





Funding Opportunities and Incentives for Small and Mid-Size Businesses in Maine

Dan Burgess, Director Maine Governor's Energy Office

Agenda

- 2pm: Introduction and welcome
- 2:05pm: Clifton Yin, MESC (federal funding opportunities)
- 2:20pm: Rob Sullivan, Energy Onsite TAP (implementation)
- 2:25pm: Justin Pizzolato, Efficiency Maine (state incentive programs)
- 2:35pm: Panel discussion with Clifton, Justin, and Rob
- 2:50pm: Audience Q&A
- 3pm: Adjourn



Introduction



About GEO

- The Maine Governor's Energy Office (GEO) is the designated state energy office for Maine
- We provide policy leadership and technical assistance, develop energy programs, and monitor energy markets and heating fuel and energy prices.
- GEO has applied for and is supporting applications for more than \$250 million in federal funding to support:
 - Energy efficiency
 - Workforce development
 - Economic redevelopment projects
 - Distributed generation & storage
 - Grid resilience and modernization



Overview

- Highlighting federal funding
 opportunities and state incentive
 programs for small and mid size
 businesses in Maine
- Focus on manufacturing and other industrial sector businesses that use a lot of energy in contained facilities
- Funding can offset the costs associated with energy efficiency upgrades to:
 - Cut energy use
 - Save your business money
 - Reduce emissions





Thank You

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www.maine.gov/energy

Sign up for the GEO email newsletter







Programs Overview

Industrial Training & Assessment Centers (ITACs) Implementation Grants

Clifton Yin Senior Supply Chain Deployment Manager <u>Clifton.yin@hq.doe.gov</u>



Investing in America's Energy Future

VISION

To eliminate vulnerabilities in US clean energy supply chains, while driving unparalleled social, economic, and environmental impact through our programs & awards

Manufacturing Investing

Strengthening and securing the energy supply chains America needs for a secure, clean and equitable energy system

Workforce Investing

Supporting workforce skills development by directly funding cutting-edge energy manufacturing training programs

Manufacturing Analytics Backbone

Robust modeling to guide and support DOE strategy and investments, private sector collaborative investments, and federal policy recommendations



MESC's impacts to-date



\$3.9B+ private sector investment catalyzed



9,205 construction and permanent jobs created



38% of investments in energy communities or J40 communities



1000+ students trained annually



1.3M+ EVs enabled annually



\$54.5M+ in benefits flowing to communities through Community Benefits Plans



Industrial Training and Assessment Centers (ITACs): Training the industrial workforce and supporting smaller manufacturers



The ITAC Program has three core elements:

- Enhance hands-on training programs for high-quality manufacturing and clean energy roles, from apprenticeships and on-the-job training to Master's degrees
- Strengthen small and mid-sized manufacturers (SMMs) with hands-on energy audits, incumbent worker training programs, and other services

Today's focus

 Provide up to \$400M in grants to support SMMs to implement energysaving and productivity-enhancing upgrades



ITAC Implementation Grants

Bipartisan Infrastructure Law Provision 40521.b1



\$80M in funding available in the first year (additional funding available in the next couple years depending on demand)





Grants awards of up to \$300,000 per grant to implement unique assessment recommendations on a quarterly funding round basis, at a 50% cost share¹ (valid cost share options include internal capital, inkind contributions, state and local public programs, private loans – including SBA-guaranteed sources, utility programs, leases, and Energy Savings Performance Contracts)



Eligibility exclusively for small- and medium-sized manufacturing firms,² and water and wastewater treatment facilities



To address energy assessment recommendations by ITACs, DOE Combined Heat and Power/Onsite Energy Technical Assistance Partnerships, or other third-party assessors deemed equivalent by DOE

1. 50% cost share means that the applicant must cover at least 50% of the project cost. So, for instance, if an implementation project or projects costs \$100k, DOE can make a \$50k grant.

2. Small and medium-sized manufacturer (an entity that engages in the mechanical, physical, or chemical transformation of materials, substances, or components; or, a water or wastewater treatment facility) is a firm with: gross annual sales of less than \$100M, fewer than 500 employees at the plant site, and annual energy bills of \$100,000 - \$3,500,000. If the manufacturer/facility is an individual LLC that pays separate taxes from the parent company, then eligibility is based on the LLC.



ITAC Implementation Grants Program: Two Parallel Workstreams

Workstream 1: Implementation Grants Funding



Provide federal funding to eligible Small- and medium-sized manufacturers to implement recommendations made in ITAC or Onsite Energy/CHP TAP assessments starting in 2018, or qualified third-party assessments starting in 2021

Workstream 2: Third-Party Assessor Qualification



Identify entities interested in qualifying as a "third-party assessor that provides an assessment equivalent" to an Industrial Training and Assessment Center or Onsite Energy/CHP TAP



assessments

Workstream 1: Implementation Grants Funding

Provide federal funding to eligible small- and medium-sized manufacturers to implement recommendations made in:

- No-cost Industrial Training and Assessment Center or Combined Heat and Power/Onsite Energy TAP assessments starting in 2018, or
- Qualified third-party assessments starting in 2021

Covered projects include energy assessment report recommendations that:



Improve site energy and/or material efficiency



Improve site cybersecurity infrastructure



Improve site productivity



Reduce site waste production



Reduce site greenhouse gas emissions and/or nongreenhouse gas pollution



Grant Eligibility Requirements



Annual Gross Sales¹

- Few than \$100M
- Based on manufacturing firm/entity



Number of Employees

- Fewer than 500
- Based on facility/plant site



Annual Energy Bills¹

- Between \$100K \$3.5M
- Based on manufacturing firm/entity

All three grant eligibility requirements can be determined using either last completed fiscal year or year in which the assessment was completed (if different)



1. If the manufacturer/facility is an individual LLC that pays separate taxes from the parent company, then eligibility is based on the

13

LLC.

Workstream 2: Third-Party Assessor Qualification

Identify entities interested in qualifying as a "third-party assessor that provides an assessment equivalent" to an Industrial Training and Assessment Center or CHP/Onsite Energy TAP assessments

Eligible assessors meet the following criteria:



Applicant is a domestic entity¹



The assessor's protocol and implementation recommendations are vendor-agnostic for implementation-related products and services



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Their assessments are not limited to one or a small set of technology areas or interventions

The assessor is willing, if selected for qualification, to provide its assessment protocols and details on calculations when requested, and to interact with, Department of Energy, the Industrial Training and Assessment Centers, and other key program stakeholders to share best practices and ensure quality



There is a reasonable effort to ensure affordability for smalland medium-sized manufacturers

1. To qualify as a domestic entity, the entity must be organized, chartered or incorporated (or otherwise formed) under the laws of a particular state or territory of the United States; have majority domestic ownership and control; and have a physical place of business in the United States



Getting a Qualified Assessment

Option 1: Industrial Training and Assessment Centers (ITACs)

Receive a no-cost comprehensive assessment from one of 36 ITACs located at four year-universities around the country. To locate the closest ITAC and apply, visit:



Option 2: Onsite Energy Technical Assistance **Partnerships (TAPs)**

Receive a no-cost screening assessment for onsite clean energy technology deployment from one of 10 regional TAPs. To locate the closest Onsite Energy TAP and apply, visit:



Option 3: Third-Party Assessors

Receive an assessment* from a thirdparty assessor qualified as "ITACequivalent:"

•Alternative Energy Systems Consulting, Inc. •BASE Energy, Inc. Cascade Energy CLEAResult •Cunningham Engineering PC •Energy 350 •eSai LLC •Frontier Energy, Inc. •GENEDGE Alliance •Go Sustainable Energy, LLC •Lincus, Inc Michaels Energy

party assessments will be free

•New York State Energy **Research and Development** Authority: Flexible Technical (FlexTech) Assistance Program North Carolina Advanced **Energy Corporation** •Pennsylvania Technical Assistance Program (PennTAP) •QGM Consulting Rutgers Center for Advanced **Energy Systems** •TRC Utah DEU StepWise Program

*DOE cannot guarantee that third-

For more information and relevant links on how to reach out to the gualified assessment providers, please feel free to visit: Qualified Assessors - ITAC (energywerx.org)

Qualified Assessor Locations



Grant Awards Snapshot



115 awards across 34 states to date



~\$17 million in grant funding for projects valuing ~\$55 million



Average grant of \$150,000

Maine Woods Company: \$300,000 for a waste heat to power steam turbine

Project examples include:

- Installing onsite power
- HVAC/boiler upgrades
- Combined heat and power
- VFDs installation
- Power factor upgrades
- LED upgrades

For the full list of selectees, including locations, project types, and federal and applicant cost share amounts, visit: <u>https://www.energy.gov/mesc/industrial-research-and-assessment-center-</u> <u>implementation-grant-awards</u>

ITAC Implementation Grants Program Process

2





Receive a Free Qualified Assessment

Small- to medium-sized manufacturer receives an energy assessment from a qualified assessor (ITAC, CHP/Onsite Energy TAP, or third-party* assessor). *Can take up to 2 months for final report.*

Apply for Grant Funding

Manufacturer applies for IAC Implementation Grant funding of up to \$300,000 (with 50% cost share) to implement project recommendations from qualified assessments. Note, applications are open yearround, with quarterly review cycles. Get Selected and Receive Grant Funding

3

DOE selects and works with manufacturer to finalize award size and sign award documents; after project implementation, manufacturer submits invoice(s) of incurred costs to DOE to receive grant funding

To learn more about the grants program, including FAQs and how to apply, visit

www.energywerx.org/itac

Working through a "partnership intermediary" enables a very streamlined application process!



18

The Application Process



When to Apply?

The IAC grants program **operates on a rolling basis**

and applications may be submitted at any time through the year, pending receipt of qualified assessment report, with reviews after the following deadlines:

- October 1, 2024
- January 10, 2025
- Later deadlines to come!

How to Apply?

Thanks to a unique partnership, in contrast to traditional DOE funding opportunities, the ITAC grants program has a **very simple and straightforward application form and process.**

Applications should not take more than a couple hours and are filled out via Submittable.com, not a federal government website.

www.energywerx.org/itac

Other Questions?

The IAC grant program team will be hosting informational monthly office hours:

September 19, 2024 from 2:00 –
 3:00 pm ET (<u>RSVP Link</u>)

Click <u>here</u> to review frequently asked questions (FAQs). If you have additional questions, please contact ENERGYWERX: info@energywerx.org



Common Reasons Some Applications Have Been Unsuccessful

- 115 manufacturers have been selected for grants in the program's first year and thousands more are eligible.
- If you are eligible, apply soon, and complete the items above correctly, there is a high chance of receiving funding!
- In the first few rounds, there have been a few common pitfalls for unsuccessful applicants:
 - One or more recommendations in the application are not from qualified assessment
 - One or more project narrative questions are either blank or have insufficient detail
 - Please feel free to leverage our <u>sample project narrative responses</u> as a guide!
 - Applicant does not meet the eligibility requirements whether it is the SMM definition or did not receive a qualified assessment
 - Projects have already been implemented
- Remember: you are welcome to send questions to <u>info@energywerx.org</u>



Other Open Opportunities

- Smart Manufacturing and Recycling Tactics for States (SMART)
- Extended Product System Rebate Program



Smart Manufacturing & Recycling Tactics for States (SMART) Grant Program

\$63M in grant funding available for two distinct project types:

Battery Recycling (\$41M): For state and local governments to create new or enhance existing battery collection, recycling, and reprocessing programs, with a focus on awareness, education, and community benefits.

<u>Smart Manufacturing (\$22M)</u>: For states to establish or expand programs to assist small- and medium sized manufacturers in accessing smart manufacturing technologies and practices.

- Deadline for full applications: **Monday, September 16, 2024** by 5:00pm ET.
- Read the full funding opportunity on <u>Clean Energy Infrastructure eXCHANGE</u> and instructions on how to apply <u>here</u>.
- Concept papers are **not required**.
- Informational Webinar Recording Link <u>HERE</u>



Extended Product System Rebate Program



\$10 million in Rebates for variable speed motors and their control systems

Period of Availability: Until funds are expended

• Entities may apply for as many systems that qualify, **receiving up to \$25,000** per calendar year.

<u>Who may Apply</u>: Qualified Owners of industrial or manufacturing facilities, commercial buildings, or an energy service company that:

- Purchased or installed qualified systems between October 1, 2021- September 30, 2023 or
- Redesigned or upgraded systems between January 1, 2021, and December 31, 2022.

How to Apply: <u>Applications</u> for the Extended Product System Rebates Program are being accepted on a rolling basis Please visit <u>Extended Product System Rebates Home (site.com)</u> or email <u>doerebates@icf.com</u> for more information.



Helpful Links

	Resource	Link
1	ITAC Opportunity Announcement (including FAQs)	Industrial Assessment Centers (IAC) Implementation Grants (energywerx.org)
2	Workstream 1 Application	ENERGYWERX Submission Manager - Workstream 1 IAC Implementation Grants - 2024 Q2 (submittable.com)
3	Workstream 2 Application	ENERGYWERX Submission Manager - Workstream 2: Third-Party Assessor Qualification Questionnaire (2024) (submittable.com)
4	MESC IAC Implementation Grants	Industrial Research and Assessment Center Implementation Grants
5	Onsite Energy TAP Program	Onsite Energy Better Buildings Initiative
6	MESC Funding Opportunities	Funding Opportunities
7	MESC Rebates	Extended Product System Rebates



Connect With MESC

energy.gov/mesc



MESC@hq.doe.gov



Office of Manufacturing and Energy Supply Chains, U.S. Department of Energy









Onsite Energy Technical Assistance Partnerships U.S. DEPARTMENT OF ENERGY

New England

603-862-3171

Onsite Energy TAP Introduction

Matt Davis Director

Robert Sullivan Assistant Director

2-12-2024

Onsite Energy Includes

The U.S. Department of Energy's (DOE) Onsite Energy Program provides technical assistance, market analysis, and best practices to help industrial facilities and other large energy users increase the adoption of onsite clean energy technologies.

battery storage | combined heat and power | district energy | fuel cells | geothermal | industrial heat pumps renewable fuels | solar PV | solar thermal | thermal storage | waste heat to power | wind



Onsite Energy Technical Assistance Partnerships (TAPs)

DOE's 10 regional Onsite Energy TAPs provide technical assistance to end users and other stakeholders about technology options for achieving clean energy objectives. Key services include:



Technical Assistance: Screen sites for opportunities to implement onsite energy technologies and provide advanced services to maximize economic impact and reduce risk from initial screening to installation to operation and maintenance.



Stakeholder Engagement: Engage with strategic stakeholders, including utilities and policymakers, to identify and reduce barriers to onsite energy through fact-based, unbiased education.



End-User Engagement: Partner with organizations representing industrial and other large energy users to advance onsite energy as a cost-effective way to transition to a clean energy economy.



How to Work With Your Onsite Energy TAP



Northwest AK, ID, OR, WA

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Onsite Energy Technical Assistance Partnerships U.S. DEPARTMENT OF ENERGY



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30



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# Commercial and Industrial Custom Incentive Programs

August 2024

### Manufacturer Thermal Efficiency Program



- Manufacturing facilities (NAICS codes 31-33)
- Fuel saving and beneficial electrification projects
- Increased incentive rates and cost shares

#### <u>Time and Funding Limited!</u> Approximately \$1.5M in remaining funds

#### Projects must be completed by summer 2026

(funds must be paid out by Dec 31, 2026)

#### Example Projects:

- Heat recovery systems
- Heat pump systems for manufacturing spaces
- Mechanical insulation
- Process specific equipment upgrades

### Manufacturer Program Incentive Limitations

| MANUFACTURING<br>FACILITIES | Minimum Custom Program incentive: \$10,000<br>If facility peak demand less than 400 kW, minimum incentive = \$5,000 |                                        |                                                                      |  |
|-----------------------------|---------------------------------------------------------------------------------------------------------------------|----------------------------------------|----------------------------------------------------------------------|--|
|                             | Parameter                                                                                                           | Retrofit                               | New Construction (NC) or<br>Equipment at End of Useful Life<br>(EUL) |  |
| Incentive                   | Base Incentive Rate                                                                                                 | \$100 per MMBtu of annual fuel savings |                                                                      |  |
| capped at the <i>lesser</i> | Standard EMT Cost Share                                                                                             | 60% of net cost                        | 80% of the net incremental cost                                      |  |
| of:                         | Bonus EMT Cost Share<br>(Beneficial Electrification or<br>Heat Recovery)                                            | 70% of net cost                        | 90% of the net <u>incremental</u> cost                               |  |
|                             | Fiscal Year Incentive Limit                                                                                         | \$1,500,000                            |                                                                      |  |
|                             | Simple Payback                                                                                                      | 1.0 year based on full project cost    | 1.0 year based on incremental cost                                   |  |



### C&I Custom – Standard Programs



Electric and/or fuel savings projects:

- Process specific equipment or upgrades
- Non-prescriptive beneficial electrification projects
- Compressed air systems
- Heat recovery systems
- High efficiency HVAC systems and controls





Combined heat and power systems:

- Reciprocating engines
- Steam turbines

ENERGY STORAGE

Behind the meter energy storage projects:

- Battery projects > 20kW
- Performance based incentive
- Targets ISO NE peak load conditions



### **Efficiency Program Incentive Limitations**



Incentive capped at the *lesser* of: Minimum Custom Program incentive: \$10,000 If facility peak demand less than 400 kW, minimum incentive = \$5,000

| Incentive Limitation |                                                             | Retrofit                                  | New Construction (NC)<br>or Equipment at End of<br>Useful Life (EUL) |  |
|----------------------|-------------------------------------------------------------|-------------------------------------------|----------------------------------------------------------------------|--|
| Incentive            | Electric Savings                                            | \$0.30 per kWh of annual electric savings |                                                                      |  |
| of Energy            | Fuel Savings                                                | \$25 per MMBtu of annual fuel savings     |                                                                      |  |
| Savings              | Beneficial Electrification or<br>Heat Recovery Fuel Savings | \$50 per MMBtu of annual fuel savings     |                                                                      |  |
| Efficiency Maine     | Cost Share                                                  | 50% of net cost                           | 75% of net incremental<br>cost                                       |  |
| Fiscal Year          |                                                             | \$1,000,000                               |                                                                      |  |
| Simple Payback       |                                                             | 1.0 year based on full project cost       | 1.0 year based on<br>incremental cost                                |  |

efficien



### **Distributed Generation Program Incentive Limitations**

DISTRIBUTED GENERATION



| ter                   | Parameter                   | Incentive Limitation                      |
|-----------------------|-----------------------------|-------------------------------------------|
| Incentive capped at   | Base Incentive Rate         | \$0.28 per kWh of annual electric savings |
| the <i>lesser</i> of: | EMT Cost Share              | 50% of net project cost                   |
|                       | Fiscal Year Incentive Limit | \$1,000,000                               |
|                       | Simple Payback              | 1.0 year based on net project cost        |

### Commercial and Industrial Prescriptive Incentives

| Solutions                   | Measure Types                                                          | Incentive                                          | Incentive            | Discount <sup>1</sup>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|-----------------------------|------------------------------------------------------------------------|----------------------------------------------------|----------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Agricultural                | Production and Storage Equipment                                       | \$5,000                                            | <b>V</b> 2           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Compressed Air              | Compressed Air Systems and Controls                                    | \$3,500                                            | V 2                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                             | NEW Battery Electric Car or Pickup (BEV)                               | \$4,500                                            |                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Electric Vehicle            | NEW Plug-In Hybrid Electric Car or Pickup (PHEV)                       | \$3,500                                            |                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Electric vehicle            | NEW Battery Electric Work Van (Cargo Van)                              | \$8,000                                            | <b>v</b> 3           | × .                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|                             | NEW Battery Electric Work Van (Chassis Cab or Cutaway)                 | \$8,000                                            |                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Heating                     | ECM Circulator Pumps                                                   | \$75                                               |                      | <ul> <li>Image: A second s</li></ul> |
|                             | Single-Zone Mini-Split Heat Pump Systems                               | \$1,200                                            |                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                             | Small Business Mini-Split Heat Pump Systems                            | \$1,600                                            |                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                             | Multifamily Mini-Split Heat Pump Systems                               | \$7.00 per sq. ft.                                 | ✓ 2                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Heating and Cooling         | Variable Refrigerant Flow (VRF) Systems                                | \$13.00 per sq. ft.                                |                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                             | Heat Pump Rooftop Units (RTUs)                                         | \$168/MBH                                          |                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                             | Packaged Terminal Heat Pumps                                           | \$480                                              | -                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                             | Thermal Energy Investment Program                                      | 35% of<br>project cost                             |                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Lighting                    | Interior and Exterior Lighting                                         | \$0.28 per kWh<br>saved<br>(first year<br>savings) | <b>V</b> 2           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                             | Tube LEDs                                                              | \$110                                              |                      | <ul> <li>Image: A second s</li></ul> |
| Multifamily Weatherization  | Attic and Basement Insulation and Air Sealing                          | \$5,000                                            | <b>V</b> 2           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Refrigeration               | Compressors, Controls, and Door Equipment                              | \$600                                              | <b>V</b> 2           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                             | Heat Pump Water Heaters < 80 Gallons Storage                           | \$850 - \$950                                      |                      | <ul> <li>Image: A start of the start of</li></ul>  |
| Mater Hasting               | Heat Pump Water Heaters 80 Gallons Storage <sup>4</sup>                | \$1,800                                            | <b>~</b>             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| water neating               | Heat Pump Water Heaters 120 Gallons Storage <sup>4</sup>               | \$3,000                                            | <ul> <li></li> </ul> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                             | Split-System Heat Pump Water Heaters ≥ 80 Gallons Storage <sup>4</sup> | \$3,000                                            | <b>~</b>             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Electricity Load Management | Batteries                                                              | \$100/kW/yr                                        | <b>~</b>             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                             |                                                                        |                                                    | _                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |



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