

## Small Business Direct Install Program



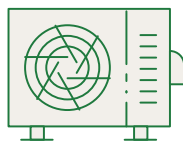
### INCENTIVES

Appalachian Power offers cash incentives for energy efficiency improvements, in addition to reliable electric service at a reasonable cost, can help your small business grow. You can boost your bottom-line while getting free quick energy efficiency upgrades and rebates for larger projects that improve your space.

Incentives are available for various projects, including:



LIGHTING



HVAC



REFRIGERATION



KITCHEN  
EQUIPMENT

**Get started today!**

All lighting measures must be DLC or ENERGY STAR® certified and must replace an existing incandescent, fluorescent, CFL, or HID lamp or fixture with equivalent lumens. Retrofit kits shall replace all components of the existing fixture except the outer shell.

Lighting	Description	Incentive
<b>Screw-in Omnidirectional</b>	LED, Bug, Marine, Infrared: <1,500 lumens	\$5 per lamp
	LED, Bug, Marine, Infrared: 1,500 or above	\$8 per lamp
<b>Screw-in Directional</b>	LED R20 Short (450-750 lumens)	\$4 per lamp
<b>Screw-in Decorative</b>	LED Decorative (Shapes B, BA, C, CA, DC, F, G, any base, <310 lumens)	\$3 per lamp
	LED Globe (any base, <310 lumens)	\$3 per lamp
	LED Globe (any base, G8, G11, G12)	\$8 per lamp
<b>Pin-based</b>	LED Pin Based: < 1,499 lumens <b>NEW</b>	\$8 per lamp
	LED Pin Based: 1,500-2,999 lumens <b>NEW</b>	\$20 per lamp
	LED Pin Based: 3,000 lumens or above <b>NEW</b>	\$35 per lamp
<b>Troffer Luminaire and Retrofit Kit</b>	1x4 Tube or Strip LED Troffer	\$9 per fixture
	1x8 Tube or Strip LED Troffer <b>NEW</b>	\$12 per fixture
	2x2 Tube or Strip LED Troffer	\$9 per fixture
	2x4 Tube or Strip LED Troffer	\$18 per fixture
	2x8 Tube or Strip LED Troffer <b>NEW</b>	\$24 per fixture
	1x4 LED Troffer Retrofit Kit	\$10 per kit
	1x8 LED Troffer Retrofit Kit <b>NEW</b>	\$12 per kit
	2x2 LED Troffer Retrofit Kit	\$10 per kit
	2x4 LED Troffer Retrofit Kit	\$20 per kit
	2x8 LED Troffer Retrofit Kit <b>NEW</b>	\$24 per kit
<b>Linear Lamp</b>	LED Linear Replacement Lamp: 2ft <b>NEW</b>	\$4.50 per lamp
	LED Linear Replacement Lamp: 4ft <b>NEW</b>	\$6.75 per lamp
	LED Linear Replacement Lamp: 8ft <b>NEW</b>	\$9 per lamp
	LED Linear Replacement Lamp: 2 ft - Controlled by Occupancy Sensor <sup>1</sup> <b>NEW</b>	\$8 per lamp
	LED Linear Replacement Lamp: 4 ft - Controlled by Occupancy Sensor <sup>1</sup> <b>NEW</b>	\$12 per lamp
	LED Linear Replacement Lamp: 8 ft - Controlled by Occupancy Sensor <sup>1</sup> <b>NEW</b>	\$16 per lamp
<b>Exterior Lighting</b>	LED Luminaires: 5,000 - 9,999 Lumens <b>NEW</b>	\$15 per fixture
	LED Luminaires: 10,000 - 19,999 Lumens <b>NEW</b>	\$30 per fixture
	LED Luminaires: 20,000 - 29,999 Lumens <b>NEW</b>	\$50 per fixture
	LED Luminaires: 30,000 - 39,999 Lumens <b>NEW</b>	\$90 per fixture
	LED Luminaires: 40,000 Lumens or above <b>NEW</b>	\$120 per fixture
<b>Refrigerated Case Lighting</b>	Refrigerated Case Lighting: 4ft- Cooler <b>NEW</b>	\$33 per fixture
	Refrigerated Case Lighting: 5ft- Cooler <b>NEW</b>	\$41 per fixture
	Refrigerated Case Lighting: 6ft- Cooler <b>NEW</b>	\$49 per fixture
<b>Delamping</b>	Delamping <b>NEW</b>	\$225 per 1000 watts removed
Lighting Controls	Description	Incentive
<b>Controls</b>	Dual Daylight & Occupancy Sensor	15¢ per watt controlled
	Daylight Continuous Dimming Control	12¢ per watt controlled
	Luminaire Level Lighting Control with Local or Cloud Server	18¢ per watt controlled

Kitchen	Description	Incentive
Pre-Rinse Spray Valve <sup>2</sup>	Pre-Rinse Spray Valve 1.6 GPM: Electric Water Heating: Full Service Restaurant	\$54 each
	Pre-Rinse Spray Valve 1.6 GPM: Electric Water Heating: Limited Service (Fast Food) Restaurant	\$54 each
	Pre-Rinse Spray Valve 1.6 GPM: Electric Water Heating: Other Facility	\$54 each
	Pre-Rinse Spray Valve 1.28 GPM: Electric Water Heating: Full Service Restaurant	\$100 each
	Pre-Rinse Spray Valve 1.28 GPM: Electric Water Heating: Limited Service (Fast Food) Restaurant	\$100 each
	Pre-Rinse Spray Valve 1.28 GPM: Electric Water Heating: Other Facility	\$100 each
	Pre-Rinse Spray Valve 1.15 GPM: Electric Water Heating: Full Service Restaurant	\$200 each
	Pre-Rinse Spray Valve 1.15 GPM: Electric Water Heating: Limited Service (Fast Food) Restaurant	\$200 each
	Pre-Rinse Spray Valve 1.15 GPM: Electric Water Heating: Other Facility	\$200 each
Commercial Hot Food Holding Cabinet <sup>3</sup>	Commercial Hot Food Holding Cabinets: 0 < Volume < 13CF	<b>NEW</b> \$200 each
	Commercial Hot Food Holding Cabinets: 13 ≤ Volume < 28CF	<b>NEW</b> \$400 each
	Commercial Hot Food Holding Cabinets: Volume ≥ 28	<b>NEW</b> \$600 each
Commercial Griddle <sup>3</sup>	Electric Commercial Griddle	<b>NEW</b> \$700 each
Commercial Fryer <sup>3</sup>	Electric Fryer: Standard Size	<b>NEW</b> \$230 each
	Electric Fryer: Large Vat	<b>NEW</b> \$230 each
Commercial Steam Cooker <sup>3</sup>	Steam Cooker: Steam Generator Baseline	<b>NEW</b> \$1,300 each
	Steam Cooker: Boiler Based Baseline	<b>NEW</b> \$1,300 each
Refrigeration	Description	Incentive
Vending Machine Controls <sup>4</sup>	Vending Machine Control: Refrigerated	\$120 each
	Vending Machine Control: Non Refrigerated	<b>NEW</b> \$25 each
Night Cover <sup>5</sup>	Night Cover for Vertical Refrigerated Case	\$29 per linear foot
Display Case Doors	Display Case Doors on Open Display Cases	<b>NEW</b> \$30 per linear foot
Automatic Door Closer	Refrigeration Automatic Door Closer Automatic Door Closer: Cooler	<b>NEW</b> \$125 each
	Refrigeration Automatic Door Closer Automatic Door Closer: Freezer	<b>NEW</b> \$150 each
Controls	Glass Front Refrigerated Cooler Control	<b>NEW</b> \$90 each
	Floating Head Pressure Controls	<b>NEW</b> \$65 per ton
	Evaporator Fan Motor Control Walk-in or Reach-in Cooler	<b>NEW</b> \$60 per motor
	Evaporator Fan Motor Control Walk-in or Reach-in Freezer	<b>NEW</b> \$75 per motor
Compressor	Variable Speed Refrigeration Compressor	<b>NEW</b> \$250 per ton
Hot Water	Description	Incentive
Water Heater	Hot Water ENERGY STAR Heat Pump Electric Storage Water Heater ≤ 55 Gallons	<b>NEW</b> \$100 each
	Hot Water ENERGY STAR Heat Pump Electric Storage Water Heater > 55 Gallons	<b>NEW</b> \$120 each
Water Heater Setback	Water Heater Setback: Electric	\$5 each
Low Flow Showerhead <sup>6</sup>	Low Flow Showerhead	\$12 each
Insulation <sup>7</sup>	Description	Incentive
HW Pipe Insulation	Insulate Exposed Water Heater Pipes	\$13 each
Outlet Gasket	Install Insulation Gaskets on Switch and Outlet Plates on Exterior Walls	\$2 per gasket
Reduce Air Infiltration	Reduce Air Infiltration Using Caulk and Spray Foam	25¢ per linear foot

1 All LED linear lamp replacements shall be controlled by an occupancy sensor. Occupancy sensors may be used to control multiple fixtures/lamps. This incentive may not be combined with the occupancy sensor incentive.

2 Must meet GPM requirements and facility must use electric hot water.

3 Must be ENERGY STAR certified and replace an existing unit.

4 Must be installed on an existing standard refrigerated beverage vending machine that does not contain controls systems to shut down the refrigeration components and lighting during times of low customer use. This measure can not be applied to ENERGY STAR® qualified vending machines, as they already have built-in controls.

5 Must be installed on a unit with no existing night cover.

6 Showerheads must be WaterSense certified.

7 Building must be heated with electric heat to qualify.

HVAC <sup>8</sup>		Minimum Requirements	Incentive
Packaged Terminal Heat Pumps < 7 kBtu/h	≥ 13 EER & ≥ 3.5 COP	NEW	\$20 per unit
Packaged Terminal Heat Pumps ≥ 7 and < 15 kBtu/h	≥ 12 EER & ≥ 3.4 COP	NEW	
Packaged Terminal Heat Pumps ≥ 15 kBtu/h	≥ 10.7 EER & ≥ 3.4 COP	NEW	
Packaged Terminal Air Conditioners < 7 kBtu/h	≥ 13 EER	NEW	\$15 per unit
Packaged Terminal Air Conditioners ≥ 7 and < 15 kBtu/h	≥ 12 EER	NEW	
Packaged Terminal Air Conditioners ≥ 15 kBtu/h	≥ 10.1 EER	NEW	
Single Package Vertical Heat Pumps ≤ 5.4 tons	≥ 12 EER & ≥ 3.5 COP	NEW	\$20 per ton
Single Package Vertical Heat Pumps > 5.4 and ≤ 11.25 tons	≥ 12 EER & ≥ 3.5 COP	NEW	
Single Package Vertical Air Conditioners ≤ 5.4 tons	≥ 12 EER	NEW	\$15 per ton
Single Package Vertical Air Conditioners > 5.4 and ≤ 11.25 tons	≥ 12 EER	NEW	
Air Source Heat Pumps - Split and Single Package ≤ 5.4 tons	≥ 17.5 SEER or ≥ 16.7 SEER2 & ≥ 9.2 HSPF or ≥ 7.9 HSPF2	NEW	\$20 per ton
Air Source Heat Pumps - Split and Single Package > 5.4 and ≤ 11.25 tons	≥ 17 IEER & ≥ 3.6 COP	NEW	\$25 per ton
Air Source Heat Pumps - Split and Single Package > 11.25 and ≤ 20 tons	≥ 16 IEER & ≥ 3.4 COP	NEW	
Air Source Heat Pumps - Split and Single Package > 20 tons	≥ 15 IEER & ≥ 3.4 COP	NEW	
Air Conditioners - Split and Single Package ≤ 5.4 tons	≥ 17.5 SEER or ≥ 16.7 SEER2	NEW	\$20 per ton
Air Conditioners - Split and Single Package > 5.4 and ≤ 11.25 tons	≥ 17 IEER	NEW	
Air Conditioners - Split and Single Package > 11.25 and ≤ 20 tons	≥ 16 IEER	NEW	
Ductless, Mini Split Air Conditioners ≤ 5.4 tons	≥ 17.5 SEER	NEW	\$12 per ton
Ductless, Mini Split Heat Pumps ≤ 5.4 tons	≥ 17.5 SEER & ≥ 9.2 HSPF	NEW	\$18 per ton
HVAC Controls	Description		Incentive
Economizers <sup>9</sup>	Dual Enthalpy Economizer ≤ 5 tons	NEW	\$20 per control
	Dual Enthalpy Economizer > 5 tons	NEW	\$60 per control
Smart Thermostats <sup>10</sup>	Smart Thermostat - AC and Electric Resistance Heat	NEW	\$40 each
	Smart Thermostat - AC and Heat Pump	NEW	\$25 each
	Smart Thermostat - AC and Gas Heat	NEW	\$20 each
EC Motors	EC Motors-Hydronic Heating Pumps <1 HP	NEW	\$100 each
	EC Motors-Hydronic Heating Pumps ≥ 1HP and ≤ 10 HP	NEW	\$320 per HP
	EC Motors-Hydronic Cooling Pumps <1 HP	NEW	\$40 each
	EC Motors-Hydronic Cooling Pumps ≥ 1HP and ≤ 10 HP	NEW	\$130 per HP
	EC Motors-Hydronic DHW Pumps <1 HP	NEW	\$55 each
	EC Motors-Hydronic DHW Pumps ≥ 1HP and ≤ 10 HP	NEW	\$170 per HP
HVAC Misc.	Description		Incentive
Fan Belts	Notched Belt for HVAC	NEW	\$40 each
	Synchronous Belt for HVAC	NEW	\$90 each
Tune-Up <sup>11</sup>	HVAC Tune-Up	NEW	\$5.50 per ton
Misc.	Description		Incentive
Appliances & Plug Load	Advanced Power Strip	NEW	\$2 each
	Commercial Ice Machines 0-100 lbs/day	NEW	\$12 each
	Commercial Ice Machines 101-250 lbs/day	NEW	\$25 each
	Commercial Ice Machines 251-500 lbs/day	NEW	\$50 each
	Commercial Ice Machines 501-1000 lbs/day	NEW	\$100 each
	ENERGY STAR Computers	NEW	\$10 each
	ENERGY STAR Imaging	NEW	\$20 each
	ENERGY STAR Uninterruptible Power Supplier (UPS)	NEW	\$15 per kVA
	Small Network PC Controller	NEW	\$30 per PC Controlled

<sup>8</sup> AllHVACEquipmentmustmeetorexceedASHRAE90.1-2019requirements.AHRIcertificateandspecificationsheetsmustbeprovidedforallnewHVACEquipment.

Projects that involve replacing inefficient HVAC systems may be eligible for a custom incentive under certain conditions.

<sup>9</sup> HVAC systems with existing economizers are not eligible.

<sup>10</sup> Thermostat shall be an ENERGY STAR certified smart thermostat.

<sup>11</sup> Tune-Up projects require completion of the program Tune-Up checklist.