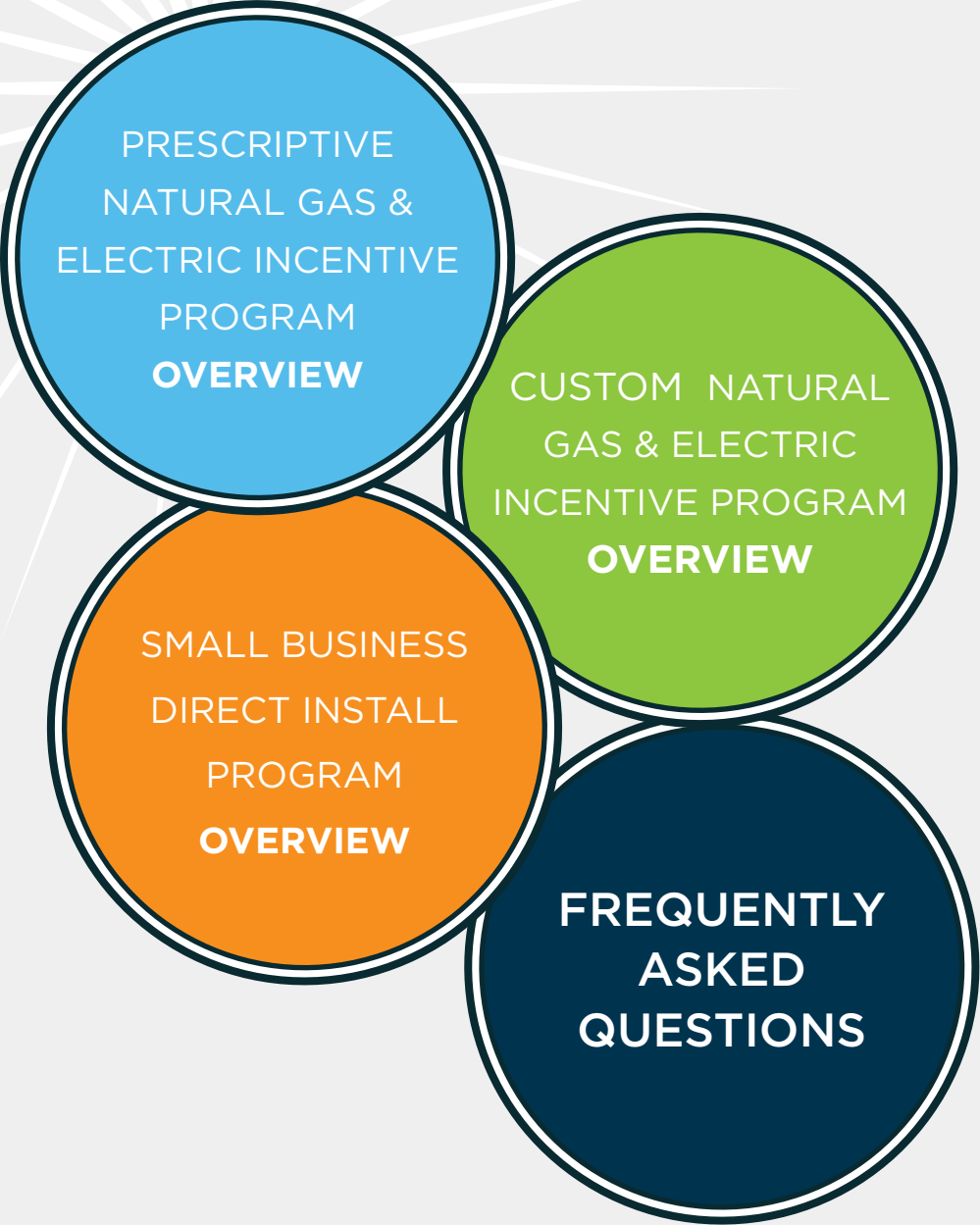




**NIPSCO**<sup>®</sup>

PORTFOLIO OF 2015  
COMMERCIAL & INDUSTRIAL DEMAND  
SIDE MANAGEMENT PROGRAMS



PRESCRIPTIVE  
NATURAL GAS &  
ELECTRIC INCENTIVE  
PROGRAM  
**OVERVIEW**

CUSTOM NATURAL  
GAS & ELECTRIC  
INCENTIVE PROGRAM  
**OVERVIEW**

SMALL BUSINESS  
DIRECT INSTALL  
PROGRAM  
**OVERVIEW**

FREQUENTLY  
ASKED  
QUESTIONS


## STRETCH YOUR BUSINESS DOLLAR WITH ENERGY SAVINGS.

As a NIPSCO Commercial & Industrial customer, you can take advantage of our entire energy efficiency program portfolio – designed to save your business more. Each program offers valuable incentives on measures that will reduce your energy usage and lower your operating costs for faster project payback.

Let us help you put more back into your business today. Call Franklin Energy at **855-812-9085** or visit **[www.NIPSCO.com/SaveEnergy](http://www.NIPSCO.com/SaveEnergy)** to learn more. Visit **[TradeAllyInfo.com](http://TradeAllyInfo.com)** to find a Trade Ally.

PORTFOLIO OF  
ENERGY EFFICIENCY  
PROGRAMS  
2015





## PRESCRIPTIVE NATURAL GAS & ELECTRIC INCENTIVE PROGRAM OVERVIEW

**THE NIPSCO COMMERCIAL & INDUSTRIAL PRESCRIPTIVE NATURAL GAS & ELECTRIC INCENTIVE PROGRAM** offers financial incentives to help facilitate installations of new equipment and reduce payback periods.

### WHICH PROJECTS QUALIFY?



Projects consist of the retrofit or replacement of existing equipment/systems including, lighting, HVAC, compressed air, refrigeration, space and water heating, boiler burner controls and steam trap repair. For a full list of measures, visit **[NIPSCO.com/SaveEnergy](https://www.nipSCO.com/SaveEnergy)**.

### WHICH CUSTOMERS QUALIFY?



Eligible customers include Commercial, Industrial, Non-Profit, Government and Institutional customers currently billed under electric tariffs 620, 621, 622, 623, 624, 625, 626, 632, 633, 634 or 644 and natural gas tariffs 421 and 425.

### WHAT IS THE INCENTIVE RATE?



A partial list of the available measures and incentives can be found on the following page. <sup>a</sup>For a full list of measures and their incentives, visit **[NIPSCO.com/SaveEnergy](https://www.nipSCO.com/SaveEnergy)**.

### HOW CAN I PARTICIPATE?



Start by calling Franklin Energy at **855-812-9085** toll-free and speaking with a program representative. Or visit **[NIPSCO.com/SaveEnergy](https://www.nipSCO.com/SaveEnergy)** or **[TradeAllyInfo.com](https://www.TradeAllyInfo.com)** and download the Prescriptive Natural Gas & Electric Incentive Program Application.





WHAT IS THE  
INCENTIVE  
RATE?



For a complete list of measures and incentive rates, please visit [NIPSCO.com/SaveEnergy](http://NIPSCO.com/SaveEnergy) and download the Prescriptive Natural Gas & Electric Incentive Program Application.

## LIGHTING

PROJECT/MEASURE	INCENTIVE
CFL Screw In (bulb only) <30W*	\$2-5.00
T5 HO - High Bay*	\$28-213.00
T8 High Bay*	\$50-150.00
LED Refrigerated Case Lighting*	\$10.00
LED Fixtures	\$20-25.00
LED High Bay Fixtures	\$150.00
LED Lamps*	\$10-20.00
Occupancy Sensors	\$30.00
T12 - 4ft Delamping	\$8.00
T8 Lamps*	\$4-15.00
T5 - Garage Lamps*	\$60-94.00
T5 Lamps	\$6.00
T8 - Garage Lamps*	\$32-75.00
HPT8 Lamps*	\$4-15.00
LED Outdoor*	\$40-90.00
LED Parking Garage/Canopy <30W	\$40-60.00

## HVAC

PROJECT/MEASURE	INCENTIVE
VFD*	\$200.00
Water Cooled Chillers*	\$200.00
AC*	\$30-50.00
Unitary HP - <65,000 BTUH (1 phase) (≥14.0 SEER)	\$50.00

## ENERGY STAR QUALIFIED EQUIPMENT

PROJECT/MEASURE	INCENTIVE
ECM Cooler Motors Replacing Shaded Pole or PSC Motors	\$30.00
ECM Freezer Motors Replacing Shaded Pole or PSC Motors	\$40.00
ENERGY STAR® Dishwasher*	prices vary
ENERGY STAR Freezers*	prices vary
Cool Roof - 60,000 ft² and less	\$0.10
ENERGY STAR Ice Machine*	prices vary
ENERGY STAR Fryers	\$80.00

## OTHER

PROJECT/MEASURE	INCENTIVE
Anti Sweat Heater Controls - Freezer	\$40.00
Anti Sweat Heater Controls - Cooler	\$40.00
High Efficiency Pool Heater (>80% AFUE)	\$2.00/MBH
Pre-Rinse Spray Valves (≤1.6 gpm)	\$50.00/unit
Compressed Air Heat Recovery	\$35.00/hp
High Efficiency Boiler (Various AFUE Minimums)	\$1.50/MBH
High Efficiency Furnace (Various AFUE Minimums)	\$1.75/MBH
Gas Boiler - Pipe Insulation	\$2.00/LF
Boiler Hot Water Reset	\$0.25/MBH
Boiler - Modulating Burners vs. Constant Flow	\$0.15/MBH
Boiler - Linkageless Controls vs. Standard Burner	\$0.30/MBH
Boiler - Oxygen Trim Controls	\$0.10/MBH
Boiler - Draft Damper	\$0.06/MBH
High Efficiency Unit Heater	\$0.85/MBH
Infrared Heater Replacing Unit Heater(s)	\$100.00
Thermostat - Clock/Programmable	\$50.00/unit
Demand Controlled Ventilation	\$75.00/1000SF
Kitchen Demand Control Ventilation	\$150.00/HP
Gas Boiler - Maintenance	\$0.20/MBH
Gas Boiler - Steam Trap Maintenance	\$100/Trap
Gas Furnace - Maintenance	\$0.20/MBH

\*Prices will vary



**THE NIPSCO COMMERCIAL & INDUSTRIAL CUSTOM NATURAL GAS & ELECTRIC INCENTIVE PROGRAM** offers financial incentives to help facilitate installations of new energy-saving equipment and reduce payback periods. Custom incentives are available for more complicated projects, or those that incorporate alternative technologies. Customer pre-approval is required for all Custom incentives.

**WHICH PROJECTS QUALIFY?**



Projects, which are designed by the customer, may consist of the retrofit or replacement of existing equipment/systems that result in energy savings. This can include, but is not limited to, lighting, HVAC, compressed air, refrigeration, food service, motors, data centers and IT system projects.

**WHICH CUSTOMERS QUALIFY?**



Eligible customers include Commercial, Industrial, Non-Profit, Government and Institutional customers currently billed under electric tariffs 623, 624, 625, 626, 632, 633, 634 or 644 and natural gas tariffs 421 and 425.

**WHAT IS THE INCENTIVE RATE?**



The incentive rate for electric projects is \$0.08/kWh. The incentive rate for natural gas projects is \$0.80/therm saved.

**HOW CAN I PARTICIPATE?**



Start by calling Franklin Energy at **855-812-9085** toll-free and speaking with a program representative. Or visit **NIPSCO.com/SaveEnergy** or **TradeAllyInfo.com** and download the Custom Natural Gas & Electric Program Application.



## SMALL BUSINESS DIRECT INSTALL PROGRAM OVERVIEW

### THE NIPSCO SMALL BUSINESS DIRECT INSTALL PROGRAM

provides incentives for the installation of energy saving lighting, refrigeration, and natural gas measures which result in little to no cost for NIPSCO customers.

#### WHICH CUSTOMERS QUALIFY?



This program is available to qualifying businesses or non-profit organizations served under NIPSCO electric tariffs 620, 621, 622, 623 (available to qualifying customers who have not had a billing demand of 200 kW or greater in any month during the previous 12 months) and natural gas tariffs 421 and 425.

#### HOW CAN I PARTICIPATE?



To schedule your appointment, call Franklin Energy at **855-812-9085**, or visit **SaveEnergyAppt.com** and a trained energy advisor will visit during a pre-scheduled time. Once energy-saving measures have been determined, program-specified measures are installed at no cost to your business.

#### WHAT DOES PREMIUM SERVICE OFFER?



You can also choose to participate in Premium Service, which gives you the opportunity to purchase an unlimited supply of measures with a 50% co-pay. Premium service requires an additional visit from a program-approved local Trade Ally, which Franklin Energy will schedule. You can select your preferred level of service during the energy advisor's visit. See the following page for a partial list of services.



WHAT IS THE  
INCENTIVE  
RATE?



MEASURE	INCENTIVE
DI CFL (14W)*	At no cost to customer
DI CFL (23W)	At no cost to customer
High Bay Fluorescent*	\$147-168.00
DI LED Exit Sign Retrofit*	\$47.00
LED Fixtures*	\$13-27.00
Occ Sensor (per watt controlled)	\$0.25
2L 8ft T12 Slimline - 4L 4ft HPT8 Low BF	\$68.00
4L 4ft HPT8/LWT8 L&B Retro	\$48.00
2L 4ft HPT8/LWT8 L&B Retro	\$35.00
2L 8ft T12 HO/VHO - 4L 4ft HPT8 L, M, or H BF	\$71.00
3L 4ft HPT8/LWT8 L&B Retro	\$44.00
Delamping*	\$55-70.00
Dry Cleaner Steam Trap Repair/Replacement (Audited Only)	\$320.00
Steam Trap Replacement	\$300.00
Programmable Thermostat	\$150.00
Steam Trap Repair	\$300.00
Steam Pipe Insulation - Small (0.5"-1.5" diameter)	\$7.98
Programmable Thermostat (Common Area)	\$150.00
Steam Pipe Insulation - Medium (2"-4" diameter)	\$12.00
Steam Pipe Insulation - Condensate Return	\$4.98
Low-flow Showerheads (Direct Install)	\$35.00
Steam Pipe Insulation (Small Fittings)*	\$9.00
Boiler-Steam (>299 MBH ≥82% Thermal Efficiency)	\$2.00

Boiler-DHW Tune Up	\$0.40
Furnace (>92% AFUE)	\$350.00
Low-flow Bathroom Aerators (Direct Install)	\$18.00
Economizer w/DCV (6-10 Tons)	\$1,000.00
Improved Turndown Burner Replacement (Replacing Standard Burner)	\$0.50
Furnace >95% AFUE	\$500.00
2-Stage Programmable Thermostat	\$200.00
Trade Ally DI Pre-Rinse Spray Valves	\$75.00

\*Prices will vary

For a complete list of measures and incentive rates, as well as more information and program rules, please visit **NIPSCO.com/SaveEnergy** and download the Small Business Direct Install Program Contractor Completion Form. Please note that these forms are for information purposes only, as they will be filled out by Franklin Energy program staff or program approved contractors.



To schedule your  
appointment, call Franklin  
Energy at **855-812-9085** or  
visit **SaveEnergyAppt.com**





## FREQUENTLY ASKED QUESTIONS



### WHO IS ELIGIBLE?

**Prescriptive Program:** Qualifying Commercial, Industrial, Non-Profit, Government and Institutional Customers served under electric tariffs 620, 621, 622, 623, 624, 625, 626, 632, 633, 634, 641 or 644 and non-transport only natural gas tariffs 421 and 425.

**Custom Program:** Qualifying Commercial, Industrial, Non-Profit, Government and Institutional Customers served under electric tariffs 623, 624, 625, 626, 632, 633, 634 and 644 and non-transport-only natural gas tariffs 421 and 425.

**Small Business Direct Install Program:** Any Business or Non-Profit Organization served under electric tariffs 620, 621, 622, 623 (available to qualifying customers who have not had a billing demand of 200 kW or greater in any month during the previous 12 months) and non-transport only natural gas tariffs 421 and 425.

**See your NIPSCO bill for your tariff rate and view program applications for a complete list of terms and conditions.**

### CAN I RECEIVE MORE THAN ONE INCENTIVE PER MEASURE?

No. Only one incentive is paid per installed measure.

### FOR CUSTOMERS WITH MULTIPLE FACILITIES, WHAT IS THE CAP PER PROJECT AND PER CUSTOMER?

For the Custom Program, the program year incentive amount cap per project is \$500,000 per year, and the program absolute incentive amount cap per customer is \$1,000,000 per year. There is no cap for the Prescriptive Program or Small Business Direct Install Program. A customer may have several locations. Each location may be evaluated separately, but collectively incented.

### WHO IS RESPONSIBLE FOR FILLING OUT THE APPLICATION FORMS?

The customer is responsible for completing and signing the application forms. However, Trade Allies may assist the customer with completing the forms if requested.

### WHERE CAN I GET THE PROGRAM APPLICATION FORMS?

The latest application forms can be found as downloadable PDFs on the NIPSCO website. Please go to the Business Programs section at [www.NIPSCO.com/SaveEnergy](http://www.NIPSCO.com/SaveEnergy) or [TradeAllyInfo.com](http://TradeAllyInfo.com). You can also call Franklin Energy toll-free at **855-812-9085**.

### IS CONTRACTOR LABOR INCLUDED IN THE CAPITAL INVESTMENT CRITERIA?

Yes. However, we do not incent on internal labor. If a customer installs purchased equipment using internal labor, the labor cannot be included in the total project cost for purposes of incentive calculations.

### WHY IS PRE-APPROVAL NECESSARY BEFORE STARTING A CUSTOM PROJECT?

Pre-approval provides you with the confirmation that incentive funds have been reserved 90 days for your project. It also shows the customer has been influenced by either the incentive, the education of energy efficiency, or both.

### WHEN SHOULD CALCULATIONS AND SPEC SHEETS BE SUBMITTED BY A CUSTOMER/TRADE ALLY?

The calculations and spec sheets should be submitted with the application. Project incentives cannot be approved without submitting this information.

### WHAT MATERIALS NEED TO BE SUBMITTED WITH THE FINAL PAPERWORK?

You will need to provide the final, detailed invoice of the project and Completion Form, as well as the specification sheets and any supporting documentation necessary to validate energy savings.

### ARE APPLICATIONS PROCESSED ON A FIRST-COME, FIRST-SERVED BASIS?

Yes. Missing or incomplete information will delay the process.

### WILL FRANKLIN ENERGY REVIEW SAVINGS ESTIMATES GIVEN BY TRADE ALLIES TO CUSTOMERS?

Yes, we will review savings estimates. We rely on Trade Allies to provide us with the details and design criteria for their savings calculations before a project can be approved for the program.





NIPSCO's Commercial & Industrial Implementation Contractor, Franklin Energy Services, LLC is an industry leader specializing in the implementation of energy efficiency and renewable energy programs for utilities and states.

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