

Commercial & Industrial Retrofit 2021 Motor Incentive



Section A: CUSTOMER INFORMATION

Customer Name	Electric Account Number	Rate	Application Number
Facility Address	City	State	Zip Code
Service Location Identification	Email		
Mailing Address (if different from above)	City	State	Zip Code
Contact Person/Title	Telephone Number	Incorporated? (Check one.) <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Exempt	
Please Assign Payment to Contractor. Customer Signature:	Additional Information	Incentive Payment Preference (Check one.) <input type="checkbox"/> Pay Customer <input type="checkbox"/> Pay Contractor	

Section B: CONTRACTOR INFORMATION

Contractor Name	Contact Person/Title (Print)	Contact Person Signature	
Mailing Address	City	State	Zip Code
Email	Telephone Number	Additional Information	Incorporated? (Check one.) <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Exempt

Section C: DOCUMENT APPROVALS

PRE-INSTALLATION INSPECTION			
Utility Signature	Date		
PRE-APPROVAL OFFER			
Technical Review - Utility Signature	Date		
Utility Signature	Date	Amount of Incentive Offer (\$)	Offer Valid Through:
<p>By signing and dating below, customer accepts this Incentive offer and agrees to the Utility Terms and Conditions available from your Utility. Pursuant to a Commission order, customers also agree that the utility alone may capture all kW and kWh savings and any ISO-NE capacity payments resulting from this energy efficiency project. This agreement is contingent upon continued approval and authorization by the Commission to recover said amounts from the System Benefits Charge. The Incentive, in conjunction with all other sources of funding, cannot exceed the total project cost.</p>			
Customer Signature:	Date:		
POST-INSTALLATION INSPECTION			
Utility Signature	Date	Total Project Cost (\$)	Amount of Incentive (\$)
Customer Signature	Date		
MANAGEMENT APPROVAL			
Utility Signature	Date		

RETROFIT MOTOR INCENTIVE WORKSHEET

Item	Manufacturer & Model Information	Motor Size (HP)	Motor Type (ODP/TEFC)	Motor RPM	Motor Function	Annual Operating Hours	New Motor Efficiency	Incentive (\$)	Quantity of Motors	Total Incentive (\$)
Ex.	GE Model E123	30 HP	TEFC	1800	fan	6570	93.6	\$465	2	\$930
Existing										
New										
TOTAL										

RETROFIT EC MOTOR INCENTIVE WORKSHEET

Item	System Type (Refrigeration or HVAC)	Fan Load (kW for Refrigeration/CFM for HVAC)	Evap Fan Controls (Y/N)	Annual Hours	Quantity of Motors	Incentive per Motor (\$)	Total Incentive (\$)
Ex.	Refrigeration	0.187kw	N	4,000	2	\$100	\$200
Existing							
New							
TOTAL							

OPEN DRIP PROOF (ODP)

HP	Minimum Efficiency			Incentive (\$)
	1200 RPM	1800 RPM	3600 RPM	
1	82.5%	85.5%	77.0%	\$75
1.5	86.5%	86.5%	84.0%	\$95
2	87.5%	86.5%	85.5%	\$105
3	88.5%	89.5%	85.5%	\$105
5	89.5%	89.5%	86.5%	\$110
7.5	90.2%	91.0%	88.5%	\$150
10	91.7%	91.7%	89.5%	\$175
15	91.7%	93.0%	90.2%	\$225
20	92.4%	93.0%	91.0%	\$290
25	93.0%	93.6%	91.7%	\$320
30	93.6%	94.1%	91.7%	\$365
40	94.1%	94.1%	92.4%	\$475
50	94.1%	94.5%	93.0%	\$570
60	94.5%	95.0%	93.6%	\$655
75	94.5%	95.0%	93.6%	\$820
100	95.0%	95.4%	93.6%	\$1,025
125	95.0%	95.4%	94.1%	\$1,300
150	95.4%	95.8%	94.1%	\$1,810
200	95.4%	95.8%	95.0%	\$2,110

TOTALLY ENCLOSED FAN COOLED (TEFC)

HP	Minimum Efficiency			Incentive (\$)
	1200 RPM	1800 RPM	3600 RPM	
1	82.5%	85.5%	77.0%	\$85
1.5	87.5%	86.5%	84.0%	\$95
2	88.5%	86.5%	85.5%	\$100
3	89.5%	89.5%	86.5%	\$110
5	89.5%	89.5%	88.5%	\$125
7.5	91.0%	91.7%	89.5%	\$170
10	91.0%	91.7%	90.2%	\$205
15	91.7%	92.4%	91.0%	\$270
20	91.7%	93.0%	91.0%	\$340
25	93.0%	93.6%	91.7%	\$405
30	93.0%	93.6%	91.7%	\$465
40	94.1%	94.1%	92.4%	\$640
50	94.1%	94.5%	93.0%	\$780
60	94.5%	95.0%	93.6%	\$1,125
75	94.5%	95.4%	93.6%	\$1,335
100	95.0%	95.4%	94.1%	\$1,690
125	95.0%	95.4%	95.0%	\$2,200
150	95.8%	95.8%	95.0%	\$2,625
200	95.8%	96.2%	95.4%	\$3,295

To be eligible for an Incentive, new 3 phase motors must operate a minimum of 2,000 hours annually and meet NEMA Premium criteria.

Electronically Commutated Motors (ECM Motors)

ECM Motors	Installed on fans having over 2,000 hours use per year: Fan Powered Terminal Boxes, Refrigeration Fan Coils, or HVAC Supply Fans on small unitary equipment.	\$100 per motor
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2020 Motors Commercial & Industrial Retrofit

Instructions for completing the Retrofit MOTOR Incentive Worksheet

General Notes:

1. This application is for replacing existing operating motors with new, higher efficiency motors.
2. Incentives will be provided to purchase premium efficiency induction motors of the same size (or smaller) horsepower and Electronically Commutated (EC) Motors. EC Motors are efficient fractional HP motors.
3. The existing and proposed induction motor speed should match speed of the motor as closely as possible. It is suggested that the new motor be no more than a 10-rpm or 5% increase in speed.
4. NEMA Nominal efficiency nameplate ratings are tested in accordance with IEEE Standard 112, Method B. To ensure that the motor will perform well, the customer should check its NEMA design code, insulating class, and service factor.
5. Invoices will be required for payment of Incentives.
6. The Incentive, in conjunction with all other sources of funding, cannot exceed the total project cost.

Eligibility Requirements:

1. The existing motor must be in-place and operational at the time of pre-inspection.
2. Failed, end of life and new equipment motors are not eligible for Incentives under this program but may be eligible under NE&C Program.
3. Program covers induction motors from 1 to 200 HP. Motors over 200 HP may be eligible under the Custom Retrofit Program.
4. Motors must be new, three phase induction motors, NEMA Design A & B, 1 – 200 HP, Open Drip Proof (ODP), Totally Enclosed Fan Cooled (TEFC), 1200, 1800, or 3600 RPM, or Electronically Commutated (EC) Motors.
5. EC Motors for fan powered terminal boxes, refrigeration fan coils or HVAC Supply Fans on small unitary equipment are eligible for this Incentive. Other equipment and applications may be eligible under the Retrofit Custom Program.
6. Motor must operate at least 2000 hours per year to be eligible for prescriptive Incentives.
7. The Incentive offer is not valid unless the Motor Incentive form is fully and accurately completed, signed and dated by the customer and the vendor. The Customer also agrees that they have read and comply with the eligibility requirements.

Pre-installation:

1. Review eligibility requirements.
2. Review specifications for the proposed equipment to confirm it meets the minimum efficiency requirements.
3. Provide to the utility representative the manufacturer's equipment specifications and record the following information on the worksheet:
 - o Motor manufacturer, model, size (HP or kW), and speed, (1170 rpm, 1780 rpm, 3600 etc - induction motors):
 - o Induction Motor Type (Open drip proof (ODP) , totally enclosed fan-cooled (TEFC). For Electronically Commutated (EC) Motors use the EC Motor table
 - o Motor function (i.e. fan, pump, etc.) and motor location (mechanical room 1st floor, cafeteria, etc.)
 - o Annual motor operating hours (must be >=2000 hours), motor quantity
 - o Incentive amount for each new motor are shown on motor worksheet

RETROFIT INDUCTION MOTOR INCENTIVE WORKSHEET										
Item	Manufacturer & Model Information	Motor Size (HP)	Motor Type (ODP / TEFC)	Motor RPM	Motor Function	Annual Operating Hours	New Motor Efficiency	Incentive (\$)	Quantity of Motors	Total Incentive (\$)
Ex.	GE 122	30 HP	TEFC	1800	fan	6,570	89.0		2	
New	GE Model E123	30 HP	TEFC	1800	fan	6,570	93.6	\$465	2	\$930
	Refer to manufacture's motor information				"	Customer or Vendor to provide	Actual Nameplate Data	See Table	Number being installed	Calculate the Incentive

2020 Motors Commercial & Industrial Retrofit

RETROFIT EC MOTOR INCENTIVE WORKSHEET							
Item	System Type (Refrigeration or HVAC)	Fan Load (kW for Refrigeration/CFM for HVAC)	Evap Fan Controls (Y/N)	Annual Hours	Quantity of Motors	Incentive per Motor (\$)	Total Incentive (\$)
<i>Ex.</i>	<i>Refrigeration</i>	<i>0.198 kW</i>	<i>N</i>	<i>4,000</i>	<i>2</i>		
New	Refrigeration	0.187 kw	N	4,000	2	\$100	\$200
	What System is the EC Motor being installed on	Refer to Manufacturer's Specifications	Are there controls ?	State annual hours	Number of EC Motors	Refer to Incentiv e Form	Calculate the Incentive

Post Installation:

Utility Representative must verify that:

1. The motor has been installed and is operable.
2. The motor matches the information on the Incentive application. If the motor has changed from what was approved for the initial Incentive offer, the substituted motor specifications must be submitted, reviewed to verify compliance with technical requirements and approved before an Incentive is considered.
3. The existing motor information has been recorded.
4. The invoice or proof of payment has been submitted.
5. The Utility Representative & Customer have signed & dated the post installation inspection block on the Incentive form.

NHSaves@work Rebate Program New Hampshire Electric Co-op Terms and Conditions

2020 Energy Solutions Commercial, Industrial, and Municipal Programs

New Hampshire Electric Cooperative (NHEC): TERMS & CONDITIONS

- 1. Member Eligibility** – Energy Saving rebates/incentives are available to all non-residential NHEC members.
- Small Commercial, Industrial, and Municipal: Monthly energy demand of less than 200 kilowatts (kW).
 - Large Commercial, Industrial, and Municipal: Monthly energy demand of 200 kW or greater 3 months in rolling 12 months.
 - New Construction and Renovation: Available to all non-residential NHEC accounts.

- 2. Energy Efficiency Measures (“measures”) Eligibility** –
- Only measures that are approved prior to purchase of equipment and its installation will be considered for rebate/incentive.
 - NHEC will only approve measures that pass the cost/benefit ratio for effective energy efficiency potential.
 - Any measure installed prior to the issuance of NHEC’s written authorization will be deemed an unauthorized installation, and NHEC will have no obligation to pay rebates/incentives for those measures.

- 3. Pre-Approval and Pre-Installation** – Pre-approval from NHEC is required for all projects. NHEC is not bound to pay any rebates/incentives without a pre-approval of the measures proposed by the member.
- The member needs to supply the following for a project to be reviewed for pre-approval:
 - Completed and signed program “Application” to include all worksheets and all supporting documentation
 - Completed and signed program “Terms & Conditions”
 - Detailed proposal of the scope of work to be performed to include cost, description of equipment being installed
 - Specification sheets on equipment to be installed
 - Specification on existing equipment for retrofit projects
 - Projected energy savings from project with savings calculations
 - Projects must pass a cost-benefit analysis to qualify (internal NHEC algorithm is used), and/or meet specific program requirements as specified on the program application (ie. Minimum watts saved, equipment certification, etc)
 - A pre-inspection of the member’s facilities may be required as part of the pre-approval process.

- 4. Cost of Equipment** – Prior to NHEC’s post inspection verification of member’s installation and at any other time upon NHEC’s request, the members shall supply copies of all invoices (including all materials, part numbers and descriptions, freight or shipping, labor, and equipment discounts) reflecting the costs of purchasing and installing the measures. The invoices shall include a breakdown of all measures purchased for

installation under this contract. In addition, NHEC may request any other reasonable documentation or verification of the cost to the member of purchasing and installing the measure. For custom measures NHEC reserves the right to use the member’s reasonable costs in order to determine the correct rebate/incentive amount.

- 5. Post-Installation Verification** – A post inspection of the project is required before any rebates/incentives will be paid to the member. If NHEC determines that the measures were not installed in a manner that is consistent with the pre-approval, the purpose of achieving energy savings as proposed, or if the installation was not consistent with generally accepted good engineering practices and construction industry standards, NHEC may require changes before making any payments. NHEC will not pay rebates/incentives until it has been verified that the member has received, as appropriate, final drawings, operation and maintenance manuals, and operator training, if applicable.

- 6. Rebates/Incentives** –NHEC will pay rebates/incentives to eligible members for the installation of qualifying measures and for site-specific measures that are pre-approved. NHEC is not obligated to pre-approve any application for a rebate/incentive that may result in exceeding the regulatory imposed budget for the program. NHEC reserves the right to stop pre-approving measures at any time without notice.

7. Rebate/Incentive Payments

- General
 - Before pre-approving any rebate/incentive amounts requested by the Member, NHEC reserves the right to adjust and/or negotiate the rebate/incentive amount.
 - Once a rebate amount is pre-approved, NHEC will pay no more than the lesser of the:
 - cost of purchasing and installing the measure,
 - recalculated rebate/incentive based on the actual installation,
 - pre-approved rebate/incentive amount.
 - NHEC reserves the right to lower the rebate/incentive amount if the quantity and/or cost of measures actually installed by the Member differs from the pre-approved amounts.
 - Notwithstanding any other provision of these Terms and Conditions, the NHEC reserves the right to seek a refund for rebates/incentives paid if, at any time, it learns that the agreed to measures were not actually and/or properly installed or have subsequently been disconnected.

b. Maximum Amount

There may be a maximum dollar amount of the rebate/incentive. There is no guarantee that the Member will receive the maximum amount. Check with your utility representative. The following is the method used to calculate the maximum rebate/incentive:

- Small Commercial, Industrial, and Municipal – The rebates/incentives for approved measures for Small accounts (< 200 kW) will be up to 50% of the installed cost.
- Large Commercial, Industrial, and Municipal –The rebates/incentives for approved measures for Large accounts (200 kW or greater) will be prescriptive rebates/incentives or custom rebates/incentives designed to cover up to 35% of equipment and installation costs or a buy-down of the project to a one-year payback, whichever is less.



2020 COMMERCIAL & INDUSTRIAL INCENTIVE TERMS & CONDITIONS

(iii) New Construction and Renovation - The rebates/incentives apply to all non-residential accounts. Rebates/incentives may be prescriptive or custom designed to cover 75% of the incremental difference in the cost of purchasing standard equipment vs. purchasing an energy efficient equivalent or a buy-down of the project to a one-year payback, whichever is less.

8. Date of Rebate/Incentive Payments

- a. Existing Structures – NHEC expects to make rebate/incentive payments within sixty (60) days of completion of satisfactory post-installation verification and verification of installation costs in accordance with the specifications.
- b. New Construction – NHEC expects to pay the rebates/incentives within sixty (60) days after all of the following conditions are met:
 - (i) construction of the member's facility is completed;
 - (ii) member has received an occupancy permit;
 - (iii) NHEC has verified costs and satisfactory installation of the measures in accordance with the specifications.
- c. Payment to Contractor - NHEC reserves the right to withhold payment of rebate/incentive to member until full payment is made to the contractor to contractor's satisfaction.

9. Balance Due - In the event that the Member has any outstanding balances due and owing to NHEC, the rebate/incentive payment may be withheld at NHEC's option, and used to offset such outstanding debt(s).

10. Payments Not Assignable to Contractors – NHEC will not pay contractors unless NHEC approves in advance such arrangement.

11. Relationship of Contractor with Member and NHEC – Contractors have no obligation to NHEC and NHEC assumes no liability for Contractors work, workmanship, damages, injuries, or any other harm caused directly or indirectly by Contractor. NHEC has no legal relationship with contractors. The legal relationship is between the contractor and the Member. NHEC may waive this provision regarding this project or on a specific project(s) at any time.

12. Installation Schedule Requirements– Measures must be installed within 90 days from the date of pre-approval, by the pre-approval expiration date listed on the application, or by the end of the current program year, whichever comes first. If the member is unable to meet this requirement, NHEC reserves the right to cancel the pre-approval offer.

13. Monitoring – NHEC reserves the right to perform site visits during the installation and post-installation monitoring of the installed measures to determine the actual kW and kWh reduction and energy savings.

14. Limited Scope of Review – The scope of review by NHEC of the design and installation of the measures is limited to determining whether program conditions have been met. It does not include any kind of safety review.

15. Publicity of Member Participation – Unless the member objects in writing at the time of submitting an application, NHEC may publicize the fact of the member's participation in the program, the results, the amount of rebates/incentives paid to the member, and any other information which reasonably relates to the member's participation.

16. Limitation of Liability – NHEC's liability under this contract will be limited to paying the rebates/incentives specified in the Agreement. NHEC and any of its affiliates shall not be liable to the member, contractor, or any third party for any consequential or incidental damages or for any damages, in tort (including negligence), caused by any activities associated with this Agreement or the program.

17. Disclaimer of Warranties–NHEC does not guarantee, or warrant any particular manufacturer or product. NHEC does not warrant the performance of installed equipment either expressly or implicitly. Members who install energy-efficient lighting measures are expected to replace any of the energy-efficient lights with lights of similar or superior energy savings efficiency, at their own expense, after the manufacturer's warranty period has expired.

18. Member Must Pay All Taxes – The benefits conferred upon the member may be taxable by federal, state and local government. NHEC will not be responsible for any tax liability imposed on the member as a result of the payment of rebates/incentives.

19. Contract Entitlement to Participate – The program described in this application may be altered, suspended, or canceled by NHEC at any time and without prior notice. The member is not entitled to any program benefits or review of its application in such a circumstance. Entitlement to program participation can only occur after NHEC has signed a copy of the contract/Rebate Pre -Approval Agreement and granted pre-approval.

20. Vendor Selection – NHEC acknowledges that the member may select any non-participating vendor or contractor to perform the work specified by this contract. Notwithstanding the foregoing, the member acknowledges that NHEC has the right not to allow a vendor or contractor to participate in this program. If a member chooses a non-participating vendor or contractor it may affect the rebate/incentive level.

21. Disposal of Equipment – The member agrees, as a condition of participation in this program, at the members' cost, to the recycling of all fluorescent lamps, HID lamps, and PCB ballasts, in accordance with all laws, rules, and regulations of the state of NH, the local jurisdiction, and the government of the United States of America.

22. Removed Equipment - Member will not install any removed equipment in any facility owned or utilized by member or any other member within NHEC's service territory.



2020 COMMERCIAL & INDUSTRIAL INCENTIVE TERMS & CONDITIONS

23. Disposal Of Removed Equipment - Except for equipment listed in paragraph 21 and the disposal method described, member will remove and dispose of all other equipment at its own expense in accordance with all laws, rules, and regulations of the state of NH, the local jurisdiction, and the government of the United States of America.

24. Review of Specifications, Submittals and Drawings - The Member will provide NHEC with a copy of the specifications for the construction of the Facility that will be provided to the construction contractors. Such specifications must include the measures. NHEC may refuse to pay rebates/incentives if the specifications do not adequately provide for installation of the measures consistent with good engineering and energy-efficient design practices. Member will upon request by the NHEC provide a copy of the as-built drawings and equipment submittals for the facility. The NHEC may refuse to pay rebates/incentives if the final submittals and drawings do not adequately reflect the installation of the measures consistent with the original design intent as identified on the Member application and worksheets.

25. Savings Warranty - NHEC does not guarantee or warrant any energy savings. Factors that are impossible to predict, including but not limited to facility expansion, cutbacks, a change in hours of operation, an electric rate change or structure change, self-generation, weather changes, and/or other unanticipated causes all may impact the Member's future electrical energy use and cause actual savings to vary from estimated savings. Any and all guarantees and/or warranties are between the Member and the installer and/or the manufacturer of installed measures and/or equipment.

26. Miscellaneous - This contract is the entire agreement between the parties and supersedes all other communications and representations.

- a. The member acknowledges that the only individuals authorized to bind NHEC under this contract are the Energy Solutions Program Administrator, Manager or Vice-President of the Member Solutions Division, and the President/CEO of NHEC.
- b. Paragraph/Article headings are for the convenience of the parties only and are not to be construed as part of these Terms and Conditions.
- c. If either NHEC or the member desires to modify this contract, the modification must be in writing and signed by an authorized person of both parties in order for the modification to be enforceable.
- d. If any provision of the Terms and Conditions is deemed invalid by any court or administrative body having jurisdiction, such ruling shall not invalidate any other provision, and the remaining Terms and Conditions shall remain in full force and effect in accordance with their terms.
- e. The intent of NHEC in offering these programs is to help member business accounts save money on their electricity costs. The payback on your investment in energy saving measures has been calculated and estimated based on current electric rates and operating characteristics of the member's business.
- f. A waiver of any article or term in these Terms and Conditions by NHEC does not constitute a waiver of any other article or term and does not constitute a future waiver of the article or term that was originally waived.

By signing below, member agrees to the terms and conditions contained herein. Pursuant to a Commission order, member also agrees to forgo applying directly or indirectly for any ISO-NE capacity payments or environmental credits resulting from this energy efficiency project. This agreement is contingent upon continued approval and authorization by the Commission to recover said amounts from the System Benefits Charge.

Signature of Member

Date

Print Name

Print Organization Name

