



PRESCRIPTIVE BUSINESS SOLUTIONS TECHNICAL SHEET

Washington Gas Business Energy Solutions: Maryland

GENERAL INFORMATION

Program Offer

Washington Gas offers incentives to help commercial, industrial, governmental, institutional, and nonprofit customers offset the upfront cost of energy efficient facility improvements. This Technical Sheet describes the Prescriptive Business Solutions program's eligibility requirements and incentives for the purchase and installation of energy efficient gas equipment and other measures in existing and newly constructed buildings.

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

Service Providers must register with the program prior to submitting incentive applications. To register, submit an online [Service Provider application](#) and wait to be notified of approval. Installation contractors must also [register online](#).

Eligible Participants

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

- Are non-residential, commercial, industrial, government, institutional or nonprofit Washington Gas customers within the Maryland service territory
- Have an existing facility or be a new construction or major renovation project

Eligible Equipment

All installed equipment must be new and meet all designated requirements. Used equipment or equipment not meeting program and/or technical requirements is not eligible for incentives. Existing equipment must be removed and may not be reinstalled within the Washington Gas service territory or anywhere in the State of Maryland. If the equipment does not fall within the input rating parameters listed on the Prescriptive Business Solutions Technical Sheet, it may qualify for incentives through the Custom Business Solutions Program. Please contact the program for more information at 1-833-286-0860 or WashGasBusiness@icf.com.

Terms and Conditions

Click [here](#) to review the program Terms and Conditions. Customer-signed Terms and Conditions is required for all projects and must be submitted with the application in order to receive pre-approval.

INSTRUCTIONS

How to Apply

1. Verify that your project meets all eligibility requirements as outlined in this Technical Sheet. Contact us with any eligibility-related questions at 1-833-286-0860 or WashGasBusiness@icf.com.
2. Complete and submit your application online through the [Application Center](#). Review the [Application Center Instructions](#) for submitting online applications. The following information and supporting documentation is required:
 - Washington Gas account number (Enter 0000000000 if the facility has not established a Washington Gas account number yet. Prior to payment being issued, you must submit an updated Washington Gas account number.)
 - Customer-signed Terms and Conditions
 - Manufacturer specification sheets for all proposed measures
 - Additional supporting documentation depending on equipment type (such as ENERGY STAR® certified products list screenshots or AHRI certificates) is recommended
3. Provide additional documentation if requested by the program. A pre-installation site inspection may be required as part of the pre-approval process.
4. Upon receipt of program pre-approval, the customer may begin project installation. The pre-approval offer is valid for 6 months for existing building projects and 12 months for new construction projects.

INSTRUCTIONS (continued)

How to Apply

5. Submit written notification to Washington Gas immediately if there are any changes to the scope of work, as this may require additional pre-approval.
6. Once the installation of all proposed equipment is complete and the Washington Gas customer is satisfied with the equipment and installation, the applicant must enter all required information and upload all required final project documentation to the online Application Center, including:
 - Installation date
 - Equipment serial numbers
 - Customer-signed pre-approval letter
 - Final detailed invoice(s). The invoice must indicate the date of purchase, project location address, full model numbers of equipment installed at the project site and installed equipment quantity.
 - Photos of the equipment, including the model number and serial number (optional)
7. A post-installation inspection may be required to verify compliance with program requirements, accuracy of project documentation, and equipment operation.
8. The program distributes the incentive check to the payee following final approval processing. The incentive check should be received within 6-8 weeks.

REFERENCE

AFUE - Annual Fuel Utilization Efficiency is a measure of how efficiently your furnace can utilize its fuel.

EC - Efficiency of Combustion is a measure of the boiler output versus the input at steady state conditions.

MBH - 1,000 Btu per hour.

PSIG - Pounds per Square Inch Gauge is measured by a gauge or other pressure measurement device.

TE - Thermal Efficiency is a measure of the boiler output versus the input at steady state conditions.

UEF - Uniform Energy Factor is a measure based on the amount of hot water produced per unit of fuel consumed in a typical day.

MF - Multifamily.

MEASURES AND INCENTIVES

Commercial Space Heating Eligibility Requirements

Furnace

This measure is for the purchase and installation of a new high-efficiency gas furnace with an electronically commutated fan motor (ECM).

Infrared Heater

This measure is for the purchase and installation of a new natural gas-fired low-intensity infrared heater with an electric ignition that uses non-conditioned air for combustion.

Wi-Fi Enabled Thermostat

This measure is for the purchase and installation of a new Wi-Fi enabled “smart” thermostat replacing a manually operated or conventional programmable thermostat. The thermostat must be installed on a single zone system with natural gas heating. The thermostat must replace a manually-controlled temperature control thermostat with one that has the capability to adjust temperature setpoints according to a schedule without manual intervention. This measure is limited to small businesses including small office, retail – strip mall, restaurants, small manufacturing, religious facilities, and convenience stores.

Commercial Space Heating Measures

Measure/Product	Input Rating	Efficiency	Incentive	Application Center Equipment Guide	
				Product Type	Category
Large Furnace	≥ 225 and ≤ 500 MBH	≥ 95% AFUE	\$2.00/MBH	Standard Equipment	Commercial Space Heating
Small Furnace Tier 1	< 225 MBH	≥ 92% AFUE	\$1.25/MBH		
Small Furnace Tier 2	< 225 MBH	> 95% AFUE	\$2.25/MBH		
Infrared Heater	≤ 500 MBH	N/A	\$1.00/MBH		
Wi-Fi Enabled Thermostat*	N/A	N/A	\$100/unit		

*Serial number is not required to be submitted with the post-installation documentation for this equipment type.

Application Examples

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

Proposed Equipment: Furnace, 350 MBH, 96% AFUE
Applicable Measure: Large Furnace
Incentive: \$700

MEASURES AND INCENTIVES

Commercial Water Heating Eligibility Requirements

Storage Water Heater

This measure is for the purchase and installation of a new high-efficiency gas storage water heater.

Tankless Water Heater

This measure is for the purchase and installation of a new high-efficiency gas tankless water heater.

Volumetric Water Heater

This measure is for the purchase and installation of a new high-efficiency gas volumetric water heater.

New - Hybrid Water Heater

This measure is for the purchase and installation of a new high-efficiency commercial hybrid tankless water heater.

New - Multifamily Central Domestic Hot Water Plants

This measure is for the purchase and installation of multifamily central domestic hot water (DHW) plants with thermal efficiency greater than or equal to 88%. This measure is applicable to any combination of boilers and storage tanks provided the thermal efficiency of the boiler(s) is greater than 88%. Plants providing other than solely DHW are not applicable to this measure.

New - Controls for Central Domestic Hot Water (CDHW)

This measure is for the purchase and installation of demand control recirculation pumps, which reduce inefficiency by combining control via temperature and demand inputs, whereby the controller will not activate the recirculation pump unless (a) the recirculation loop return water has dropped below a prescribed temperature (e.g., 100°F), and (b) demand is sensed as water flow through the CDHW system. Three types of controls technologies qualify:

- Timer-Based: allows the user to program a schedule to perform recirculation during specific windows throughout the day.
- Aquastat-Controlled: calls for recirculation when water temperature in the system falls below a pre-programmed setpoint.
- On-Demand: senses demand as water flows through the CDHW system (most adequate on small CDHW systems).

Commercial Water Heating Measures

Measure/Product	Input Rating	Efficiency	Incentive	Application Center Equipment Guide	
				Product Type	Category
Large Storage Water Heater	> 75 MBH	≥ 94% TE	\$700/unit	Standard Equipment	Commercial Water Heating
Small Storage Water Heater	≤ 75 MBH	≥ 0.66 UEF	\$400/unit		
Large Tankless Water Heater	> 200 MBH	≥ 86% TE	\$700/unit		
Small Tankless Water Heater	≤ 200 MBH	≥ 0.82 UEF	\$425/unit		
Volumetric Water Heater	≤ 1,000 MBH	≥ 86% TE	\$0.75/MBH		
Hybrid Water Heater	< 400 MBH	≥ 94% TE	\$650/unit		
Multifamily Central Domestic Hot Water Plants	≥ 300 and ≤ 3,000 MBH	≥ 88% TE	\$4.00/MBH		
Controls for Central Domestic Hot Water	N/A	N/A	\$750/unit		

Application Examples

<p>Proposed Equipment: Volumetric Water Heater, 500 MBH Applicable Measure: Volumetric Water Heater Incentive: \$375</p>	<p>Proposed Equipment: MF Central Domestic Hot Water Plants, 1,000 MBH Applicable Measure: MF Central Domestic Hot Water Plants Incentive: \$4,000</p>
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MEASURES AND INCENTIVES

Commercial Boilers Eligibility Requirements

Boiler

This measure is for the purchase and installation of a new high-efficiency gas hot water boiler or steam boiler.

Cut Out Control

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

High Pressure Steam Trap

This measure is for the repair or replacement of faulty high-pressure steam traps that are allowing excess steam to escape. The measure is for industrial applications with a minimum medium steam pressure of ≥ 75 PSIG at the steam trap. To qualify for an incentive, the existing steam trap must be faulty (allowing excess steam to escape). Documentation identifying faulty steam traps (which may include the steam trap audit report) is required and should be uploaded with the online application.

Medium Pressure Steam Trap

This measure is for the repair or replacement of faulty medium-pressure steam traps that are allowing excess steam to escape. The measure is for industrial applications with a minimum medium steam pressure of 15 - 75 PSIG at the steam trap. To qualify for an incentive, the existing steam trap must be faulty (allowing excess steam to escape). Documentation identifying faulty steam traps (which may include the steam trap audit report) is required and should be uploaded with the online application.

Outdoor Air Reset

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

New - Linkageless Boiler Controls for Space Heating

This measure is for the purchase and installation of a non-residential boiler providing space heating with single point positioning combustion control. To qualify, the boiler burner must have a linkageless control system allowing the combustion air damper position to be adjusted and set for optimal efficiency at several firing rates throughout the burner's firing range. This requires the fuel valve and combustion air damper to each be powered by a separate actuator. An alternative to the combustion air damper is a Variable Speed Drive on the combustion air fan.

Commercial Boilers Measures

Measure/Product	Input Rating	Efficiency	Incentive	Application Center Equipment Guide	
				Product Type	Category
Large Boiler	≥ 300 and $\leq 5,000$ MBH	$\geq 94\%$ TE	\$4.00/MBH	Standard Equipment	Commercial Boilers
Small Boiler Tier 1	< 300 MBH	$\geq 90\%$ AFUE	\$2.50/MBH		
Small Boiler Tier 2	< 300 MBH	$> 92\%$ AFUE	\$3.00/MBH		
Boiler Cut Out Control*	$\leq 2,500$ MBH	N/A	\$0.25/MBH		
High Pressure Steam Trap*	N/A	≥ 75 PSIG, Tested	\$300/unit		
Medium Pressure Steam Trap*	N/A	≥ 15 PSIG, Tested	\$180/unit		
Outdoor Air Reset*	$\leq 1,000$ MBH	N/A	\$0.25/MBH		
Linkageless Boiler Controls for Space Heating	N/A	N/A	\$2,000/unit		

*Serial number is not required to be submitted with the post-installation documentation for this equipment type.

Application Examples

Proposed Equipment: Boiler, 200 MBH, 90% AFUE
Applicable Measure: Small Boiler Tier 1
Incentive: \$500

Proposed Equipment: Boiler Cut Out Control, 2,500 MBH
Applicable Measure: Boiler Cut Out Control
Incentive: \$625

MEASURES AND INCENTIVES

Commercial Food Service Eligibility Requirements

Combination Oven

This measure is for the purchase and installation of a new ENERGY STAR certified half-size or full-size gas combination oven.

Convection Oven

This measure is for the purchase and installation of a new ENERGY STAR certified gas convection oven.

Conveyor Oven

This measure is for the purchase and installation of a new ENERGY STAR certified gas conveyor oven with a conveyor width greater than 25 inches.

Rack Oven

This measure is for the purchase and installation of a new ENERGY STAR certified single or double rack gas-fired rack oven.

Rotisserie Oven

This measure is for the purchase and installation of a new ENERGY STAR certified high-efficiency gas-fired rotisserie oven utilizing infrared burners.

Gas Fryer

This measure is for the purchase and installation of a new ENERGY STAR certified standard-size or large vat fryer.

Gas Griddle

This measure is for the purchase and installation of a new ENERGY STAR certified single or double gas griddle.

Gas Steam Cooker

This measure is for the purchase and installation of a new ENERGY STAR certified gas steam cooker.

Commercial Dishwasher

This measure is for the purchase and installation of a new ENERGY STAR certified commercial dishwasher.

Broiler

This measure is for the purchase and installation of a new ENERGY STAR certified gas-fired high-efficiency upright or salamander broiler utilizing infrared burners.

Kitchen Demand Ventilation Controls

This measure is for the purchase and installation of commercial kitchen demand ventilation controls using sensors to increase or decrease ventilation rates. To qualify, the installed equipment must be a control system that adjusts kitchen ventilation fan speeds (exhaust and/or makeup air fans) based on the energy and effluent output from cooking appliances (i.e., the more heat and smoke/vapors generated, the more ventilation provided). The equipment installed must include a new temperature sensor in the hood exhaust collar, and/or an optic sensor on the end of the hood, to automatically adjust fan speeds to meet ventilation demand.

Spray Rinse Valve

This measure is for the purchase and installation of a new EPA WaterSense® certified spray rinse valve that uses a spray of water to remove food waste from dishes prior to cleaning in a dishwasher. The water used by the spray rinse valve must be heated using natural gas.

Commercial Food Service Measures

Measure/Product	Size	Efficiency	Incentive	Application Center Equipment Guide	
				Product Type	Category
Combination Oven	Half Size	ENERGY STAR Certified	\$1,200/unit	Standard Equipment	Commercial Food Service
	Full Size		\$2,200/unit		
Convection Oven	N/A	ENERGY STAR Certified	\$1,000/unit		
Conveyor Oven	N/A	ENERGY STAR Certified	\$1,500/unit		
Rack Oven	Single	ENERGY STAR Certified	\$3,000/unit		
	Double	ENERGY STAR Certified	\$4,000/unit		
Rotisserie Oven	N/A	ENERGY STAR Certified	\$525/unit		

MEASURES AND INCENTIVES

Commercial Food Service Measures (Continued)

Measure/Product	Size	Efficiency	Incentive	Application Center Equipment Guide	
				Product Type	Category
Gas Fryer	Standard Vat	ENERGY STAR Certified	\$1,500/unit	Standard Equipment	Commercial Food Service
	Large Vat		\$1,500/unit		
Gas Griddle	Single	ENERGY STAR Certified	\$750/unit		
	Double		\$1,250/unit		
Gas Steam Cooker	≤ 6 pans	ENERGY STAR Certified	\$750/unit		
	> 6 pans		\$1,000/unit		
Commercial Dishwasher	N/A	ENERGY STAR Certified	\$600/unit		
Broiler	N/A	ENERGY STAR Certified	\$500/unit		
Kitchen Demand Ventilation Controls (1-15 controls)*	≤ 7.5 HP	N/A	\$200/hp of motor		
Spray Rinse Valve*	N/A	EPA WaterSense Certified	\$30/unit		

*Serial number is not required to be submitted with the post-installation documentation for this equipment type.

Appliance Eligibility Requirements

<p>Gas Modulating Valve This measure is for the purchase and installation of a two-stage modulating gas valve retrofit kit on a standard 30-250 pound capacity commercial non-modulating gas dryer.</p>
<p>Residential Gas Dryer Installed in a Commercial Facility This measure is for the purchase and installation of a new residential gas clothes dryer meeting ENERGY STAR certification requirements in a commercially-metered facility, such as a multifamily property.</p>
<p>Residential Clothes Washer Installed in a Commercial Facility This measure is for the purchase and installation of a new residential clothes washer meeting ENERGY STAR certification requirements in a commercially-metered facility, such as a multifamily property.</p>
<p>Residential Dishwasher Installed in a Commercial Facility This measure is for the purchase and installation of a new residential dishwasher meeting ENERGY STAR certification requirements in a commercially-metered facility, such as a multifamily property.</p>
<p>Gas-Fired Pool Heater This measure is for the purchase and installation of a high-efficiency gas-fired pool heater.</p>
<p>New - Ozone Laundry This measure is for the purchase and installation of a new ozone laundry system added to a new or existing commercial washing machine using hot water heated by natural gas. The ozone laundry system must transfer ozone into the water through venturi injection or bubble diffusion. For laundromats, the ozone laundry system must be connected to both the hot and cold water inlets of the clothes washing machine. This incentive only applies to the following facilities with on-premise laundry operations: Laundromats, Hotels/Motels, Fitness and Recreational Sports Centers, Healthcare (excluding hospitals), and Assisted Living facilities.</p>

MEASURES AND INCENTIVES

Appliance Measures

Measure/Product	Size	Efficiency	Incentive	Application Center Equipment Guide	
				Product Type	Category
Gas Modulating Valve	N/A	N/A	\$800/unit	Standard Equipment	Appliances
Residential Gas Dryer	N/A	ENERGY STAR Certified	\$100/unit		
Residential Clothes Washer	N/A	ENERGY STAR Certified	\$35/unit		
Residential Dishwasher	N/A	ENERGY STAR Certified	\$100/unit		
Gas-Fired Pool Heater	N/A	≥ 84% TE	\$800/unit		
Ozone Laundry: Laundromats	Actual Lbs-Capacity	N/A	\$15/lb-capacity		
Ozone Laundry: Hotel/Motel, Fitness/Recreation, Healthcare, or Assisted Living	≤ 254.38 Lbs-Capacity	N/A	\$15/lb-capacity		

HVAC Tune-up Eligibility Requirements

Pipe Wrap

This measure is for the purchase and installation of pipe wrap insulation to a length of bare pipe. Indoor piping must be wrapped with insulation at least 1" thick, and outdoor piping must be wrapped with insulation at least 2" thick and include an all-weather protective jacket. Minimum qualifying pipe diameter is 1." Insulation must be continuous and contiguous over fittings that directly connect to straight pipe, including elbows and tees.

Water Heater Wrap

This measure is for the purchase and installation of tank insulation to an uninsulated, heated material storage tank. Indoor tanks must have at least 1" thick of insulation and outdoor tanks must have at least 2" thick of insulation and include an all-weather protective jacket.

Water Heater Temperature Setback

This measure is for the purchase and installation of a setback control for the domestic hot water supply temperature during the unoccupied hours of the building. Control must be added to an existing water heater.

New - Small Business Furnace and Rooftop Unit Tune-Up

This measure is for performing a tune up to inspect/clean/adjust a commercial furnace and/or rooftop unit for correct and efficient operation, thereby improving the unit's seasonal heating efficiency. To qualify, the furnace/rooftop unit must not have had a tune-up in the past 3 years, and the facility or building serviced by the unit must be less than 75,000 square feet in area.

HVAC Tune-up Measures

Measure/Product	Insulation Thickness	Technical Requirement	Incentive	Application Center Equipment Guide	
				Product Type	Category
Pipe Wrap	≥ 1"– 2"	1" of insulation for indoor pipes	\$3.00/foot	Standard Equipment	HVAC Tune-up
	> 2"– 4"	2" of insulation for outdoor pipes	\$5.00/foot		
Water Heater Wrap	N/A	1" of insulation for indoor tanks 2" of insulation for outdoor tanks	\$60		
Water Heater Temperature Setback	N/A	N/A	\$20		
Small Business Furnace and Rooftop Unit Tune-Up*	N/A	> 50 and < 500 MBH	\$140/tune up		

*Refer to the Small Business Furnace and Rooftop Unit Tune-Up Technical Sheet and Checklist for details and required steps.

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



EmPOWER Maryland programs are funded by a charge on your energy bill. EmPOWER programs can help you reduce your energy consumption and save you money. Click [here](#) to learn more about EmPOWER Maryland.

