EXISTING BUSINESS TECHNICAL SHEET

Washington Gas Maryland Energy Savings Program

GENERAL INFORMATION

Program Offer

Washington Gas offers incentives to help commercial, industrial, government, institutional and non-profit customers offset the upfront costs for energy-efficient improvements. The Existing Business Technical Sheet covers eligibility requirements and incentives for the purchase and installation of energy-efficient measures such as boilers, water heaters, furnaces, programmable thermostats and commercial kitchen equipment in existing buildings.

All projects require pre-approval. No existing equipment being replaced may be removed or altered, and no amount of proposed equipment applied for may be purchased and/or installed prior to the issuance of a program pre-approval notification.

Service Providers must register with the program prior to submitting rebate applications. To register, submit an online Service Provider application and wait for approval. Installation contractors must also register online.

Eligible Participants

These incentives are available to customers who meet the following eligibility requirements:

- ☑ Are non-residential, commercial, industrial, government, institutional or non-profit Washington Gas customers within the Maryland service territory
- ☑ Have an existing facility (New construction or major renovation project? Click here for information on available new construction incentives)

Eligible Equipment

All equipment must be new and meet all designated requirements. Used equipment or equipment not meeting program and/or technical requirements is not eligible for incentives. Existing equipment must be removed and may not be reinstalled within the Washington Gas service territory or anywhere in the State of Maryland. If the equipment does not fall within the input rating parameters listed on the Existing Business Technical Sheet, it may qualify for incentives through the Custom Business Solutions Program. Please contact the program for more information.

Terms and Conditions

Click here to review the Program Terms and Conditions. Customer-signed Terms and Conditions must be submitted with the application in order to receive pre-approval.

INSTRUCTIONS

How to Apply

1. Verify that your project meets eligibility requirements as outlined in this Technical Sheet. Contact us with any questions about eligibility at 1-833-286-0860.
2. Complete and submit your application online through the Application Center. The following information and supporting documentation is required:
   - ☑ Washington Gas account number
   - ☑ Customer-signed Terms and Conditions
   - ☑ Manufacturer specification sheets
3. The Program reviews submitted documentation and may request additional documentation if necessary. A pre-installation site inspection may be required as part of the pre-approval process.
4. The Program emails pre-approval to the customer and Service Provider. Upon receipt of pre-approval, the customer may begin project installation. The pre-approval offer is valid for 6 months.
5. Submit written notification to Washington Gas immediately if there are any changes to the scope of work, as this may require additional pre-approval.
6. Once the installation of all proposed equipment is complete and the Washington Gas customer is satisfied with the equipment and installation, the customer must sign the program pre-approval letter. The customer-signed pre-approval letter must be uploaded to the online Application Center along with the final detailed invoice(s). The invoice must indicate the date of purchase, project location address, full model numbers of equipment installed at the project site and installed equipment quantity. Equipment serial numbers must also be entered into the application.

INSTRUCTIONS (continued)

How to Apply

7. The Program performs a final review and may require a post-installation inspection to verify compliance with program rules, accuracy of project documentation and equipment operation.
8. The Program distributes the incentive check to the payee following final approval processing. The incentive check should be received within 6-8 weeks.

MEASURES AND INCENTIVES

Commercial Water and Space Heating Eligibility Requirements

Furnace
This measure relates to the installation of a high-efficiency gas furnace with an electronically commutated fan motor (ECM) in the place of a standard efficiency gas furnace.

Infrared Heater
This measure applies to natural gas-fired low-intensity infrared heaters with an electric ignition that uses non-conditioned air for combustion.

Storage Water Heater
This measure involves installing a new high-efficiency gas water heater in place of a new standard efficiency gas water heater.

Tankless Water Heater
This measure involves installing a new high-efficiency gas water heater in place of a new standard efficiency gas water heater.

Wi-Fi Enabled Thermostat
This measure involves the replacement of a manually operated or conventional programmable thermostat with a new Programmable Thermostat that is accessible through Wi-Fi. The thermostat must be installed on a single zone system with natural gas heating. The thermostat must replace a manual-only temperature control thermostat with one that has the capability to adjust temperature setpoints according to a schedule without manual intervention. This measure is limited to small businesses including small office, retail – strip mall, restaurants, small manufacturing, religious facilities, and convenience stores.

Commercial Water and Space Heating Measures

Measure/Product	Input Rating	Efficiency	Incentive	Application Center Equipment Guide	
				Product Type	Category
Large Furnace Tier 1	≥ 225 and ≤ 500 MBH	≥ 92% TE	$2.00/MBH	Standard Equipment	Commercial Space Heating
Large Furnace Tier 2	≥ 225 and ≤ 500 MBH	> 95% TE	$2.50/MBH		
Small Furnace Tier 1	≥ 50 and < 225 MBH	≥ 92% AFUE	$2.00/MBH		
Small Furnace Tier 2	≥ 50 and < 225 MBH	> 95% AFUE	$2.50/MBH		
Infrared Heater	≥ 50 and ≤ 225 MBH	N/A	$2.00/MBH		
Wi-Fi Enabled Thermostat	N/A	N/A	$100/unit		
Large Storage Water Heater	> 75 MBH	≥ 94% TE	$500/unit		Commercial Water Heating
Small Storage Water Heater	≤ 75 MBH	≥ 0.66 UEF	$250/unit		
Large Tankless Water Heater	> 200 MBH	≥ 86% TE	$500/unit		
Small Tankless Water Heater	≤ 200 MBH	≥ 0.82 UEF	$250/unit		

Application Examples

Proposed Equipment: Infrared heater, 100 MBH
Applicable Measure: Infrared Heater
Incentive: $200

Proposed Equipment: Furnace, 250 MBH, 96% TE
Applicable Measure: Large Furnace Tier 2
Incentive: $625

MEASURES AND INCENTIVES (continued)

Commercial Food Service Eligibility Requirements

Combination Oven
This measure applies to gas combination ovens with a minimum efficiency of 56% in convection mode and 41% in steam mode.

Convection Oven
This measure applies to gas convection ovens with a minimum efficiency of 46%.

Conveyor Oven
This measure applies to natural gas-fired high-efficiency conveyor ovens installed in commercial kitchens replacing existing natural gas units with conveyor width greater than 25 inches. Conveyor ovens are available using four different heating processes: infrared, natural convection with a ceramic baking hearth, forced convection or air impingement, or a combination of infrared and forced convection. To qualify for this measure, the installed equipment must be a natural gas conveyor oven with a tested baking efficiency >42% and an idle energy consumption rate <57,000 Btu/h utilizing ASTM standard F1817.

Rack Oven
This measure applies to new natural gas-fired high-efficiency rack ovens – double ovens installed in a commercial kitchen. To qualify for this measure, the installed equipment must have a baking efficiency ≥50%.

Gas Fryer
This measure applies to both standard sized fryers and large vat fryers with a minimum efficiency of 50%.

Gas Griddle
This measure applies to gas griddles with a minimum efficiency of 38%.

Gas Steam Cooker
This measure applies to gas steam cookers with a minimum efficiency of 38%.

Kitchen Demand Ventilation Controls
This measure involves the installation of commercial kitchen demand ventilation controls that vary the ventilation based on cooking load and/or time of day. To qualify, the installed equipment must be a control system that varies the exhaust rate of kitchen ventilation (exhaust and/or makeup air fans) based on the energy and effluent output from the cooking appliances (i.e., the more heat and smoke/vapors generated, the more ventilation needed). The equipment installed must include a new temperature sensor in the hood exhaust collar and/or an optic sensor on the end of the hood that sense cooking conditions which allows the system to automatically vary the rate of exhaust to what is needed by adjusting the fan speed accordingly.

Spray Rinse Valve
This measure applies to spray rinse valves that use a spray of water to remove food waste from dishes prior to cleaning in a dishwasher. The installed equipment must be a pre-rinse spray valve with a flow rate of 1.6 gallons per minute and with a cleanability performance of 26 seconds per plate or less. The water used by the spray rinse valve must be heated with natural gas.

Commercial Food Service Measures

Measure/Product	Efficiency	Incentive	Application Center Equipment Guide	
			Product Type	Category
Combination Oven	≥ 56% Efficient in Convection Mode ≥ 41% Efficient in Steam Mode	$800/unit	Standard Equipment	Commercial Food Service
Convection Oven	≥ 46% Efficient	$500/unit		
Conveyor Oven	≥ 42% Efficient	$1,000/unit		
Rack Oven	≥ 50% Efficient	$2,000/unit		
Gas Fryer	≥ 50% Efficient	$1,200/unit		
Gas Griddle	≥ 38% Efficient	$500/unit		
Gas Steam Cooker	≥ 38% Efficient	$1,000/unit		
Kitchen Demand Ventilation Controls (1-15 controls)	N/A	$125/hp of motor		
Spray Rinse Valve	N/A	$30/unit		

MEASURES AND INCENTIVES (continued)

Commercial Boilers Eligibility Requirements

Boiler
This measure relates to the installation of a high efficiency gas hot water boiler in the place of a standard efficiency gas boiler.

Cut Out Control
This measure involves the purchase and installation of boiler lockout controls for a non-residential boiler that does not currently have such controls installed. Lockout controls achieve energy savings by shutting down (locking out) the boiler entirely when the outdoor air temperature is high enough to ensure that there is no heating load. For the purposes of this measure, the lockout temperature should be set no higher than 55°F.

High Pressure Steam Trap
This measure is for the repair or replacement of high pressure faulty steam traps that are allowing excess steam to escape and thereby increasing steam generation. The measure is applicable to industrial applications with a minimum medium steam pressure of >75 PSIG at the steam trap. To qualify for an incentive, the existing steam trap must be leaking.

Medium Pressure Steam Trap
This measure is for the repair or replacement of medium pressure faulty steam traps that are allowing excess steam to escape and thereby increasing steam generation. The measure is applicable to industrial applications with a minimum medium steam pressure of 15 - 75 PSIG at the steam trap. To qualify for an incentive, the existing steam trap must be leaking.

Steam Boiler Trap Repair/Replace
This measure is for the repair or replacement of faulty boiler steam traps that are allowing excess steam to escape and thereby increasing steam generation. The measure is applicable to industrial applications with a minimum medium steam pressure of ≥250 PSIG at the steam trap. To qualify for an incentive, the existing steam trap must be leaking.

Outdoor Air Reset
This measure involves the purchase and installation of boiler reset controls for a non-residential boiler that does not currently have such controls installed. Reset controls achieve energy savings by reducing the hot water supply temperature as a function of outdoor air temperature. As the site heating load decreases (higher OAT), the temperature to which the boiler must heat the supply hot water decreases. This measure may not be implemented in conjunction with or on boilers that already have modulating burner controls.

Commercial Boilers Measures

Measure/Product	Capacity	Efficiency	Incentive	Application Center Equipment Guide	
				Product Type	Category
Small Boiler Tier 1	≥ 50 and < 300 MBH	≥ 90% AFUE	$3.50/MBH	Standard Equipment	Commercial Boilers
Small Boiler Tier 2	≥ 50 and < 300 MBH	> 92% AFUE	$5.00/MBH		
Large Boiler Tier 1	≥ 300 and ≤ 2,500 MBH	≥ 90% TE	$2.00/MBH		
Large Boiler Tier 2	≥ 300 and ≤ 2,500 MBH	> 92% TE	$2.50/MBH		
Boiler Cut Out Control	≥ 50 and ≤ 2,500 MBH	N/A	$0.12/MBH		
High Pressure Steam Trap	N/A	> 75 PSIG, Tested	$300/unit		
Medium Pressure Steam Trap	N/A	≥ 15 PSIG, Tested	$200/unit		
Steam Boiler Trap Repair/Replace	N/A	≥ 250 PSIG, Tested	$100/unit		
Outdoor Air Reset	≥ 50 and ≤ 2,500 MBH	N/A	$0.20/MBH		

Application Examples

Proposed Equipment: Boiler, 200 MBH, 90% AFUE
Applicable Measure: Small Boiler Tier 1
Incentive: $700

Proposed Equipment: Boiler cut out control, 2,500 MBH
Applicable Measure: Boiler Cut Out Control
Incentive: $300

MEASURES AND INCENTIVES (continued)

Multifamily - Individual Meter Conversion Eligibility Requirements

Furnace
This measure relates to the installation of a high-efficiency gas furnace with capacity less than 225,000 Btu/h with an electronically commutated fan motor (ECM) in the place of a standard efficiency gas furnace.

Storage Water Heater
This measure involves installing a new high-efficiency gas water heater meeting or exceeding ENERGY STAR criteria for the water heater categories provided below, in place of a new unit rated at the minimum Federal standard. Equipment must be ENERGY STAR certified.

Tankless Water Heater
This measure involves installing a new high-efficiency gas water heater meeting or exceeding ENERGY STAR criteria for the water heater categories provided below, in place of a new unit rated at the minimum Federal standard. Equipment must be ENERGY STAR certified.

Natural Gas Boiler
This measure relates to the installation of a high efficiency gas hot water boiler in the place of a standard efficiency gas boiler. Equipment must be ENERGY STAR certified.

Boiler Reset Control
This measure involves the purchase and installation of Boiler reset controls for a non-residential boiler that does not currently have such controls installed. Reset controls achieve energy savings by reducing the hot water supply temperature as a function of outdoor air temperature. As the site heating load decreases (higher OAT), the temperature to which the boiler must heat the supply hot water decreases. This measure may not be implemented in conjunction with -or on boilers that already have- modulating burner controls.

Multifamily – Individual Meter Conversion Measures

Measure/Product	Capacity	Efficiency	Incentive	Application Center Equipment Guide	
				Product Type	Category
Furnace Tier 1	< 225 MBH	ENERGY STAR, ≥ 92% AFUE	$300/unit	Multifamily	Multifamily - Individual Meter Conversion
Furnace Tier 2	< 225 MBH	ENERGY STAR, > 95% AFUE	$400/unit		
Boilers Tier 1		ENERGY STAR, ≥ 90% AFUE	$400/unit		
Boilers Tier 2		ENERGY STAR, > 95% AFUE	$700/unit		
Boiler Reset Controls			$300/unit		
Storage Water Heater Tier 1		ENERGY STAR	$100/unit		
Storage Water Heater Tier 2		ENERGY STAR AND ≥ 0.69 UEF	$150/unit		
Tankless Water Heater Tier 1		ENERGY STAR	$350/unit		
Tankless Water Heater Tier 2		ENERGY STAR AND ≥ 0.89 UEF	$400/unit		

REFERENCE

AFUE - Annual Fuel Utilization Efficiency is a measure of how efficiently your furnace can utilize its fuel.
EC - Efficiency of Combustion is a measure of the boiler output versus the input at steady state conditions.
MBH - 1,000 Btu per hour
PSIG - Pounds per Square Inch Gauge is measured by a gauge or other pressure measurement device.
TE - Thermal Efficiency is a measure of the boiler output versus the input at steady state conditions.
UEF - Uniform Energy Factor is a measure based on the amount of hot water produced per unit of fuel consumed in a typical day.

Questions? Contact Us: 1-833-286-0860 or WashGasBusiness@icf.com

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