

Business Energy Solutions Program



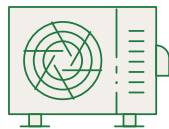
INCENTIVES

Appalachian Power offers cash incentives for energy efficiency improvements that, in addition to reliable electric service at a reasonable cost, can make your place of business comfortable, productive and safe. You can help your bottom-line while being an environmental leader with our energy saving tips and programs.

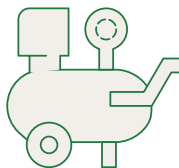
Businesses can receive up to \$25,000 each for lighting and non-lighting projects, for a total of \$50,000. Incentives are available for various projects, including:



LIGHTING



HVAC



COMPRESSED
AIR



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	Lighting Description	Incentive
Exit Sign	LED Exit Sign	\$10 each
Recessed Downlight	LED Recessed Downlight Luminaire: < 1,500 Lumens	\$3 per fixture
	LED Recessed Downlight Luminaire: 1,500 - 2,999 Lumens	\$9 per fixture
	LED Recessed Downlight Luminaire: 3,000 Lumens or Above	\$16 per fixture
Screw-in Omnidirectional	LED Standard A-Type (Medium-Base): < 1,500 Lumens	\$2 per lamp
	LED Standard A-Type (Medium-Base): 1,500 - 2,999 Lumens	\$4 per lamp
	LED Standard A-Type (Medium-Base): 3,000 Lumens or Above	\$6 per lamp
	LED 3-Way, Bug, Marine, Rough Service, Infrared: < 1,500 Lumens	\$2 per lamp
	LED 3-Way, Bug, Marine, Rough Service, Infrared: 1,500 or Above	\$4 per lamp
Screw-in Directional	LED Reflector (Medium-Base w/ Bulb Diameter ≤ 2.25"): 400 - 1,199 Lumens	\$2 per lamp
	LED ER30, BR30, BR40, or ER40 (Bulb Diameter > 2.26" and ≤ 2.5"): 400 - 649 Lumens	\$2 per lamp
	LED BR30, BR40, or ER40 (Bulb Diameter > 2.26" and ≤ 2.5"): 650 - 1419 Lumens	\$3 per lamp
	LED R20 (Bulb Diameter > 2.26" and ≤ 2.5"): 400 - 719 Lumens	\$2 per lamp
	LED Other R, PAR, ER, BR, BPAR, or Similar Bulb Diameter > 2.26" and ≤ 2.5": 540-999 Lumens	\$2 per lamp
	LED Other R, PAR, ER, BR, BPAR, or Similar Bulb Diameter > 2.26" and ≤ 2.5": 1,000-2,189 Lumens	\$4 per lamp
	LED Other R, PAR, ER, BR, BPAR, or Similar Bulb Diameter > 2.26" and ≤ 2.5": 2190 Lumens and Above	\$7 per lamp
	LED Other R, PAR, ER, BR, BPAR, or Similar Bulb Diameter >2.5": 640-1179 Lumens	\$2 per lamp
	LED Other R, PAR, ER, BR, BPAR, or Similar Bulb Diameter >2.5": 1,180-2,579 Lumens	\$4 per lamp
	LED Other R, PAR, ER, BR, BPAR, or Similar Bulb Diameter >2.5": 2,580 Lumens or Above	\$6 per lamp
	LED All Reflector Lamps Below Lumen Ranges Specified Above	\$1 per lamp
Screw-in Decorative	LED Decorative (Shapes B, BA, C, CA, DC, F, G, Any-Base, < 500 Lumens)	\$1 per lamp
	LED Decorative (Medium-Base, ≥ 500 Lumens)	\$3 per lamp
	LED Decorative (Candelabra or Intermediate-Base, ≥ 500 Lumens)	\$3 per lamp
	LED Globe (Any-Base, <500 Lumens)	\$1 per lamp
	LED Globe (Medium-Base, ≥ 500 Lumens)	\$3 per lamp
	LED Globe (Candelabra or Intermediate-Base, ≥ 500 Lumens)	\$3 per lamp
Pin-Based	LED Pin-Based: < 1,499 Lumens	NEW \$6 per lamp
	LED Pin-Based: 1,500 - 2,999 Lumens	NEW \$15 per lamp
	LED Pin-Based: 3,000 Lumens or above	NEW \$30 per lamp
Troffer Luminaire and Retrofit Kit	1x4 Tube or Strip LED Troffer	\$6 per fixture
	1x8 Tube or Strip LED Troffer	NEW \$9 per fixture
	2x2 Tube or Strip LED Troffer	\$6 per fixture
	2x4 Tube or Strip LED Troffer	\$12 per fixture
	2x8 Tube or Strip LED Troffer	NEW \$18 per fixture
	1x4 LED Troffer Retrofit Kit	\$7 per kit
	1x8 LED Troffer Retrofit Kit	NEW \$9 per kit
	2x2 LED Troffer Retrofit Kit	\$7 per kit
	2x4 LED Troffer Retrofit Kit	\$14 per kit
	2 x 8 LED Troffer Retrofit Kit	NEW \$18 per kit
Linear Lamp	LED Linear Replacement Lamp: 2 ft	NEW \$4 per lamp
	LED Linear Replacement Lamp: 4 ft	NEW \$6 per lamp
	LED Linear Replacement Lamp: 8 ft	NEW \$8 per lamp
	LED Linear Replacement Lamp: 2 ft - Controlled by Occupancy Sensor ¹	NEW \$7 per lamp
	LED Linear Replacement Lamp: 4 ft - Controlled by Occupancy Sensor ¹	NEW \$11 per lamp
	LED Linear Replacement Lamp: 8 ft - Controlled by Occupancy Sensor ¹	NEW \$14 per lamp

Lighting	Description	Incentive
High/Low Bay Luminaire	High-Bay Luminaires: 5,000 - 9,999 Lumens	NEW \$25 per fixture
	High-Bay Luminaires: 10,000 - 19,999 Lumens	NEW \$50 per fixture
	High-Bay Luminaires: 20,000 - 29,999 Lumens	NEW \$100 per fixture
	High-Bay Luminaires: 30,000 - 39,999 Lumens	NEW \$150 per fixture
	High-Bay Luminaires: 40,000 Lumens or Above	NEW \$200 per fixture
Exterior Lighting	LED Omnidirectional: < 1,499 Lumens	\$2 per lamp
	LED Omnidirectional: 1,500 - 2,999 Lumens	\$6 per lamp
	LED Omnidirectional: 3,000 Lumens or Above	\$10 per lamp
	LED Directional: < 1,499 Lumens	\$2 per lamp
	LED Directional: 1,500 - 2,999 Lumens	\$6 per lamp
	LED Directional: 3,000 Lumens or Above	\$10 per lamp
	LED Decorative: < 1,499 Lumens	\$2 per lamp
	LED Decorative: 1,500 - 2,999 Lumens	\$6 per lamp
	LED Decorative: 3,000 Lumens or Above	\$10 per lamp
	LED Luminaire: 5,000 - 9,999 Lumens	\$13 per fixture
	LED Luminaires: 10,000 - 19,999 Lumens	\$25 per fixture
	LED Luminaires: 20,000 - 29,999 Lumens	\$50 per fixture
	LED Luminaires: 30,000 - 39,999 Lumens	\$75 per fixture
	LED Luminaires: 40,000 Lumens or Above	\$100 per fixture
Refrigerated Case Lighting	Refrigerated Case Lighting: 4 ft - Cooler	\$25 per fixture
	Refrigerated Case Lighting: 5 ft - Cooler	\$31 per fixture
	Refrigerated Case Lighting: 6 ft - Cooler	\$37 per fixture
Delamping	Delamping	\$200 per 1000 watts removed
Lighting Controls	Description	Incentive
Controls	Dual Daylight & Occupancy Sensor	NEW 10¢ per watt controlled
	Daylight Continuous Dimming Control	NEW 14¢ per watt controlled
	Luminaire Level Lighting Control with Local or Cloud Server	NEW 10¢ per watt controlled
	Occupancy Sensor: Wall, Fixture, or Remote-Mounted: ≤ 200 Watts Controlled	NEW \$60 per sensor
	Occupancy Sensor: Wall, Fixture, or Remote-Mounted: ≥ 200 Watts Controlled	NEW
HVAC ²	Minimum Requirements	Incentive
Packaged Terminal Heat Pumps < 7 kBtu/h	≥ 13 EER & ≥ 3.5 COP	NEW
Packaged Terminal Heat Pumps ≥ 7 and < 15 kBtu/h	≥ 12 EER & ≥ 3.4 COP	NEW \$20 per unit
Packaged Terminal Heat Pumps ≥ 15 kBtu/h	≥ 10.7 EER & ≥ 3.4 COP	NEW
Packaged Terminal Air Conditioners < 7 kBtu/h	≥ 13 EER	NEW
Packaged Terminal Air Conditioners ≥ 7 and < 15 kBtu/h	≥ 12 EER	NEW \$15 per unit
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 \$15 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 \$12 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 \$15 per ton
Air Source Heat Pumps - Split and Single Package > 5.4 and ≤ 11.25 tons	≥ 17 IEER & ≥ 3.6 COP	NEW
Air Source Heat Pumps - Split and Single Package > 11.25 and ≤ 20 tons	≥ 16 IEER & ≥ 3.4 COP	NEW \$20 per ton
Air Source Heat Pumps - Split and Single Package > 20 tons	≥ 15 IEER & ≥ 3.4 COP	NEW
Water Source Heat pump ≤ 1.4 tons	≥ 17 EER & ≥ 5 COP	NEW
Water Source Heat pump > 1.4 and ≤ 5.4 tons	≥ 17.5 EER & ≥ 5 COP	NEW \$15 per ton
Water Source Heat pump > 5.4 and ≤ 11.25 tons	≥ 17.5 EER & ≥ 5 COP	NEW

HVAC		Minimum Requirements	Incentive
Air Conditioners - Split and Single Package ≤ 5.4 tons		≥ 17.5 SEER or ≥ 16.7 SEER2	NEW
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
Air Conditioners - Split and Single Package > 20 and ≤ 63.3 tons		≥ 15 IEER	NEW
Air Cooled Chillers ≤ 150 tons		≥ 16 EER @ IPLV	NEW
Water Cooled Chillers - Positive Displacement ≤ 75 tons		≤ 0.51 kW/ton @ IPLV	NEW
Water Cooled Chillers - Positive Displacement > 75 and ≤ 120 tons		≤ 0.48 kW/ton @ IPLV	NEW
Water Cooled Chillers - Centrifugal ≤ 150 tons		≤ 0.40 kW/ton @ IPLV	NEW
Ductless, Mini Split Air Conditioners ≤ 5.4 tons		≥ 17.5 SEER	NEW
Ductless, Mini Split Heat Pumps ≤ 5.4 tons		≥ 17.5 SEER & ≥ 9.2 HSPF	NEW
HVAC Controls	Description		Incentive
Economizers³	Dual Enthalpy Economizer ≤ 5 tons	NEW	\$18 per control
	Dual Enthalpy Economizer > 5 tons	NEW	\$55 per control
Smart Thermostats⁴	Smart Thermostat - AC and Electric Resistance Heat	NEW	\$30 each
	Smart Thermostat - AC and Heat Pump	NEW	\$20 each
	Smart Thermostat - AC and Gas Heat	NEW	\$12 each
EC Motors	EC Motors-Hydronic Heating Pumps <1 HP	NEW	\$85 each
	EC Motors-Hydronic Heating Pumps ≥ 1HP and ≤ 10 HP	NEW	\$275 per HP
	EC Motors-Hydronic Cooling Pumps <1 HP	NEW	\$35 each
	EC Motors-Hydronic Cooling Pumps ≥ 1HP and ≤ 10 HP	NEW	\$115 per HP
	EC Motors-Hydronic DHW Pumps <1 HP	NEW	\$45 each
	EC Motors-Hydronic DHW Pumps ≥ 1HP and ≤ 10 HP	NEW	\$140 per HP
HVAC Misc.	Description		Incentive
Fan Belts	Notched Belt for HVAC	NEW	\$30 each
	Synchronous Belt for HVAC	NEW	\$80 each
Tune-Ups⁵	Chiller Tune-Up	NEW	\$3 per ton
	HVAC Tune-Up	NEW	\$4 per ton
VFD	Description		Incentive
VFD for HVAC Application⁶	VFD: Fan or Pump	NEW	\$150 per HP
Hot Water	Description		Incentive
Water Heater	Hot Water ENERGY STAR Heat Pump Electric Storage Water Heater ≤ 55 Gallons	NEW	\$80 each
	Hot Water ENERGY STAR Heat Pump Electric Storage Water Heater > 55 Gallons	NEW	\$90 each
Compressed Air	Description		Incentive
Condensate Drains⁷	Compressed Air No-Loss Condensate Drains	NEW	\$225 each
VSD Air Compressor⁸	VSD Air Compressor	NEW	\$4,250 each
Air Nozzle⁹	Air Nozzle	NEW	\$50 each
Thermal Mass Dryer¹⁰	Cycling Refrigerated Thermal Mass Dryer	NEW	12¢ per kWh saved
Storage Tank¹¹	Storage Tanks for Load/No Load Screw Compressors	NEW	12¢ per kWh saved

Kitchen	Description	Incentive	
Pre-Rinse Spray Valve¹²	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		
	Pre-Rinse Spray Valve 1.6 GPM: Electric Water Heating: Other Facility		
		Pre-Rinse Spray Valve 1.28 GPM: Electric Water Heating: Full Service Restaurant	\$75 each
		Pre-Rinse Spray Valve 1.28 GPM: Electric Water Heating: Limited Service (Fast Food) Restaurant	
		Pre-Rinse Spray Valve 1.28 GPM: Electric Water Heating: Other Facility	
		Pre-Rinse Spray Valve 1.15 GPM: Electric Water Heating: Full Service Restaurant	\$100 each
		Pre-Rinse Spray Valve 1.15 GPM: Electric Water Heating: Limited Service (Fast Food) Restaurant	
		Pre-Rinse Spray Valve 1.15 GPM: Electric Water Heating: Other Facility	
Commercial Griddle¹³	Electric Commercial Griddle	NEW \$500 each	
Commercial Fryer¹³	Electric Fryer: Standard Size	NEW	
	Electric Fryer: Large Vat	NEW \$200 each	
Commercial Steam Cooker¹³	Steam Cooker: Steam Generator Baseline	NEW	
	Steam Cooker: Boiler Based Baseline	NEW \$1,200 each	
Commercial Oven¹³	Electric Commercial Ovens: Convection, Half Size	NEW \$100 each	
	Electric Commercial Ovens: Convection, Full Size	NEW \$400 each	
	Electric Commercial Ovens: Combination, Pans <15	NEW \$800 each	
	Electric Commercial Ovens: Combination, Pans ≥15	NEW \$1,000 each	
Commercial Dishwasher¹³ (Electric Hot Water Only)	Dishwasher: Low Temperature Under Counter	NEW \$280 each	
	Dishwasher: Low Temperature Stationary Single Tank Door	NEW \$1,000 each	
	Dishwasher: Low Temperature Single Tank Conveyor	NEW \$1,200 each	
	Dishwasher: Low Temperature Multi Tank Conveyor	NEW \$1,500 each	
	Dishwasher: High Temperature Under Counter	NEW \$350 each	
	Dishwasher: High Temperature Stationary Single Tank Door	NEW \$1,300 each	
	Dishwasher: High Temperature Single Tank Conveyor)	NEW \$1,000 each	
	Dishwasher: High Temperature Multi Tank Conveyor	NEW \$2,000 each	
	Dishwasher: Pot, Pan, and Utensil	NEW \$370 each	
Refrigeration	Description	Incentive	
ECM Motor Retrofits¹⁴	Cooler <0.0667 HP [<1/15 HP]	NEW \$75 each	
	Cooler 0.0667 - <0.25 HP [1/15 - <1/4 HP]	NEW \$260 each	
	Cooler 0.025 - <0.5 HP [1/4 - <1/2 HP]	NEW \$400 each	
	Cooler >0.5 HP [> 1/2 HP]	NEW \$550 each	
	Freezer <0.0667 [<1/15 HP]	NEW \$75 each	
	Freezer 0.0667 - <0.25 HP [1/15 - <1/4 HP]	NEW \$260 each	
	Freezer 0.025 - <0.5 HP [1/4 - <1/2 HP]	NEW \$400 each	
	Freezer >0.5 HP [> 1/2 HP]	NEW \$550 each	
Anti-Sweat Heater Control¹⁵	Anti-Sweat Heater Control: Cooler, On/Off Controls	NEW \$100 per door	
	Anti-Sweat Heater Control: Cooler, Micropulse Controls	NEW \$100 per door	
	Anti-Sweat Heater Control: Freezer, On/Off Controls	NEW \$120 per door	
	Anti-Sweat Heater Control: Freezer, Micropulse Controls	NEW \$120 per door	
Automatic Door Closer¹⁶	Automatic Door Closer: Cooler	NEW \$100 each	
	Automatic Door Closer: Freezer	NEW \$150 each	
Vending Machine Controls¹⁷	Vending Machine Control: Refrigerated	\$100 each	
	Vending Machine Control: Glass Front Refrigerated Cooler	\$100 each	
	Vending Machine Control: Non Refrigerated	NEW \$20 each	
Door Gasket¹⁸	Door Gasket: Reach-in Cooler	NEW \$2 per linear foot	
	Door Gasket: Walk-in Cooler	NEW	
	Door Gasket: Reach-in Freezer	NEW \$4 per linear foot	
	Door Gasket: Walk-in Freezer	NEW	
Night Cover¹⁹	Night Cover for Vertical Refrigerated Case	\$22 per linear ft	

Refrigeration	Description	Incentive
Commercial Freezer¹³	Solid Door Commercial Freezer < 15 cubic feet (AHAM interior volume)	NEW \$65 each
	Solid Door Commercial Freezer 15 - <30 cubic feet (AHAM interior volume)	NEW \$65 each
	Solid Door Commercial Freezer 30 - <50 cubic feet (AHAM interior volume)	NEW \$80 each
	Solid Door Commercial Freezer 50 - 90 cubic feet (AHAM interior volume)	NEW \$110 each
	Glass Door Commercial Freezer < 15 cubic feet (AHAM interior volume)	NEW \$50 each
	Glass Door Commercial Freezer 15 - <30 cubic feet (AHAM interior volume)	NEW \$90 each
	Glass Door Commercial Freezer 30 - <50 cubic feet (AHAM interior volume)	NEW \$140 each
	Glass Door Commercial Freezer 50 - 90 cubic feet (AHAM interior volume)	NEW \$225 each
	Glass Door Chest Freezers any size	\$60 each
	Solid Door Chest Freezers any size	\$60 each
Display Case Doors	Display Case Doors on Open Display Cases	NEW \$25 linear foot
Controls	Glass Front Refrigerated Cooler Control	NEW \$80 each
	Floating Head Pressure Controls	NEW \$55 per ton
	Evaporator Fan Motor Control Walk-in or Reach-in Cooler	NEW \$55 per motor
	Evaporator Fan Motor Control Walk-in or Reach-in Freezer	NEW \$70 per motor
Compressor	Variable Speed Refrigeration Compressor	NEW \$200 per ton
Misc.	Description	Incentive
Appliances & Plug Load	Advanced Power Strip	NEW \$2 each
	Commercial Ice Machines 0-100 lbs/day	NEW \$10 each
	Commercial Ice Machines 101-250 lbs/day	NEW \$20 each
	Commercial Ice Machines 251-500 lbs/day	NEW \$40 each
	Commercial Ice Machines 501-1000 lbs/day	NEW \$80 each
	ENERGY STAR Computers	NEW \$8 each
	ENERGY STAR Imaging	NEW \$14 each
	ENERGY STAR Uninterruptible Power Supplier (UPS)	NEW \$13 per kVA
	Small Network PC Controller	NEW \$25 per PC controlled
Other	Description	Incentive
Agriculture	Engine Block Heat Timer	NEW \$50 per heater
	Automatic Milker Take Off ²⁰	NEW \$225 each
	Dairy Scroll Compressor ²¹	NEW \$450 each
	Heat Reclaimers ²²	NEW \$1,000 each
	Livestock Waterer	NEW \$35 each
	Dairy Vacuum Pump VSD Controls	NEW \$330 each
	Low Pressure Irrigation Agriculture ²³	NEW \$20 per acre
	Low Pressure Irrigation Golf Course ²³	NEW \$20 per acre

- 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.
- All HVAC equipment must meet or exceed ASHRAE 90.1 - 2019 requirements. AHRI certificate and specification sheets must be provided for all new HVAC equipment. Projects that involve replacing inefficient HVAC systems may be eligible for a custom incentive under certain conditions.
- HVAC systems with existing economizers are not eligible.
- Thermostat shall be an ENERGY STAR certified smart thermostat.
- Tune-Up projects require completion of the program Tune-Up checklist.
- Motor(s) being controlled must be 200 HP or less and operate a minimum of 2,000 hours per year. Incentives are available for VFDs only in a retrofit situation where no VFD has been in use previously. Replacement of failed VFDs are not eligible for incentives.
- Requires baseline conditions of compressed air systems with standard condensate drains operated by a solenoid and/or timer.
- Limited to 100 HP or less screw compressor with variable speed control on the motor to match output to the load.
- Must replace continuous open blow-offs. Must meet SCFM rating at 80 psig less than or equal to: 1/8" 11 SCFM, 1/4" 29 SCFM, 5/16" 56 SCFM, or 1/2" 140 SCFM.
- Unit must replace non-cycling (e.g., continuous) air dryer with a capacity of 600 CFM or below. The replacement of desiccant, deliquescent, heat-of-compression, membrane, or other types of dryers does not qualify under this measure.
- Requires the installation of new air receivers with pressure/flow controls to load/no load compressors with a minimum storage ratio of 4 gallons of storage per CFM.
- Must meet GPM requirements and facility must use electric hot water.
- Must be ENERGY STAR certified and replace an existing unit.
- Must replace an existing PSC motor. Upgrade should not be installed if existing equipment is near end of its service life or very low efficiency, in which case full equipment replacement is recommended.
- Must be installed on a commercial glass door cooler or freezer with a standard heated door running 24 hours a day, seven days per week (24/7) with no controls installed.
- Must be installed in unit with no existing auto closer. The walk-in door perimeter must be ≥ 16 feet.
- Must be installed on an existing standard refrigerated beverage vending machine that does not contain control 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.
- Old and/or damaged gasket must have at least six inches of damage for reach-in units and at least two feet of damage for walk-in units.
- Must be installed on a unit with no existing night cover.
- Automatic milker takeoffs must replace existing manual takeoffs on dairy milking pump systems. The vacuum pump system must be equipped with a variable speed drive (VSD).
- Must replace an existing reciprocating compressor or to be installed in a new construction application.
- Only dairy parlors with electric water heating equipment are eligible.
- Requires a minimum of 50% reduction in irrigation pumping pressure through the installation of a low-pressure irrigation system in agriculture or golf course applications.