

# Business Energy Efficiency Programs

## 2021 Incentive Change Log

### Incentive Caps And Limits

The amount of incentives a facility or customer can receive is limited. A facility is defined as a single customer who is responsible for paying the Consumers Energy electricity and/or natural gas bill. A customer is defined as the organization under which the company (or companies) are owned or operated, regardless of who is responsible for paying the bill. Program year incentive limits are per facility for customer incentives as shown below.

**Prescriptive Incentives: 100% of the total project cost in 2021, increased from 75% in 2020**

### Buy Michigan Bonus

Customers who use Michigan made products in their energy saving projects may be eligible for an additional **15% bonus incentive, changed from 30% in 2020**. An affidavit from the manufacturer attesting the product is at least 50% manufactured and assembled in the state of Michigan (exclusive of packaging) is required.

NOTE: This document is intended to be a guide for instructing contractors and customers on the changes occurring between the 2020 and 2021 program years of the Consumers Energy Business Energy Efficiency Programs. In the event of a discrepancy from information on this document and the information within the most up-to-date versions of the program application, catalog, or Policies and Procedures manual, the information on those documents is to be considered official instead of the information in this guide.

# New Measures

New Measures	Incentive	App	Catalog
<b>Miscellaneous Electric</b>			
94% Efficiency with CRAC Economizer	\$75.00 per kW Load	pg. 19	pg. 31
94% Efficiency without CRAC Economizer	\$55.00 per kW Load	pg. 19	pg. 31
97% Efficiency with CRAC Economizer	\$125.00 per kW Load	pg. 19	pg. 31
97% Efficiency without CRAC Economizer	\$100.00 per kW Load	pg. 19	pg. 31
High Efficiency Pumps	Standard, \$0.15, Low, \$0.10	pg. 19	pg. 31
<b>Manufacturing</b>			
High-Efficiency Injection Molding Machines with VSD or Servo Hydraulic, $\geq 400 < 600$ lb./yr./ton	\$7.50 per Metric Ton	pg. 20	pg. 33
Fiber Laser Cutting Replacing Carbon Dioxide Laser Cutting - Three Shift	\$4,000.00 per Metric Ton	pg. 20	pg. 33
Fiber Laser Cutting Replacing Carbon Dioxide Laser Cutting - Two Shift	\$2,500.00 per Metric Ton	pg. 20	pg. 33
<b>HVAC Equipment</b>			
Ground Source Heat Pump < 135 MBH (11.25 tons)	\$30.00 per Ton 17 EER base incentive, \$1 per Ton 0.1 EER incentive	pg. 23	pg. 37
<b>Refrigeration, Laundry &amp; Kitchen</b>			
Med. Temp. Case, Replacing SP	\$45.00 per Motor	pg. 35	pg. 62
Low Temp. Case, Replacing SP	\$55.00 per Motor	pg. 35	pg. 62
Med. Temp. Walk-in, Replacing SP	\$110.00 per Motor	pg. 35	pg. 62
Low Temp. Walk-in, Replacing SP	\$130.00 per Motor	pg. 35	pg. 62
Med. Temp. Walk-in, Replacing PSC	\$35.00 per Motor	pg. 35	pg. 62
Low Temp. Walk-in, Replacing PSC	\$45.00 per Motor	pg. 35	pg. 62
Engineered Commercial Kitchen Ventilation Hood	\$1.00 per CFM	pg. 36	pg. 65
<b>Indoor Agriculture</b>			
LED Grow Lights $\geq 6,570$ Annual Hours (New tier)	\$1.00 per Watt Reduced	pg. 40	pg. 74
Indoor Agriculture Dehumidification Units (> 155 pints/day capacity)	\$3.50 per Pint per Day	pg. 40	pg. 75
HVAC Reduction in Indoor Agriculture Grow Rooms	\$0.15 per Watt Reduced	pg. 40	pg. 75

# Changes to Existing Measures

Measures	2020 Incentive	2021 Incentive	App	Catalog
<b>Lighting and Lighting Controls</b>				
Exterior LED Lighting	\$0.25 per Watt Reduced	\$0.50 per Watt Reduced	pg. 10	pg. 12
Interior LED Lighting (High Bay $\geq$ 15 Ft)	\$0.30 per Watt Reduced	\$0.35 per Watt Reduced	pg. 10	pg. 12
Interior LED Lighting (High Bay $\geq$ 15 Ft) Continuous Operations	\$0.60 per Watt Reduced	\$0.75 per Watt Reduced	pg. 10	pg. 12
Interior LED Lighting (Low Bay <15 Ft) Continuous Operations	\$0.60 per Watt Reduced	\$0.75 per Watt Reduced	pg. 10	pg. 12
Exterior Multi-Step Dimming Occupancy Sensor	\$0.09 per Watt Controlled	\$0.15 per Watt Controlled	pg. 13	pg. 17
Exterior Lighting Occupancy Sensor	\$0.15 per Watt Controlled	\$0.25 per Watt Controlled	pg. 13	pg. 17
Exterior Multi-Step Dimming Timing Controls	\$0.09 per Watt Controlled	\$0.15 per Watt Controlled	pg. 13	pg. 17
<b>Variable Frequency Drives</b>				
VFD on HVAC Return Fan up to 100 HP	\$50.00 per HP	\$70.00 per HP	pg. 14	pg. 19
<b>Compressed Air</b>				
VSD Air Compressor (50 HP to 500 HP) (Single Air Compressor Systems) Minimum 6,000 hrs/year operation	\$150.00 per HP	\$170.00 per HP	pg. 17	pg. 23
<b>Manufacturing</b>				
High Efficiency Injection Molding Machines, All Electric	\$30.00 per Metric Ton	\$20.00 per Metric Ton	pg. 20	pg. 33
High Efficiency Injection Molding Machines, Hybrid	\$25.00 per Metric Ton	\$20.00 per Metric Ton	pg. 20	pg. 33
High Efficiency Injection Molding Machines, VSD or Servo Hydraulic, 1,000 lb./yr./ton	\$25.00 per Metric Ton	\$18.00 per Metric Ton	pg. 20	pg. 33
High Efficiency Injection Molding Machines, VSD or Servo Hydraulic, 600 lb./yr./ton	\$18.00 per Metric Ton	\$15.00 per Metric Ton	pg. 20	pg. 33

# Changes to Existing Measures

Measures	Incentive	App	Catalog	
<b>HVAC Equipment</b>				
Packaged Terminal Air Conditioner (PTAC)	7,000 to 15,000 BTU/hr. = 11.8 EER	\$60.00 per unit	pg. 22	pg. 38
	> 15,000 Btu/hr. = 10.5 EER	\$70.00 per unit	pg. 22	pg. 38
Packaged Terminal Heat Pump (PTHP) <small>(In the previous application, PTAC and PTHP measures were grouped together.)</small>	< 7,000 BTU/hr. = 13.1 EER	\$25.00 per unit	pg. 22	pg. 38
	7,000 BTU/hr. - 15,000 BTU/hr = 11.8 EER	\$30.00 per unit	pg. 22	pg. 38
	> 15,000 BTU/hr. = 10.5 EER	\$35.00 per unit	pg. 22	pg. 38

Measures	2020 Incentive	2021 Incentive	App	Catalog
<b>HVAC Equipment</b>				
HVAC Boiler 88% to 89.9% Efficiency - Level 1	\$0.75 per MBH	\$1.50 per MBH	pg. 24	pg. 39
HVAC Boiler at least 90% Efficiency - Level 2	\$0.90 per MBH	\$2.00 per MBH	pg. 24	pg. 39
Direct Fired Makeup Air Handling Units	\$1.00 per MBH	\$1.50 per MBH	pg. 24	pg. 40
Infrared Heaters (Electric and Natural Gas Customers)	\$10.00 per MBH	\$7.00 per MBH	pg. 24	pg. 40
<b>Building Automation Systems</b>				
Chilled Water Reset Retrofit (10-degree reset) (Electric Customers)	\$100.00 per Ton	\$30.00 per Ton	pg. 26	pg. 45
<b>Advanced Air Distribution and Energy Recovery</b>				
Constant Volume AHU to VAV AHU with Hydronic Reheat (Electric Customers)	\$0.45 per Sq. Ft.	\$0.60 per Sq. Ft.	pg. 29	pg. 51
Refrigeration Waste Heat Recovery Decreasing Domestic Water Heating	\$150.00 per Ton	\$200.00 per Ton	pg. 29	pg. 52
<b>Laboratory</b>				
Automatic Sash Closer (Natural Gas Customers)	\$40.00 per Linear Foot of Sash	\$75.00 per Linear Foot of Sash	pg. 31	pg. 55

# Changes to Existing Measures

Measures	2020 Incentive	2021 Incentive	App	Catalog
<b>Tune-up/Maintenance</b>				
Steam Trap Monitoring System - Space Heat	\$30.00 per Trap	\$60.00 per Trap	pg. 33	pg. 59
Steam Trap Monitoring System - Process	\$30.00 per Trap	\$80.00 per Trap	pg. 33	pg. 59
<b>Refrigeration, Laundry &amp; Kitchen</b>				
Reach-In Refrigerated Case Doors - Med. Temp. (Natural Gas Customers)	\$15.00 per Linear Foot	\$45.00 per Linear Foot	pg. 35	pg. 63
Reach-In Refrigerated Case Doors - Low Temp. (Electric and Natural Gas Customers)	\$120.00 per Linear Foot	\$150 per Linear Foot	pg. 35	pg. 63
<b>Pipe and Duct Insulation</b>				
Domestic Hot Water, Conditioned Space	\$0.50 per Linear Foot	\$1.00 per Linear Foot	pg. 38	pg. 69
Ductwork Insulation, Non-Conditioned Space (i.e., crawl space), Return Air	\$1.00 per Sq. Ft.	\$3.00 per Sq. Ft.	pg.38	pg. 70
Ductwork Insulation, Exterior Space, Return Air	\$2.00 per Sq. Ft.	\$3.00 per Sq. Ft.	pg. 38	pg. 70

## Removed Measures

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- Web-Based Thermostat
- Energy Efficient Ice Machine
- Commercial Glass Door Refrigerators/Freezers
- Commercial Solid Door Refrigerators/Freezers
- Ovens, Fryers, Griddles, Hot Holding Cabinets, Steam Cooker, Charbroiler and other Broilers, Pasta Cooker and Pre-Rinse Sprayers

All these items are no longer in the prescriptive application but are still incentivized directly through the Business Instant Discount Program.

## New to the Business Instant Discount Program

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### Electric:

- Engine Block Heater Controls
- Low-Energy Livestock Waterer
- Circulation, Exhaust or Vent Fans (24" to 35" Fan blade diam.)
- Circulation, Exhaust or Vent Fans (36" to 47" Fan blade diam.)
- Circulation, Exhaust or Vent Fans (48" to 71" Fan blade diam.)
- Wallpacks < 50 W
- Wallpacks 50 - 99 W
- Wallpacks 100 - 225 W
- Wallpacks > 226 W

### Natural Gas:

- High Efficiency Unit Heater (At least 92% efficient)
- High Efficiency Unit Heater (At least 95% efficient)