



TECHNICAL SHEET

Washington Gas Business Energy Solutions: Virginia

GENERAL INFORMATION

Program Offer

Washington Gas offers incentives to help commercial, industrial, government, institutional and non-profit customers offset the upfront costs for energy-efficient improvements. The Business Energy Solutions Technical Sheet covers eligibility requirements and incentives for the purchase and installation of energy-efficient measures such as boilers, water heaters, furnaces, programmable thermostats and commercial kitchen equipment in existing buildings and in new construction projects.

All projects require pre-approval. 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 for approval. Installation contractors must also register online.

Eligible Participants

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

- Are a nonresidential (e.g., commercial, industrial, governmental, institutional, or non-profit) Washington Gas customer within the Virginia service territory on rate schedules 2, 2A, 3, and 3A – defined as Commercial and Industrial customers using less than 30,000 therms/month
- Have an existing facility or be a new construction or major renovation project

Eligible Equipment

All 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 Virginia. Please contact the program for more information.

Terms and Conditions

Click [here](#) to review the Program Terms and Conditions. Customer-signed Terms and Conditions must be submitted with the application in order to receive pre-approval.

INSTRUCTIONS

How to Apply

1. Verify that your project meets eligibility requirements as outlined in this Technical Sheet. Contact us with any questions about eligibility at 1-833-286-0860.
2. Complete and submit your application online through the [Application Center](#). 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
3. The Program reviews submitted documentation and may request additional documentation if necessary. A pre-installation site inspection may be required as part of the pre-approval process.
4. The Program emails pre-approval to the customer and Service Provider. Upon receipt of pre-approval, the customer may begin project installation. The pre-approval offer is valid for 6 months for Existing Business projects and 12 months for New Business 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 customer must sign the program pre-approval letter. The customer-signed pre-approval letter must be uploaded to the online Application Center along with the 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. Equipment serial numbers must also be entered into the application.
7. The Program performs a final review and may require a post-installation inspection to verify compliance with program rules, 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.

MEASURES AND INCENTIVES

Commercial Water and Space Heating Eligibility Requirements

Furnace

This measure relates to the installation of a high-efficiency gas furnace with an electronically commutated fan motor (ECM) in the place of a standard efficiency gas furnace.

Infrared Heater

This measure applies to natural gas-fired low-intensity infrared heaters with an electric ignition that uses non-conditioned air for combustion. New equipment must replace an existing natural gas heater.

Storage Water Heater

This measure involves installing a new high-efficiency gas water heater in place of a new standard efficiency gas water heater.

Tankless Water Heater

This measure involves installing a new high-efficiency gas water heater in place of a new standard efficiency gas water heater.

Smart Thermostat

This measure involves the replacement of a manually operated or conventional programmable thermostat with a new Programmable Thermostat that is accessible through Wi-Fi. The thermostat must be installed on a single zone system with natural gas heating. The thermostat must replace a manual-only 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 Water and Space Heating Measures

Measure/Product	Input Rating	Efficiency	Incentive	Application Center Equipment Guide	
				Product Type	Category
Large Furnace Tier 1	≥ 225 MBH	92-95% AFUE	\$2.25/MBH	Standard Equipment	Commercial Space Heating
Large Furnace Tier 2	≥ 225 MBH	95.1-98% AFUE	\$2.75/MBH		
Small Furnace Tier 1	< 225 MBH	92-95% AFUE	\$2.50/MBH		
Small Furnace Tier 2	< 225 MBH	95.1-98% AFUE	\$3.00/MBH		
Infrared Heater	N/A	N/A	\$2.50/MBH		
Smart Thermostat	N/A	ENERGY STAR	\$75/unit		
Large Storage Water Heater	> 75 MBH	≥ 94% TE	\$650/unit		Commercial Water Heating
Small Storage Water Heater	N/A	≥ 0.64 UEF	\$100/unit		
Large Tankless Water Heater	> 200 MBH	≥ 86% TE	\$650/unit		
Small Tankless Water Heater	N/A	≥ 0.82 UEF	\$300/unit		

Application Examples

Proposed Equipment: Infrared Heater, 100 MBH
Applicable Measure: Infrared Heater
Incentive: \$250

Proposed Equipment: Furnace, 250 MBH, 96% TE
Applicable Measure: Large Furnace Tier 2
Incentive: \$687.50

MEASURES AND INCENTIVES

Commercial Food Service Eligibility Requirements

Combination Oven

This measure applies to gas combination ovens with a minimum efficiency of 56% in convection mode and 41% in steam mode.

Convection Oven

This measure applies to gas convection ovens with a minimum efficiency of 46%.

Rack Oven

This measure applies to new natural gas-fired high-efficiency rack ovens – double ovens installed in a commercial kitchen. To qualify for this measure, the installed equipment must have a baking efficiency $\geq 50\%$.

Gas Fryer

This measure applies to both standard sized fryers and large vat fryers with a minimum efficiency of 50%.

Gas Griddle

This measure applies to gas griddles with a minimum efficiency of 38%.

Gas Steam Cooker

This measure applies to gas steam cookers with a minimum efficiency of 38%.

Pre-Rinse Spray Valve

This measure applies to spray rinse valves that use a spray of water to remove food waste from dishes prior to cleaning in a dishwasher. The installed equipment must be a pre-rinse spray valve with a flow rate of 1.1 gallons per minute and with a cleanability performance of 26 seconds per plate or less. The water used by the spray rinse valve must be heated with natural gas.

Commercial Food Service Measures

Measure/Product	Efficiency	Incentive	Application Center Equipment Guide	
			Product Type	Category
Combination Oven	ENERGY STAR, or $\geq 56\%$ Efficient in Convection Mode and $\geq 41\%$ Efficient in Steam Mode	\$2,200/unit	Standard Equipment	Commercial Food Service
Convection Oven	ENERGY STAR, or $\geq 46\%$ Efficient	\$400/unit		
Rack Oven	ENERGY STAR, or $\geq 48\%$ Efficient	\$3,000/unit		
Gas Fryer	ENERGY STAR, or $\geq 50\%$ Efficient	\$400/unit		
Gas Griddle	ENERGY STAR, or $\geq 38\%$ Efficient	\$300/unit		
Gas Steam Cooker	ENERGY STAR, or $\geq 38\%$ Efficient	\$300/unit		
Pre-Rinse Spray Valve	1.1 GPM	\$30/unit		

MEASURES AND INCENTIVES

Commercial Boilers Eligibility Requirements

Boiler
This measure relates to the installation of a high efficiency gas hot water boiler in the place of a standard efficiency gas boiler.

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.

Commercial Boilers Measures

Measure/Product	Capacity	Efficiency	Incentive	Application Center Equipment Guide	
				Product Type	Category
Small Boiler Tier 1	< 300 MBH	$\geq 90\%$ AFUE	\$4.00/MBH	Standard Equipment	Commercial Boilers
Small Boiler Tier 2	< 300 MBH	$\geq 92\%$ AFUE	\$5.50/MBH		
Large Boiler Tier 1	≥ 300 MBH	$\geq 90\%$ TE	\$2.50/MBH		
Large Boiler Tier 2	≥ 300 MBH	$\geq 92\%$ TE	\$3.00/MBH		
High Pressure Steam Trap	N/A	≥ 75 PSIG, Tested	\$300/unit		
Medium Pressure Steam Trap	N/A	≥ 30 PSIG, Tested	\$250/unit		
Medium Pressure Steam Trap	N/A	≥ 15 PSIG, Tested	\$200/unit		

Application Examples

Proposed Equipment: Boiler, 200 MBH, 90% AFUE Applicable Measure: Small Boiler Tier 1 Incentive: \$800	Proposed Equipment: Steam Trap 80 PSIG Applicable Measure: High Pressure Steam Trap Incentive: \$300
---	---

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

Virginia energy saving program offerings are funded by the Virginia Conservation and Ratemaking Efficiency (CARE) Plan.