



EFFICIENCY UNITED C&I APPLICATION FOR SEMCO ENERGY Gas Company

Welcome! Thank you for participating in this program. Please follow our simple four-step process to apply for and obtain incentives for your energy efficiency projects.

- STEP 1** *Pre-Approval Application:* Complete the **General Information sections**. Choose the pages that apply to your specific project(s) and fill them out. *For example, if you are only working on a Prescriptive project, you only need to fill out a Prescriptive Application.* Complete the **Initial Application Summary** (page 8), sign it, attach the Customer and Contractor Information pages, appropriate Application pages, and applicable supplementary documents and send them to us. This step will submit your project for preapproval.
- STEP 2** *Confirmation of Reserved Funds:* If your project meets the preapproval criteria, you will receive a letter via email. Please sign, date and send it back to us. *This step will reserve your funds.*
- STEP 3** *Complete Project:* Install your new energy efficient equipment to complete your project.
- STEP 4** *Final Application:* Complete the **Final Project Summary and Customer Agreement Form** (page 9), sign it, and send it to us.

Applications may be completed electronically or hand written; however, they must be submitted by FAX or mailed via US Mail. The contact/mailing information is provided on each page.

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TERMS AND CONDITIONS

TERMS & CONDITIONS

ELIGIBILITY

- Efficiency UNITED's energy efficiency incentives are offered to SEMCO gas customer only. Projects must be implemented (completed) by December 31, 2013.
- Projects must reduce gas usage through system efficiency improvements; control upgrades may also qualify. The following measures will not qualify: peak shaving, demand reductions, fuel switching, power generation, renewable energy, or operating schedule changes.
- Equipment must operate a minimum of 1,500 hours per year.
- **A qualified audit through Michigan State University is required and must identify proposed improvements.**

COMPLIANCE

- All projects must comply with applicable federal, state, and local laws and building codes.
- All equipment must be new or retrofitted with new components per the program specification. Used or rebuilt equipment is not eligible for incentives. Existing equipment must be removed or permanently disconnected.
- New equipment must meet specification requirements and existing equipment must be operational when the application is submitted. All projects must be retrofit/replacement installations in an existing building (not available for new construction).
- Only one incentive will be granted for each project.
- Customers can submit multiple projects in a calendar year; however, the incentive totals cannot exceed the incentive limit cap per year.
- If the project is in a leased building, the lease term must be at least three (3) years and a copy of the lease may be requested.
- Up to 24 months of utility usage information may be requested.

INCENTIVE CAPS

- *Incentives for Prescriptive measures may not exceed 75% of the total project cost, including materials, external labor, permits, equipment rental or disposal.*
- *Incentives for Custom projects may not exceed 75% of the total project cost, including materials, external labor, permits, equipment rental or disposal.*
- **Incentives are limited to a customer cap of \$50,000 annually.**

SEMCO UTILITY DISCLAIMER

- Efficiency UNITED and SEMCO do not endorse any particular manufacturer, labor, or system design by offering these programs.
- Efficiency UNITED and SEMCO will not be responsible for any tax liability imposed on the customer as a result of the payment of incentives.
- Efficiency UNITED and SEMCO do not expressly or implicitly warrant the performance of installed equipment or contractor's quality of work (contact your contractor for detailed warranties).
- Efficiency UNITED and SEMCO are not responsible for the proper disposal/recycling of any waste generated as a result of this project.
- Efficiency UNITED and SEMCO are not liable for any damage caused by the installation of the equipment or for any damage caused by the malfunction of the installed equipment.
- SEMCO is not a party to the Contract.

PAYMENT

Once completed paperwork is submitted, incentive payments are usually made within 6 to 8 weeks. Incomplete applications will delay payments or result in denial of application approval. Efficiency UNITED reserves the right to refuse payment and participation if the customer or contractor violates program terms and conditions. 100 percent of the energy savings for the rated life of the product(s) or for a period of three (3) years from the receipt of the incentive will be credited to the energy savings goals of the Energy Optimization Programs offered to SEMCO's customers. If the energy savings expected from the facility in which the installed products are located are not realized because the location closes or ceases operations within three (3) years from receipt of incentive, or you cease to be a customer of SEMCO during the three (3) years, you shall refund a prorated amount of the incentive.

INSPECTION

Program staff reserves the right to conduct pre-inspections and post-inspections of proposed and installed projects.

PUBLICITY

SEMCO and Efficiency UNITED reserves the right to publicize your participation in this program, unless you specifically request otherwise.

PROGRAM DISCRETION

Incentives are available on a first-come, first-serve basis. Incentive amounts and offerings are subject to change or termination without notice at the discretion of Efficiency UNITED.

LOGO USE

Customers or allies may not use SEMCO nor the Efficiency UNITED name or logo in any marketing, advertising, or promotional material without written permission.

RELEASE/INDEMNIFICATION

Payment of rebates under the Program and/or evaluation of applications for rebates shall not deem Efficiency UNITED or any of its affiliates, employees, contractors or agents ("Efficiency UNITED Parties") to be responsible for any work completed in connection herewith. Applicant fully releases Efficiency UNITED Parties from any and all claims it may have against Efficiency UNITED Parties in connection with this application, the rebates or the work performed in connection with them. In addition, applicant agrees to defend, indemnify, and hold Efficiency UNITED Parties harmless from and against any and all claims, losses, demands, or lawsuits by any third parties arising in connection with this application, the payment or non-payment of rebates, or any work performed in connection with them. The customer hereby releases SEMCO from any and all liability arising from or connected with releasing the information to Efficiency UNITED set forth herein.

STEP 1

Complete initial application form:

Email: ciapplications@clearesult.com

Fax: 1.517.580.5160

Address: 3100 West Road, Building 3, Suite 200; East Lansing, MI; 48823

INITIAL APPLICATION	<ol style="list-style-type: none"> General Information (Customer/Contractor) Information Select appropriate forms for your projects and fill them out <ul style="list-style-type: none"> ➤ Prescriptive (pages 4 to 5) ➤ Custom (page 6) Initial Application Summary & Pre-Approval page <p>Submit all completed application forms via Mail to: Efficiency UNITED Commercial and Industrial Energy Efficiency Program 3100 West Road, Building 3, Suite 200 East Lansing, MI 48823 Email to: ciapplications@clearesult.com FAX to: 1-517-580-5160</p>
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GENERAL INFORMATION

GENERAL CUSTOMER & CONTRACTOR INFORMATION	CUSTOMER INFORMATION						
	Company Name (as it appears on W-9)				Tax Payer ID (FEIN or SS#)		
	Mailing Address		City	ST	Zip	Gas Utility	
	Installation Address		City	ST	Zip	Utility Account Number	
	Contact		Phone Number		Email		
	Annual Hours of Operation	Estimated Project Completion Date	Fuel type for space heating Natural Gas Electric LP (Propane) Oil				
	Building Use		Greenhouse		How did you learn about this program?		
	Office	Dairy	Vegetable/fruit		My Utility	Newspaper	
	Retail	Swine	Other		Utility Website	Community Event	
	Warehouse	Poultry			Mail/ Bill Insert	Other	
Manufacturing	Grain			Contractor			
<th>CONTRACTOR INFORMATION (IF APPLICABLE)</th>							CONTRACTOR INFORMATION (IF APPLICABLE)
Company Name							
Address				City	ST	Zip	
Contact		Phone Number		Email			



ARROWS IN THE FIRST COLUMN SIGNIFY WHICH MEASURES AUTOMATICALLY QUALIFY FOR BUNDLING. FOR MORE INFORMATION SEE THE BUNDLE BONUS EXPLANATION ON PAGE 7.

PRESCRIPTIVE NATURAL GAS APPLICATION

Incentives are available only for retrofit projects using natural gas as the primary fuel source. If a dual-fuel system is used, or if natural gas is the back-up or redundant fuel, the custom incentive application should be used.

PRESCRIPTIVE APPLICATION

A. PRESCRIPTIVE AGRICULTURE MEASURES

High Efficiency Space Heating Boiler: Boilers purchased for backup or redundancy are not eligible. Boilers must modulate their firing rate and have a sealed combustion unit. Applicant must submit boiler specifications with steady state boiler input and output ratings. The ratings will be defined per ANSI Standard Z21.13 and use supply and return water temperatures. Note that high efficiency condensing boilers will provide the rated efficiency only if return water is cold enough to condense the flue gases. If the heating system cannot meet the requirement a non-condensing boiler may be a better choice. For applications with cumulative boiler capacities greater than 3,000 MBH, application approval is required prior to installation. **Incentives are limited to current boiler capacity.** All applications for new boilers must include current boiler quantity, model number, type, and MBH. Submission of a building load analysis with the application from your boiler services provider is recommended.

Qualifying efficiency requirements for space heating boilers are as follows:

Input Rating	Minimum Efficiency
<300 MBH	0.88 AFUE
≥300 MBH	88% Combustion Efficiency

High-Efficiency Process Boilers: Process boilers (either steam or water) must have a min. rated efficiency of 82%.

High-Efficiency Furnace: Condensing furnaces must be 92% AFUE (Annual Fuel Utilization Efficiency) or greater and have a sealed combustion unit. Furnaces must vary output by using a variable speed blower motor (ECM or brushless DC) and have at least two firing stages. Two-speed or multi-speed motors are not permitted. Air handlers are not eligible for the incentive. Chimney liners must be installed where a high-efficiency natural gas furnace replaces atmospherically drafted equipment that was vented through the same flue as a gas water heater. Flue closure protocol must be used when a high-efficiency furnace is installed and the chimney is no longer in use. The incentives are available only for equipment used in space heating conditions. Equipment purchased for backup or redundancy is not eligible. **Incentives are limited to current furnace capacity.** All applications for new furnaces must include current furnace model number, type, and MBH.

Gas Tankless Water Heater: Incentives are available for gas tankless water heaters that have an energy factor (ef) of 0.82 or greater. The heater must also be power vented.

High-Efficiency Clothes Washer (Gas Water Heater): Incentives are available for high efficiency commercial clothes washers which wash more clothes per load than standard clothes washers and use less water and energy. Qualified clothes washers must meet a minimum efficiency of CEE Tier 2 (MEF ≥ 2, WF ≤ 6).

Greenhouse Heat Curtain: Installation of heat curtains for heat retention in an existing gas-heated commercial growing greenhouse for agricultural use. Curtain should at minimum meet a natural gas savings rating of 40% and have an effective life of at least 5 years.

Greenhouse Infrared film: Installation of an infrared, anti-condensate, polyethylene plastic film must be a minimum of 6mm.

Infrared Heaters: Only building space heating applications are eligible. High-intensity and low-intensity heaters are eligible. Low-intensity heaters must use outside non-conditioned air for combustion. Heaters must have electronic ignition.

Description	Min. Efficiency	Incentive per Unit	Quantity	Total Incentive
→ High-Efficiency Space Heat Boilers	0.88 AFUE/88% C.E.	\$1.50	MBH	
	0.92 AFUE/92% C.E.	\$10.00	MBH	
→ High-Efficiency Process Water Boilers	82% Eff.	\$1.25	MBH	
	85% Eff.	\$10.00	MBH	
→ High Efficiency Furnace	92% AFUE	\$1.40	MBH	
	95% AFUE	\$10.00	MBH	
→ Gas Water Heater (≤80 gal)	0.62 E.F.	\$25.00	Unit	
	0.67 E.F.	\$150.00	Unit	

PRESCRIPTIVE APPLICATION (cont.)

→	Gas Water Heater (>80 gal)	88% T.E.	\$150.00	Unit	
		90% T.E.	\$300.00	Unit	
→	Gas Tankless Water Heater	0.82 E.F.	\$90.00	Unit	
		0.85 E.F.	\$200.00	Unit	
→	Domestic Hot Water Boiler With Indirect Water Heater	0.88 AFUE/88% C.E.	\$1.25	MBH	
		0.92 AFUE/92% C.E.	\$10.00	MBH	
→	High-Efficiency Clothes Washer (Gas Water Heat, Gas Dryer)				
		CEE Tier 3	\$600.00	Unit	
	Heat Curtain for Greenhouses	\$0.12		ft ²	
	Infrared Film for Greenhouses	\$0.12		ft ²	
	Infrared Heaters	\$4.00		MBH	
→	Farm Energy Audit <ul style="list-style-type: none"> Must be an audit from the Michigan Farm Energy Audit Program through Michigan State University. Audit results must be verified by MSU and accompany application. Applicant must participate in exit interview with Efficiency United staff to identify incentive opportunities and document a Joint Energy Efficiency Plan (JEEP) More extensive audits may be eligible for an increased incentive amount (pre-approval required). 	\$500	1	Unit	
PRESCRIPTIVE TOTAL					

CUSTOM NATURAL GAS APPLICATION

Written pre-approval notice MUST be obtained by Efficiency UNITED before removing existing equipment and purchasing new equipment.

CUSTOM APPLICATION

CUSTOM MEASURES

On a separate sheet(s) of paper, please:

1. Describe the project in one or two paragraphs.
2. Include copies of **a full year's worth of gas utility bills**
3. List all known factors, assumptions, and issues in any calculations you provide for energy savings.
4. Provide clear and logical step-by-step calculations detailing the estimated energy savings.
5. Show all units in the calculations.
6. Provide a copy of the vendor proposal showing pricing detail.
7. Spreadsheets are accepted and encouraged; however calculation methods must be shown separately and clearly.

Projects are paid at the incentive rate in the table below, up to 75% of the project cost, whichever is lower.

Custom Project Payback	Incentive Rate	Incentive Cap
1 – 7 years	\$0.55/therm	75% of the total project cost
3+ years	\$0.80/therm*	75% of the total project cost

*To be eligible for the increased rate of \$0.80/therm, custom measures must have a measure life of at least 10 years.

Note: Measure life calculations must be approved by Efficiency UNITED.

Description	Annual Therms Saved	Measure Cost	Incentive
CUSTOM TOTAL			

BUNDLING

BUNDLING

Eligibility Criteria 1: Long-Life Measure

Additional incentives may be available for completing multiple measures/projects within the same application. To be eligible for bundling, at least one of the implemented measures/projects must be a long-life measure. Any measure with "→" in the column directly to the left of the measure name is a long-life measure. Any Custom measure/project with a payback exceeding three years and a measure life exceeding 10 years is considered a long-life measure.

Eligibility Criteria 2: Quantity

Multiple quantities of the same measure do **NOT** qualify for a bundling bonus.

Eligibility Criteria 3: Incentive Percentage

The total of the base incentive for measures which are **NOT** designated with "→" must be greater than or equal to the total of the base incentive for measures which are designated with "→". If two measures designated with "→" are installed the project automatically qualifies for a measure bundle bonus.

Complete 1 Measure: Standard Efficiency UNITED incentives apply

Complete 2 Measure: Receive up to a 10% bonus

Complete 3 Measure: Receive up to a 25% bonus

Complete 4 Measure: Receive up to a 35% bonus

Complete 5+ Measure: Receive up to a 50% bonus

Example 1: Non-Qualifying Bundle

Measure	Category	Quantity	Incentive/Unit	Base Incentive Total	
Loading Dock Door Infiltration Seal - No existing infiltration device installed	→	1	\$ 2,900.00	\$ 2,900.00	\$2,900 x 2% = \$58 \$50 < \$58
Gas Water Heater Pre-rinse Sprayer		2	\$ 25.00	\$ 50.00	

Example 2: Qualifying Bundle

Measure	Category	Quantity	Incentive/Unit	Base Incentive Total	
Loading Dock Door Infiltration Seal - No existing infiltration device installed	→	1	\$ 2,900.00	\$ 2,900.00	\$2,900 x 2% = \$58 \$75 > \$58
Gas Water Heater Pre-rinse Sprayer		3	\$ 25.00	\$ 75.00	

Example 3: Qualifying Bundle

Measure	Category	Quantity	Incentive/Unit	Base Incentive Total
Loading Dock Door Infiltration Seal - No existing infiltration device installed	→	1	\$ 2,900.00	\$ 2,900.00
Loading Dock Door Infiltration Seal - Existing installed device but with severely degraded seals	→	1	\$ 2,900.00	\$ 2,900.00

Measure	Incentive
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
A. Base Incentive Total	
B. Bundling Factor (% Increase)	
C. Bundling Bonus (A x B)	
BUNDLING TOTAL (A + C)	

INITIAL APPLICATION SUMMARY & PRE-APPROVAL

INITIAL APPLICATION SUMMARY & PRE- APPROVAL

INITIAL APPLICATION PROJECT SUMMARY

Prescriptive Incentive Total	Custom Incentive Total	Bundling Incentive Total
Prescriptive Project Total Cost	Custom Project Total Cost	

INITIAL APPLICATION CHECKLIST, CERTIFICATIONS & SIGNATURE FOR PRE-APPROVAL

Original applications must have complete information and be submitted for pre-approval with:

The entire completed application signed by the customer

An itemized quote from the chosen contractor and/or vendor for the project which includes a separate line item for each incentive measure and includes the quantity, size, type, make, and model of proposed items and labor costs, if applicable. **Note: internal labor cannot be included in the project cost**

The manufacturer (OEM) specification sheets for all items to be installed as described in the application

A copy of one-months' gas utility bill for prescriptive projects or 12 consecutive months' worth of gas bills for custom projects. (The first two pages are sufficient if they include a summary of energy use and charges.)

I hereby certify that:

1. The information contained in this application is accurate and complete;
2. All rules of this incentive program have been followed;
3. I have read and understand the terms and conditions included with this document;

I agree to verification of equipment installation which may include a site inspection by a program or utility representative. I understand that I am not allowed to receive more than one incentive from this program on any piece of equipment. I hereby agree to indemnify, hold harmless, and release the utility from any actions or claims in regard to the installation, operation and disposal of equipment (and related materials) covered herein, including liability from any incidental or consequential damages.

X _____

Print Name

Date

STEP 2 PRE- APPROVAL & FUNDS RESERVATION

If your project meets the pre-approval criteria, the customer listed on this application will receive a letter via email (or standard mail if email is unavailable) indicating that the funds have been reserved for this project.

- Incomplete applications will cause delays.
- This letter must be signed and returned within 10 days.
- From the date of issuance of this letter, you will have 90 days to complete this project and submit all final documentation.
- After 90 days, this application will expire and your reserved incentive will be forfeited.

STEP 3 EQUIPMENT INSTALLATION

After receiving pre-approval notification, install your new equipment and remove the old equipment. Only new products which are exact product types listed in this form are eligible for Prescriptive incentives.

STEP 4 FINAL PROJECT SUMMARY

1. Complete this final summary form
2. Submit application form and supporting documents to Efficiency UNITED via one of the following:
Mail: Efficiency UNITED - Commercial and Industrial Energy Efficiency Program
3100 West Road, Building 3, Suite 200
East Lansing, MI 48823
E-mail: ciapplications@clearesult.com
Fax: 1-517-580-5160

FINAL APPLICATION SUMMARY AND AGREEMENT

FINAL PROJECT SUMMARY & CUSTOMER AGREEMENT

FINAL PROJECT SUMMARY

Company Name (as it appears on W-9)				Gas Utility
Mailing Address	City	ST	Zip	Utility Account Number
Installation Address	City	ST	Zip	Project Installation Date
Prescriptive Incentive Total	Prescriptive Project Total Cost	Custom Incentive Total		Bundling Incentive Total
		Custom Project Total Cost		

PAYMENT RELEASE AUTHORIZATION (OPTIONAL)

Complete this section **ONLY** if incentive payment is to be paid to an entity other than the customer.

I am authorizing the payment of the incentive to the third party named below and I understand that I will not be receiving the incentive payment. I also understand that my release to a third party does not exempt me from the program requirements outlined in the Terms and Conditions.

X _____

Print Name			Date	
Payee: Company/Individual Name			Phone Number	
Mailing Address	City	ST	Zip	
Tax Payer ID (SSN/FEIN or Payee)		Tax Status – Corporation (Inc., LLC, etc.)		

FINAL APPLICATION CHECKLIST & CUSTOMER AGREEMENT

Final applications must have complete information and be submitted with:

The entire completed application, including the completed incentive worksheets reflecting any applicable quantity or measure change, and the signed customer agreement page with install date added.

An itemized invoice from the installing contractor and/or vendor for the project which includes a separate line item for each incentive measure and includes the date, quantity, size, type, make, and model of installed items and labor costs, if applicable. **Note: Internal labor cannot be included in the cost of the project.**

The manufacturer (OEM) specification sheets for any items that were part of project application change.

X _____

Print Name	Date
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