have power factors above 0.7, and have input wattages ≤2.5W per face or <5.0W per sign.	

LIGHTING INCENTIVES SPECIFICATIONS, CONT.




LED REPLACING CFL INCENTIVES: COMMON AREA

Catalog ID	Measure	Incentive	Unit	Specifications
LT301 	LED Lamp Replacing CFL - 50-79W Equivalent	\$1.00	Lamp	<ul style="list-style-type: none"> Available for both screw-in or plug-in style bulbs used as replacements for hardwired in interior applications. Rebates are based on the replacement of CFL lamps rated for 50 to 100 equivalent wattage. Lamp must be ENERGY STAR® rated or listed by DesignLights Consortium (DLC).
LT302 	LED Lamp Replacing CFL - 80-100W Equivalent	\$1.00	Lamp	
LT303 	LED Lamp Replacing CFL - Flood/Par	\$1.00	Lamp	

LIGHTING CONTROL INCENTIVES

Catalog ID	Measure	Incentive	Unit	Specifications
LT401	Occupancy Sensor (≤500W)	\$40.00	Sensor	<ul style="list-style-type: none"> Passive infrared, ultrasonic detectors and fixture-integrated sensors, or sensors with a combination thereof, are eligible. Sensors must be located in common areas such as offices, hallways, lobbies, washrooms, and stairwells. All sensors must be hardwired, control interior lighting fixtures and be controlled by a ballast that is programmed to start. To assist in rebate processing, please provide the inventory of the controlled fixtures in the Final Application.
LT402	Occupancy Sensor (>500W)	\$100.00	Sensor	
LT403	Exterior Occupancy Sensor	\$0.20	Watt Controlled	<ul style="list-style-type: none"> Stepped dimming occupancy controls consist of a lighting system that operates at full power and full light output when the space is occupied and at a reduced power level and reduced light output (must reduce at least 50 percent of full power) when unoccupied. This design method balances energy savings and safety and is appropriate for primary use areas. Sensors must control exterior lighting fixtures, must be hardwired, and can be a passive-infrared occupancy sensor or microwave occupancy sensor. The reduced wattage light output must meet the minimum lighting levels as recommended by IESNA (Illuminating Engineering Society of North America) standards.
LT404 	Interior Stairwell Controls	\$0.40	Watt Controlled	<ul style="list-style-type: none"> Control system to operate at full power and full light output when the space is occupied, then at a reduced power level and reduced light output when unoccupied. Occupancy sensor must be installed in an interior stairwell or passageway that requires 24-hour lighting by code. Occupancy sensor must be hard-wired and reduce the system output to no more than 50% of full power. Can be passive infrared or microwave sensors.

LINEAR LED TUBE REPLACING LINEAR FLUORESCENT

Catalog ID	Measure	Incentive	Unit	Specifications
LT501	2-Foot LED tube Replacing 2-Foot T12	\$2.50	Lamp	<ul style="list-style-type: none"> LED tube lights are required to have a minimum efficacy of 100 lumens per watt. Linear LED tube lights must be replacing existing interior T8 or T12 linear fluorescent lamps. Any existing T12 fixture ballast must be removed or permanently disabled. Linear LED tube lights must be listed on Design Light Consortium as linear replacement lamps including a minimum light output of 800 lumens/lamp (2-ft lamp), or 1,600 lumens/lamp (4-ft lamp), or 3,200 lumens/lamp (8-ft lamp), allowable CCTs ≤ 5000K, minimum CRI of 80, a Lumen Maintenance of 50,000 hours.
LT502 	2-Foot LED tube Replacing 2-Foot T8	\$0.50	Lamp	
LT503	4-Foot LED tube Replacing 4-Foot T12	\$5.00	Lamp	
LT504 	4-Foot LED tube Replacing 4-Foot T8	\$1.00	Lamp	
LT505	Two 4-Foot LED tube Replacing 8-Foot T12	\$10.00	Lamp	
LT506	One 8-Foot LED tube Replacing 8-Foot T12	\$10.00	Lamp	
LT507 	Two 4-Foot LED tube Replacing 8-Foot T8	\$2.00	Lamp	

LIGHTING INCENTIVES SPECIFICATIONS, CONT.

LIGHTING INCENTIVES: REDUCED WATTAGE				
Catalog ID	Measure	Incentive	Unit	Specifications
LT601 ✓	Exterior T8/T5 (Replacing HID)	\$0.50	Watt Reduced	<ul style="list-style-type: none"> This measure consists of replacing exterior HID fixtures with new exterior rated fixtures containing T8 or T5 lamps and electronic ballasts. The T8 or T5 lamps must have a CRI ≥ 80 and have a minimum efficacy of 50 lumens per watt. Specifications of the new fixtures, lamps, and ballasts must accompany the final application. Must be Energy Star® or DLC listed.
LT602 ✓	LED/Ind (Night Only) Replacing HID Fixture	\$0.40	Watt Reduced	<ul style="list-style-type: none"> The new lighting fixture must either be a permanently-wired lamp retrofit or a completely new fixture. LED or induction fixtures must replace high-pressure sodium, Halogen (over 250 watts), or metal halide system and result in a total power reduction of 40 percent or more. Lamps must be reduced in wattage, have a minimum efficacy of 50 lumens per watt and have a color rendering index (CRI) of 70 or above. Lamp-only replacements are not eligible for the incentive. Fixture must be Energy Star® or DLC listed.
LT603 ✓	LED/Ind (24/7) Replacing HID Fixture	\$0.60	Watt Reduced	
LT604 ✓	LED Fixture replacing Fluorescent Tube Fixture	\$0.30	Watt Reduced	
LT605 ✓	LED Fixture (24/7) replacing Fluorescent Tube Fixture	\$0.60	Watt Reduced	<ul style="list-style-type: none"> LED fixtures must be either permanently-wired ballast and lamp retrofit or a completely new fixture. New fixtures must replace or retrofit linear fluorescent fixtures. LED fixtures or retrofit kits must be Design Lights Consortium Listed.








MECHANICAL INCENTIVES SPECIFICATIONS








MECHANICAL INCENTIVES SPECIFICATIONS

WATER HEATING INCENTIVES: IN-UNIT


Catalog ID	Measure	Incentive	Unit	Specifications
WT101 	Low-Flow Bath Aerator - Natural Gas/Electric DHW	\$2.00	Unit	<ul style="list-style-type: none"> New aerators and showerheads must have a gallons-per-minute rating of 1.75gpm or less. Existing aerators and showerheads must be at least 2.2gpm or greater.
WT102 	Low-Flow Kitchen Aerator - Natural Gas/Electric DHW	\$3.00	Unit	
WT103 	Low-Flow Showerhead - 1.75gpm - Natural Gas/Electric DHW	\$8.00	Unit	
WT104 	Low-Flow Showerhead - 1.5gpm - Natural Gas/Electric DHW	\$10.00	Unit	
WT105 	Instant Hot Water Heater - In-Unit	\$50.00	Unit	<ul style="list-style-type: none"> Heater must replace existing natural gas tank style water heater. Unit must be power vented with an energy factor of greater than or equal to 82 percent.

WATER HEATING INCENTIVES: COMMON AREA

Catalog ID	Measure	Incentive	Unit	Specifications
WT201 	Indirect Water Heater (84-90 percent Eff)	\$0.75	MBH	<ul style="list-style-type: none"> Incentives are available for replacing tank-style domestic hot water systems or boiler systems with a domestic hot water system utilizing at least an 84 percent efficient boiler and separate storage tank. Only boilers with an input capacity greater than 75 MBH qualify. Applicant must submit boiler specifications with steady-state boiler input and output ratings. Boilers that also provide space heating do not qualify; please use the Space Heating Boiler Replacement Incentive.
WT202 	Indirect Water Heater (≥90 percent Eff)	\$2.25	MBH	
WT203 	Instant Hot Water Heater - Natural Gas	\$175.00	Unit	<ul style="list-style-type: none"> Heater must replace existing natural gas tank-style water heater. Unit must be power vented with an efficiency of ≥82 percent.
WT204 	Tank-Style DHW Unit - (TE7, 0.94)	\$200.00	Unit	<ul style="list-style-type: none"> Incentives are available for replacing a natural gas-fired tank-style water heater with a natural gas-fired tank-style storage unit with a Thermal Efficiency (T.E.) ≥ 0.94 or Energy Factor (E.F.) ≥ 0.93. Heating input requirements: >75,000 BTU/hr. Storage capacity requirements: ≤ 140 gallons.
WT205 	Condenser Heat Recovery (for DHW offset)	\$150.00	Ton	<ul style="list-style-type: none"> Available for installing air-cooled or water-cooled, condenser heat recovery technology on HVAC equipment (RTU, MAU, or chillers). Heat recovery system may either be packaged within the new HVAC unit or may be retrofitted to existing HVAC equipment using heat exchangers, reconfiguring pumping, addition of pumps, installing storage tanks, and controls upgrades. A load match study must be performed showing there is sufficient need for the waste heat to receive the full incentive. Incentives are only available for heat recovery capacity that will be fully utilized. Excess or oversized systems will not receive extra incentives. For DHW applications, pre-heat storage tanks are recommended to be located before the existing DHW heater to better utilize the condenser's waste heat. Implementation must result in a decrease in either natural gas or electric consumption.

MECHANICAL INCENTIVES SPECIFICATIONS, CONT.

HVAC INCENTIVES: IN-UNIT

Catalog ID	Measure	Incentive	Unit	# of Units
HV101 	Furnace Replacement \geq 92 percent	\$100.00	Unit	<ul style="list-style-type: none"> • Must be a condensing furnace at least 92 percent AFUE (Annual Fuel Utilization Efficiency) or greater. • Air handlers are not eligible for this incentive. • When installing a high-efficiency natural gas furnace, chimney liners must be installed if you are replacing an atmospherically drafted furnace that was vented through the same flue as a natural gas water heater. • Flue closer protocol must be used when a high-efficiency furnace is installed and the chimney is no longer in use. • Available for space heating applications only. • Equipment purchased for backup or redundancy is not eligible. • Must replace a standard efficiency (\leq80 percent) furnace.
HV102 	Furnace Replacement \geq 95 percent	\$250.00	Unit	
HV103 	Furnace Replacement \geq 98 percent	\$250.00	Unit	
HV104 	Furnace with Integrated Variable Speed Motor (ECM)	\$50.00	Unit	
HV105	Furnace Tune-Up (40-80 MBH)	\$40.00	Tune-Up	<ul style="list-style-type: none"> • Fan motor of existing unit must be constant speed and the new motor must have a variable input to be eligible for this incentive. • Applicable for both new systems or retrofitting existing equipment. • A brushless DC motor (or ECM) also qualifies for this incentive. • Unit must have a minimum BTU/hour input of 40,000. • The incentive is available once every other heating season and the furnace must be at least 24-months old. • The contractor must complete a tune-up checklist for each unit serviced. • All items listed on the furnace tune-up checklist must be completed in order to qualify for the incentive. • A single unit with multiple burners or modules is considered one unit. • A burner that is dual-fuel is considered one unit. • Before and after combustion efficiency tests are not required for furnace tune-ups. • Furnace must be in operating condition before and after tune-up is complete to receive an incentive.
HV106	Furnace Tune-Up ($>$ 81 MBH)	\$80.00	Tune-Up	
HV107 	Energy Star Room Air Conditioner ($>$ 8000 BTU/hr)	\$15.00	Unit	<ul style="list-style-type: none"> • Incentives are available for self-contained units that meet the current ENERGY STAR® requirements for room air conditioners. • Disposal of existing unit must comply with local codes and ordinances.
HV108 	Energy Star Room Air Conditioner ($<$ 8000 BTU/hr)	\$10.00	Unit	

Have questions?

Call **877-813-9617** or email **CEMultifamilySolutions@FranklinEnergy.com**.

MECHANICAL INCENTIVES SPECIFICATIONS, CONT.

HVAC INCENTIVES: COMMON AREA				
Catalog ID	Measure	Incentive	Unit	Specifications
HV201 	Furnace Replacement 92 percent to 94.9 percent	\$100.00	Unit	<ul style="list-style-type: none"> • Must be a condensing furnace at least 92 percent AFUE (Annual Fuel Utilization Efficiency) or greater. • Air handlers are not eligible for this incentive. • When installing a high-efficiency natural gas furnace, chimney liners must be installed if you are replacing an atmospherically drafted furnace that was vented through the same flue as a natural gas water heater. • Flue closer protocol must be used when a high-efficiency furnace is installed and the chimney is no longer in use. • Available for space heating applications only. • Equipment purchased for backup or redundancy is not eligible. • Must replace a standard efficiency (≤ 80 percent) furnace.
HV202 	Furnace Replacement - 95 percent	\$250.00	Unit	
HV203 	Furnace with Integrated Variable Speed Motor (ECM)	\$50.00	Unit	
HV204	Furnace Tune-Up (40-80 MBH)	\$40.00	Tune-Up	<ul style="list-style-type: none"> • Unit must have a minimum BTU/hour input of 40,000. • The incentive is available once every other heating season and the furnace must be at least 24-months old. • The contractor must complete a tune-up checklist for each unit serviced. • All items listed on the furnace tune-up checklist must be completed in order to qualify for the incentive. • A single unit with multiple burners or modules is considered one unit. • A burner that is dual-fuel is considered one unit. • Before and after combustion efficiency tests are not required for furnace tune-ups. • Furnace must be in operating condition before and after tune-up is complete to receive an incentive.
HV205	Furnace Tune-Up (>81 MBH)	\$80.00	Tune-Up	
HV206 	Space Heating Boiler Replacement 87 percent to 89.9 percent	\$3.00	MBH	<ul style="list-style-type: none"> • Boiler incentives are available only for equipment used for space heating. • Boilers purchased for backup or redundancy are not eligible. • Boilers must modulate their firing rates and have sealed combustion unit. • Existing boiler efficiency must be less than or equal to 80 percent. • Applicant must submit boiler specifications with steady-state boiler input and output ratings. • The ratings will be defined per AHRI certification and use supply and return water temperatures. • Note that high-efficiency condensing boilers will provide the rated efficiency only if return water is cold enough to condense the flue natural gases. • If the heating system cannot meet the requirement, a non-condensing boiler may be a better choice. • For units with input ratings less than 300,000 BTU/h, the efficiency should be given as an AFUE value. • For units with an input rating greater than or equal to 300,000 BTU/h, the efficiency (TE >90 percent) should be given as a combustion efficiency value. • Boilers must be at least 87% AFUE.
HV207 	Space Heating Boiler Replacement >90 percent	\$5.00	MBH	

MECHANICAL INCENTIVES SPECIFICATIONS, CONT.

HVAC INCENTIVES: COMMON AREA

Catalog ID	Measure	Incentive	Unit	Specifications
HV208	Space Heating Boiler Tune-Up	\$0.60	MBH	<ul style="list-style-type: none"> The incentive is available once every other heating season. Incentives are available for an input capacity of 110MBH or larger (for the Space Heating Boiler) and 199MBH or larger (for the DHW Boiler). The service provider must perform combustion efficiency tests before and after tune-up and record the results on the boiler tune-up incentive application. The burner must be adjusted to show an improvement in combustion efficiency. A boiler tune-up checklist must be completed for every boiler and post combustion tapes must be supplied. All items on the boiler tune-up checklist must be completed to receive the incentive. Age of boiler must be greater than 24 months to qualify.
HV209	DHW Boiler Tune-Up	\$0.25	MBH	<ul style="list-style-type: none"> Outside air temperature reset or cutout control incentives are for existing space-heating boilers only. A new boiler with boiler reset controls is not eligible. The system must be set so the minimum temperature is no more than 10 degrees above the manufacturer's recommended minimum return temperature. For controls on multiple boilers to qualify, control strategy must stage the lag boiler(s) only after the first boiler stage(s) fails to maintain the boiler water temperature called for by the reset control.
HV210	Boiler Reset Control	\$0.50	MBH	
HV211	Air Conditioner - <5.4 Tons (1 ph/3 ph) - 14 SEER	\$30.00	Ton	<ul style="list-style-type: none"> 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.
HV212	Air Conditioner - <20 Tons - 12 SEER	\$30.00	Ton	
HV213	Steam Trap Repair or Replacement	\$140.00	Trap	<ul style="list-style-type: none"> The repair incentive is available for replacement of traps that have malfunctioned and are leaking steam. It is not available for traps that have failed closed or are plugged. The incentive is available once in a 24-month period. Replacement with an orifice trap is not eligible for the incentive. Steam trap survey and replacement must be recorded and attached to the incentive application by the vendor. A spreadsheet with survey/replacement results must be provided. The spreadsheet, at a minimum, must contain the following information: <ul style="list-style-type: none"> Number of steam traps serviced Per steam trap: <ul style="list-style-type: none"> Location: Type of trap: Condition: <ul style="list-style-type: none"> Functioning Malfunctioning, not leaking steam Malfunctioning, leaking steam

MECHANICAL INCENTIVES SPECIFICATIONS, CONT.




THERMOSTATS				
Catalog ID	Measure	Incentive	Unit	Specifications
HV301	Programmable T-stat - In-Unit - Air Conditioning and Natural Gas Space Heat (Combo)	\$10.00	Unit	<ul style="list-style-type: none"> • Incentives are available for buildings which have a gas-fired heating system or a central air conditioning system and replace any nonprogrammable thermostats with units that automatically adjust the temperature at pre-selected times. • Combo measure is only available for customers in Consumers Energy Combo (Electric & Gas) territory • Thermostats 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. • Please submit the total square footage of conditioned space controlled along with your final application
HV302	Programmable T-stat - In-Unit - Air Conditioning	\$10.00	Unit	
HV303	Programmable T-stat - In-Unit - Natural Gas Space Heat	\$10.00	Unit	
HV304	Wi-Fi Programmable Thermostat - In-Unit - Natural Gas Space Heating	\$50.00	Unit	
HV305	Programmable T-stat - Common Area - Air Conditioning and Natural Gas Space Heat (Combo)	\$10.00	Unit	
HV306	Programmable T-stat - Common Area - Air Conditioning	\$10.00	Unit	
HV307	Programmable T-stat - Common Area - Natural Gas Space Heat	\$10.00	Unit	
HV308	Wi-Fi Programmable Thermostat - Common Area - Natural Gas Space Heating	\$50.00	Unit	



BUILDING ENVELOPE, MOTORS & CUSTOM INCENTIVES SPECIFICATIONS



BUILDING ENVELOPE, MOTORS & CUSTOM INCENTIVES SPECIFICATIONS

BUILDING ENVELOPE INCENTIVES				
Catalog ID	Measure	Incentive	Unit	Specifications
BE101 	ENERGY STAR® Door	\$10.00	Door	<ul style="list-style-type: none"> Incentives are available for the replacement of a standard entry door which separates a conditioned and unconditioned space with a door that is ENERGY STAR® rated for northern climates. Only available if primary heat source is provided by Consumers Energy (Natural Gas or Electric).
BE102	ENERGY STAR® Window	\$0.50	Sq Ft	<ul style="list-style-type: none"> Incentives are available for replacing existing windows with models which meet the minimum specification required for an ENERGY STAR® qualified window in northern climates. Incentive is per square foot of window including the frame. Only available if primary heat source is provided by Consumers Energy (Natural Gas or Electric).
BE103	Airtight Can Light	\$5.00	Fixture	<ul style="list-style-type: none"> Incentives are available for the replacement of a ceiling can light with a unit marketed as airtight for reduced air infiltration around the fixture. The can light must be in a ceiling which separates a conditioned and unconditioned space. Additional incentives could be available if the new fixture qualifies for the LED downlight measure. Only available if primary heat source is provided by Consumers Energy (Natural Gas or Electric).
BE104	Duct Sealing	\$6.00	1,000 Sq Ft	<ul style="list-style-type: none"> Incentives are available for reducing air infiltration through existing HVAC ducting. To qualify, ducts must be sealed using mastic sealant, metal tape, or other approved duct sealing methods. Fabric-backed tape (such as duct-tape) does not qualify. Pre- and Post- inspection may be required. Incentive is per 1,000 square feet of conditioned space supplied by the ducts.
BE105 	Roof Insulation	\$50.00	1,000 Sq Ft	<ul style="list-style-type: none"> Attic insulation must be installed between conditioned (living area below ceiling) and unconditioned areas (attic). If there is more than 24 inches of attic clearance before the new insulation is installed, the final insulation must be at least R-38. Existing attic insulation must be no greater than R-14. If there is less than 24 inches of attic clearance before the new insulation is installed, the final insulation level must be at least R-19. Existing attic insulation for low ceilings must be no greater than R-11. The current insulation level will be determined and documented by the installer and/or Program energy advisor. Degradation due to age and density of the existing insulation should be taken into account. All insulation must be new materials and have R-value stated on the packaging material. Garages and other non-living areas do not qualify. Attach an itemized and dated invoice from the contractor or retailer (include insulation manufacturer, type and square feet) along with your application form. The final insulation level will be determined and documented by the insulation installer. Square footage measurements will be verified by a Program energy advisor.
BE106 	Wall Insulation	\$40.00	1,000 Sq Ft	<ul style="list-style-type: none"> Wall insulation must be installed in a space that has Consumers Energy natural gas-fired space heating. Existing wall assembly must be R-7 or below to qualify. The final insulation levels should meet R-13 or higher and/or local code. Incentives will be paid on the total square footage of the wall insulation.

BUILDING ENVELOPE, MOTORS & CUSTOM INCENTIVES SPECIFICATIONS, CONT.

PIPE WRAP INCENTIVES










Catalog ID	Measure	Incentive	Unit	Specifications
BE201 ✓	Pipe Wrap - Steam - Common Area	\$6.00	Foot	<ul style="list-style-type: none"> A minimum of 1-inch, R-4 pipe insulation must be added to an existing bare pipe system. The bare pipe size must be at least . inch or larger. A minimum of 10 linear feet of pipe must be insulated.
BE202 ✓	Pipe Wrap - Space Heat - Common Area	\$2.50	Foot	<ul style="list-style-type: none"> Insulation used for pipes should be high-density fiberglass shaped for pipes, and batts of fiberglass or mineral wool for flat sections. Applications must include the manufacturer's name, insulation material type, and material K-value or R-value rating.
BE203 ✓	Pipe Wrap - DHW - Common Area	\$1.00	Foot	<ul style="list-style-type: none"> Applies only to existing domestic hot water and domestic hot water return piping systems operating at a minimum of 120° or 140°F domestic hot water supply temperature, that currently have no insulation on the piping. A minimum of R-4 (approximately 1-inch) of pre-formed pipe insulation must be added to existing bare metal pipe system applications. New or recently repaired piping does not qualify for this incentive. The bare pipe size must be at least . inch diameter. A minimum of 10 linear feet of pipe must be insulated. This incentive is limited to a maximum of 500 linear feet per boiler system. Insulation used for pipes should be high-density fiberglass insulation, or closed-cell elastomeric foam insulation. Documentation including the manufacturer's name, insulation material type, and the material K-value or R-value rating must be provided with the application form.
BE204 ✓	Pipe Wrap - DHW - In-Unit	\$0.75	Foot	<ul style="list-style-type: none"> An R-value of 2 or greater pipe insulation must be added to existing bare pipe system applications. A minimum of 3 linear feet of pipe must be insulated. Applications must include the manufacturer's name, insulation material type, and material K-value or R-value rating.

MOTOR CONTROLS INCENTIVES

Catalog ID	Measure	Incentive	Unit	Specifications
MD101	VFD - Pump	\$100.00	HP	<ul style="list-style-type: none"> Variable frequency drives (VFDs) installed on existing HVAC fans and pumps are eligible for this incentive. Redundant or back up units do not qualify. The installation of a VFD must accompany the permanent removal or disabling of any throttling devices such as inlet vanes, bypass dampers, bypass valves, or throttling valves. The incentive is per controlled HP.
MD102	VFD - Fan	\$60.00	HP	<ul style="list-style-type: none"> The replacement of existing VFDs does not qualify for this incentive. Motor must operate >2000 hrs/yr. VFDs to be used as soft-start motors only do not qualify for this incentive. VFD speed must be automatically controlled by differential pressure, flow, temperature, or other variable signal.

BUILDING ENVELOPE, MOTORS & CUSTOM INCENTIVES SPECIFICATIONS, CONT.

ELECTRONICALLY COMMUTATED MOTOR (ECM) FOR PUMPS

Catalog ID	Measure		Incentive	Unit	Specifications
MD201 	ECM on Domestic Hot Water Recirculation	<500w	\$100.00	ECM Motors	<ul style="list-style-type: none"> • An incentive is available for replacing existing constant volume permanent split capacitor (PSC) or shaded pole (SP) pumps used for DHW recirculation, hydronic heating circulation, or chilled water circulation to an ECM pump. • Pump motor must be EC, DC brushless, or permanent magnet style. • Pump motor must be capable of variable speed operation. • Motor must include integrated “smart” controls that will modulate flow based on demand. • Applicable for new systems or retrofitting existing equipment.
MD202 		500w - 1000w	\$250.00	ECM Motors	
MD203 		>1000w	\$500.00	ECM Motors	
MD204 	ECM on Hydronic Heating	<500w	\$50.00	ECM Motors	
MD205 		500w - 1000w	\$150.00	ECM Motors	
MD206 		>1000w	\$450.00	ECM Motors	
MD207 	ECM on Chilled Water Circulation	<500w	\$25.00	ECM Motors	
MD208 		500w - 1000w	\$100.00	ECM Motors	
MD209 		>1000w	\$200.00	ECM Motors	

CUSTOM INCENTIVES

- Custom projects must involve a facility improvement that results in a permanent reduction in electrical (kWh) and/or natural gas energy use (MCF) because of an increase in system efficiency. Projects that result in reduced energy consumption without an improvement in system efficiency are not eligible for a custom incentive. However, projects that involve an automated control technology, such as energy management system programming, may be eligible for an incentive. All equipment purchased for custom projects must be new.
- Projects involving measures covered by the prescriptive incentive portion of the program are not eligible for a custom incentive. Applicants have the option to apply for a custom incentive for projects that involve an integrated solution with both prescriptive and custom measures.
- Projects that are NOT eligible for an energy efficiency incentive include the following:
 - Fuel switching (e.g., electric to natural gas or natural gas to electric)
 - Changes in operational and/or maintenance practices or simple control modifications not involving capital costs
 - On-site electricity generation
 - Projects that involve peak-shifting (and not kWh savings)
 - Renewable energy
- Project payback equals the ratio of the project cost divided by the annual energy bill savings.
- Project payback must be greater than or equal to one year and less than or equal to eight years to be eligible for a custom incentive.
- The applicant is required to submit a Pre-Notification Application for all custom projects while the existing equipment is still in operation in order to allow Consumers Energy the opportunity to verify the existing equipment.
- The annual electricity and/or natural gas savings must be calculated for custom projects using industry-accepted engineering algorithms or simulation models. The applicant must estimate the annual electricity and/or natural gas use of both the existing and proposed equipment based on the current operation of the facility. If the existing equipment is at the end of its useful life the applicable federal and local energy codes will be used as the baseline when calculating the annual energy savings.
- **The applicant must submit calculations and methods used to derive the savings.** The applicant must provide all assumptions used in the calculations and document the source for those assumptions. Consumers Energy will review the submittal. Consumers Energy is solely responsible for the final determination of the annual energy savings to be used in calculating the incentive amount. Consumers Energy may need to conduct inspections both before and after the retrofit projects to verify equipment and operation conditions. Consumers Energy also reserves the right to require specific measurement and verification activities including monitoring both before and after the retrofit and to base the incentive payment on the results of these activities.



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