



## Glencoe Light and Power Commission Business Customer Information – 2019

### Customer Information

Company Name: \_\_\_\_\_ Installation Date: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Email Address: \_\_\_\_\_

Installation Address: \_\_\_\_\_

Utility Account Number: \_\_\_\_\_ Facility Square Footage: \_\_\_\_\_

City: \_\_\_\_\_ State: MN Zip Code: \_\_\_\_\_

Facility Hours of Operation: \*If unsure of hours, select Building Use

\_\_\_\_\_ x \_\_\_\_\_ x \_\_\_\_\_ =   
Hours per Day                      Days per Week                      Weeks per Year                      Total

Building Use: \_\_\_\_\_  
(Retail, School, Office, Manufacturing, 24 Hour, Restaurant, Warehouse, Health, Other)

How did you hear about our incentive program? \_\_\_\_\_

### Vendor/Contractor Information

Company Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Email Address: \_\_\_\_\_ Phone: \_\_\_\_\_

Company Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

## To Apply for a Rebate

### 1. Determine Eligibility

### 2. Install Equipment:

- a) All projects with potential rebates above \$5,000 must be approved by the utility prior to the commencement of the project.
- b) Only new equipment qualifies for a rebate; old equipment must be removed and disposed of properly and must not be installed elsewhere.

### 3. Complete and sign the application

- a) Attach copies of all project invoices, including labor costs and ALL required documentation.

### 4. Submit completed application to:

**Glencoe Light and Power  
Commission**

305 11th Street East  
Glencoe, MN 55336  
Phone: (320) 864-5184  
Fax: (320) 864-4328

or

**Energy Management Solutions, Inc.**

PO Box 255  
Excelsior, MN 55331  
Phone: (855) 296-3669  
Fax: (952) 556-9171

### Certifications and Signature

I hereby certify that:

1. The information contained in this application is accurate and complete
2. All installation is complete and the unit(s) is operational prior to submitting final application
3. All rules of this incentive program have been followed
4. I have read and understand the terms and conditions included with this document
5. Any old equipment replaced has been properly disposed of or recycled in accordance with applicable State and Federal regulations. Replaced equipment must not be reused or sold for use in another location.

The customer agrees to verification of equipment installation which may include a site inspection by a program or utility representative. The customer understands that it is not allowed to receive more than one incentive from this program on any one piece of equipment. The customer agrees to indemnify, defend, hold harmless and release the utility from any claims, damages, liabilities, costs and expenses (including reasonable attorneys' fees) arising from or relating to the removal, disposal, installation, or operation of any equipment or related materials in connection with the programs described in this application, including any incidental, special, or consequential damages.

Please sign and complete all information in this application.

Printed Name: \_\_\_\_\_

Date: \_\_\_\_\_

Customer Signature: \_\_\_\_\_

**Energy Management Solutions, Inc.**  
**www.EMSenergy.com (952) 767-7450**





## Glencoe Light and Power Commission Business HVAC Rebates – 2019

Cooling Incentive Table & AHRI Rated Efficiency Requirements				
Code	Size Range BTUH	Size Range Tons	Minimum AHRI Efficiency	Incentive Rate
Packaged Terminal Air Conditioning and Heat Pumps (PTAC and PTHP)				
PT	All Sizes	All Sizes	See Below	\$45/ton
* PTAC and PTHP Minimum Efficiency (EER) calculation: $12.8 \text{ EER} - (.213 \times (\text{Cooling BTUH} \div 1000))$				Example for a
12,000 BTUH (1 ton) unit – Minimum Efficiency = $12.8 - (.213 \times 12,000 \div 1000) = 10.2$				
Unitary Air Cooled Split System Air Conditioning				
A	<65,000 (1 ph)	< 5.4	14.5 SEER	\$50/ton
B	<65,000 (3 ph)	< 5.4	12.0 EER	\$50/ton
C	65,000 – 135,000	5.4–11.3	11.0 EER	\$50/ton
D	136,000 – 240,000	11.4–20.0	10.8 EER	\$50/ton
E	241,000 – 760,000	20.1–63.3	9.8 EER	\$50/ton
F	> 760,000	> 63.3	9.5 EER	\$50/ton
Split System Air Source Heat Pumps				
G	<65,000 (1 ph)	<5.4	14.5 SEER	\$50/ton
H	<65,000 (3 ph)	<5.4	12.0 EER	\$50/ton
I	65,000 – 135,000	5.4–11.3	11.0 EER	\$60/ton
J	136,000 – 240,000	11.4–20.0	10.6 EER	\$65/ton
K	>240,000	> 20.0	9.5 EER	\$65/ton
Unitary Single Packaged Air Conditioning (Including Rooftop Units)				
L	<65,000 (1 ph)	< 5.4	14.0 SEER	\$50/ton
M	<65,000 (3 ph)	< 5.4	11.3 EER	\$50/ton
N	65,000 – 135,000	5.4–11.3	11.0 EER	\$60/ton
O	136,000 – 240,000	11.4–20.0	10.8 EER	\$65/ton
P	241,000 – 760,000	20.1–63.3	10.0 EER	\$50/ton
Q	> 760,000	> 63.3	9.8 EER	\$50/ton
Single Packaged Air Source Heat Pumps (Including Rooftop Units)				
R	<65,000 (1 ph)	<5.4	14.0 SEER	\$50/ton
S	<65,000 (3 ph)	<5.4	11.3 EER	\$50/ton
T	65,000 – 135,000	5.4–11.3	11.0 EER	\$55/ton
U	136,000 – 240,000	11.4–20.0	10.6 EER	\$65/ton
V	>240,000	> 20.0	9.5 EER	\$35/ton

Code	Size Range BTUH	Size Range Tons	Minimum AHRI Efficiency	Incentive Rate
<b>Geothermal Ground Source Heat Pumps (GSHP)</b>				
Closed Loop Water to Air GSHP	<135,000	< 11.3	14.1 EER and 3.3 COP	\$150/ton + \$25/ton/EER >14.1
Open Loop Water to Air GSHP	<135,000	< 11.3	16.2 EER and 3.6 COP	\$150/ton + \$25/ton/EER >16.2
Closed Loop Water to Water GSHP	<135,000	< 11.3	15.1 EER and 3.0 COP	\$150/ton + \$25/ton/EER >15.1
Open Loop Water to Water GSHP	<135,000	< 11.3	19.1 EER and 3.4 COP	\$150/ton + \$25/ton/EER >19.1
Direct Georexchange	<135,000	< 11.3	15.0 EER and 3.5 COP	\$150/ton + \$25/ton/EER >15.0
<b>Air Cooled Chillers</b>				
W	All Sizes	All Sizes	1.2 kW/Ton or 10.0 EER	\$40/ton
<b>Water Cooled Chillers</b>				
X		< 150 Ton	0.78 FL and 0.49 IPLV	\$15/ton
Y		150 – 300 Ton	0.63 FL and 0.44 IPLV	\$40/ton
Z		> 300 Ton	0.58 FL and 0.44 IPLV	\$30/ton
<b>ENERGY STAR® Window and Wall (Sleeve) AC Incentive Table</b>				
AA	< 14,000 Btu/hr	< 1.5 tons	ENERGY STAR®	\$35 each
BB	< 14,000 Btu/hr	< 1.5 tons	ENERGY STAR®	\$70 each
CC	< 14,000 Btu/hr	< 1.5 tons	ENERGY STAR®	\$35 each
DD	< 14,000 Btu/hr	< 1.5 tons	ENERGY STAR®	\$70 each
<b>Chilled Water Resets (Retrofit of Existing Equipment Only)</b>				
EE		0-100 tons	ENERGY STAR®	\$6.00/ton
FF		100-200 tons	ENERGY STAR®	\$5.00/ton
GG		200-300 tons	ENERGY STAR®	\$3.50/ton
HH		300-400 tons	ENERGY STAR®	\$2.50/ton
II		400-500 tons	ENERGY STAR®	\$2.00/ton
JJ		500-1,000 tons	ENERGY STAR®	\$1.00/ton
KK		1,000-2,000 tons	ENERGY STAR®	\$0.50/ton
LL		2,000-3,000 tons	ENERGY STAR®	\$0.35/ton
<b>Heat Pump Water Heaters (ENERGY STAR Qualified, Self-Contained, Residential Style Units Only)</b>				
All ENERGY STAR Qualified Residential Style			Energy Factor (EF) ≥ 2.0	\$300
<b>Mini Split/Ductless Air-Source Heat Pump</b>				
MM	Any Size	Any Size	16 SEER	200

<b>ECM in Residential Style Furnace / Air Handler / Fan Coil</b>
Incentive = \$150.00 Per Unit
<b>Guest Room Energy Management System</b>
Incentive = \$35.00 / Room PTAC, \$30.00 / Room PTHP
<b>Setback/Programmable Thermostat</b>
Incentive = \$50.00 Per Unit
<b>Window Film Incentive</b>
Incentive = \$2.00 / Square Foot

## General Rules:

- 1) The utility reserves the right to load manage (cycle on or off) customer equipment that qualifies for incentives under this program.
- 2) Units installed as backup or redundant systems are not eligible.

## PTAC, PTHP, Unitary and Split Systems, and Chillers

Make/Model	Code	Quantity	Tons	Incentive per Ton	EER	SEER	Total Rebate

### Required Attachments:

- 1) AHRI Certificate of Product Ratings for the equipment installed. This document can be provided by your contractor. If the certificate is not available, please include a manufacturer's spec sheet that clearly shows efficiency ratings at standard AHRI full load testing conditions.
- 2) Invoice clearly showing proof of purchase including date purchased, model numbers, horsepower and cost. If contractor installed, please include installation date, address and total project cost.

### Guidelines:

- 1) Installation of both the evaporator and condenser coil is required for all split systems including heat pumps.

## Geothermal Ground Source Heat Pump (GSHP)

Code	Make/ Model	Quantity	Tons*	Incentive per Ton	EER	COP	Total Rebate**
Closed Loop Water to Air GSHP				\$ 150.00			
Open Loop Water to Air GSHP				\$ 150.00			
Closed Loop Water to Water GSHP				\$ 150.00			
Open Loop Water to Water GSHP				\$ 150.00			
Direct Geoexchange				\$ 150.00			
Desuperheater				\$ 250.00			

\*Maximum size of 11.3 tons per ton

\*\* $(\text{Quantity} * \text{Tons} * \text{Incentive}) + (\text{EER} - \text{Base EER}) * (\text{Quantity} * \text{Tons} * \$25)$

### Required Attachments:

- 1) AHRI Certificate of Product Ratings for the equipment installed. If available, this document can be provided by your contractor. If the certificate is not available, please include a manufacturer's spec sheet that clearly shows efficiency ratings at standard AHRI full load testing conditions.
- 2) Invoice clearly showing proof of purchase including date purchased, model numbers, horsepower and cost. If contractor installed, please include installation date, address and total project cost.

## Mini Split/Ductless Air Source Heat Pump

Make/Model	Code	Quantity	Tons	Incentive per Unit	Minimum SEER	SEER	Total Rebate
				\$ 200.00	16		
				\$ 200.00	16		

Design Temperature: \_\_\_\_\_ Resulting Heat Load: \_\_\_\_\_

Equipment Heating Capacity: \_\_\_\_\_

**Required Attachments:**

- 1) AHRI Certificate of Product Ratings for the equipment installed. If available, this document can be provided by your contractor. If the certificate is not available, please include a manufacturer's spec sheet that clearly shows efficiency ratings at
- 2) Copy of heat load calculation clearly delineating: a) design temperature used for analysis, b) resulting heat load, and c) equipment heating capacity required for the building. (This document can be provided for your contractor.)
- 3) Invoice clearly showing proof of purchase including model numbers, date of installation, installation address, total project cost, and stating that a desuperheater is present if applicable.

**Guidelines:**

- 1) Incentives are for units smaller than 11.3 tons. Larger units can be assessed on a case-by-case basis.
- 2) Desuperheater incentives are only applicable to new installations.
- 3) Closed Loop Max. Incentive = \$15,000; Open Loop Max Incentive = \$7,500; Larger incentive payments may be allowed under the Custom Program. If incentive is projected to exceed \$10,000, written pre-approval from the utility is required.

## New Residential Style Furnace/Air Handler/Fan Coil ECM

Code	AHRI/GAMA Number	Incentive per Motor	Quantity	Total Rebate
Furnace with ECM		\$ 50.00		
Air Handler/Fan Coil with ECM		\$ 50.00		

Manufacturer: \_\_\_\_\_ Model: \_\_\_\_\_

**Required Attachments:**

- 1) Proof of ECM
  - a) Furnace with ECM - AHRI/GAMA Certificate of Product Ratings for the furnace that clearly indicates ECM
  - b) Air Handler/Fan Coil - Spec sheet or other manufacturer document clearly stating a factory installed ECM
- 2) Invoice showing proof of purchase including model number, date of install, address, total cost, and ECM

## Energy Star Window and Wall (Sleeve) Air Conditioner

Make/Model	Code	Quantity	Btuh	Incentive per Unit	Energy Star (Y/N)	Total Rebate

**Required Attachments:**

- 1) Invoice showing proof of purchase including quantities, model number, date of purchase, and total project cost.
- 2) Proof of Energy Star Certification

## Heat Pump Water Heater

Make/Model	Tank Size (gal)	Quantity	Rated EF (> 2.0)	Incentive per Unit	Energy Star (Y/N)	Total Rebate
				\$ 300.00		
				\$ 300.00		
				\$ 300.00		

**Required Attachments:**

- 1) Manufacturer's specification sheet with model number & energy factor (EF) or coefficient of performance (COP)
- 2) Invoice showing proof of purchase including model numbers, date of installation, address, and project cost.
- 3) Proof of Energy Star Certification

## Setback/Programmable Thermostat

Make/Model	Quantity	Rated EF (> 2.0)	Incentive per Unit	New Construction (Y/N)	Total Rebate
			\$ 50.00		
			\$ 50.00		
			\$ 50.00		

**Required Attachments:**

- 1) Manufacturer's specification sheet with model number & energy factor (EF) or coefficient of performance (COP)
- 2) Invoice clearly showing proof of purchase including model numbers, date of installation, installation address, and total project cost.

**Guidelines:**

- 1) Retrofit or replacement only. Programmable thermostats used for New Construction do not qualify.
- 2) Thermostats shall have a program memory retention capability or battery back-up (minimum 2 days) with warning indicator
- 3) Thermostats shall be capable of automatic variation of the start of daily warm-up time depending on indoor and outdoor temperature variations.
- 4) Thermostats shall have a default energy saving program that is capable of maintaining two separate programs and four or more temperature settings for each day.

## Guest Room Energy Management Systems

Existing Heating/Cooling	Make/Model	Incentive per Unit	Number of Guest Rooms Controlled	Total Rebate
PTAC with Electric Resistive Heat		\$ 35.00		
PTHP Heat Pump Unit		\$ 30.00		

### Required

- 1) Manufacturer's specification sheet showing make, model number, and required features.
- 2) Invoice clearly showing proof of purchase including quantity of rooms controlled, model numbers, date of installation, installation address, and total project cost.

### Guidelines:

- 1) Incentive is offered only for occupancy based guest room management systems in lodging facilities.
- 2) Heating and cooling must be based on occupancy determined by key activation or sensing of either motion or body heat.
- 3) Only systems controlling PTACs (packaged terminal air conditioners) with electric resistive heat or PTHPs (packaged terminal heat pumps) qualify for this incentive. Systems controlling other sources of heating or cooling may be eligible under the Custom Incentive Program.

## Chilled Water Reset

Make/Model	Code	Tonnage	Incentive per Ton	Total Rebate

### Required Attachments:

- 1) Manufacturer's specification sheet showing make, model number required features.
- 2) Invoice clearly showing proof of purchase including model numbers, date of installation, installation address, and total project cost.

### Guidelines:

- 1) Chilled water resets are for retrofit installations on existing equipment only. Chilled water resets on newly installed or replacement chillers do not qualify.
- 2) Controls must be installed that vary the chilled water supply temperature based on outdoor air temperature, chiller return water temperature, or percentage cooling load.
- 3) Incentive is based on type of chiller and tons of refrigeration capacity for the chiller plant.
- 4) The purchase of new controls is required, in lieu of a setting change. Controls must be installed on an existing constant volume chilled water system. Variable flow systems and new construction projects do not qualify. Note that other chilled water reset projects on existing equipment may qualify for custom incentives.



## Tinted Window Film

Make/Model	Square Footage	Incentive per Square Foot	Total Rebate
		\$ 2.00	
		\$ 2.00	
		\$ 2.00	

**Required Attachments:**

- 1) Manufacturer’s specification sheet showing make, model number, and shading or solar heat gain coefficient.
- 2) Invoice clearly showing proof of purchase including quantity model numbers, date of installation, installation address, and total project cost.

**Guidelines:**

- 1) Incentive applies to window film applied to existing windows only.
- 2) Film must have a shading coefficient of 0.45 or less, or solar heat gain coefficient of film
- 3) Only south, east, and west facing windows are eligible for the incentive.

<b>Total Rebates:</b>	
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