



# EXISTING BUSINESS AND NEW BUSINESS CONSTRUCTION TECHNICAL SHEET

## Washington Gas Maryland Energy Savings Program

### 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 Existing Business and New Business Construction 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.

**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 rebate 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 non-residential, commercial, industrial, government, institutional or non-profit Washington Gas customers within the Maryland service territory
- 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 Maryland. If the equipment does not fall within the input rating parameters listed on the Existing Business and New Business Construction Technical Sheet, it may qualify for incentives through the Custom Business Solutions Program. 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](#). 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
  - Additional supporting documentation depending on equipment type (such as ENERGY STAR® list screenshots or AHRI certificate) 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 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 applicant must enter 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 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.

#### Wi-Fi Enabled 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.

#### Storage Water Heater

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

#### Tankless Water Heater

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

#### Volumetric Water Heater

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

### Commercial Water and Space Heating Measures

Measure/Product	Input Rating	Efficiency	Incentive	Application Center Equipment Guide	
				Product Type	Category
Large Furnace Tier 1	≥ 300 and ≤ 500 MBH	≥ 92% TE	\$2.25/MBH	Standard Equipment	Commercial Space Heating
Large Furnace Tier 2	≥ 300 and ≤ 500 MBH	> 95% TE	\$2.75/MBH		
Small Furnace Tier 1	< 300 MBH	≥ 92% AFUE	\$2.50/MBH		
Small Furnace Tier 2	< 300 MBH	> 95% AFUE	\$3.00/MBH		
Infrared Heater	≤ 500 MBH	N/A	\$2.50/MBH		
Wi-Fi Enabled Thermostat*	N/A	N/A	\$100/unit		
Large Storage Water Heater	> 75 MBH	≥ 94% TE	\$650/unit		Commercial Water Heating
Small Storage Water Heater	≤ 75 MBH	≥ 0.66 UEF	\$400/unit		
Large Tankless Water Heater	> 200 MBH	≥ 86% TE	\$650/unit		
Small Tankless Water Heater	≤ 200 MBH	≥ 0.82 UEF	\$400/unit		
Volumetric Water Heater	≤ 1,000 MBH	≥ 86% TE	\$1.00/MBH		

\*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:** \$250

**Proposed Equipment:** Furnace, 350 MBH, 96% TE  
**Applicable Measure:** Large Furnace Tier 2  
**Incentive:** \$962.50

## MEASURES AND INCENTIVES

### Commercial Boilers Eligibility Requirements

#### Boiler

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

#### Cut Out Control

This measure involves the purchase and installation of boiler lockout controls for a non-residential boiler that does not currently have such controls installed. 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 high pressure faulty steam traps that are allowing excess steam to escape and thereby increasing steam generation. The measure is applicable to industrial applications with a minimum medium steam pressure of  $\geq 75$  PSIG at the steam trap. To qualify for an incentive, the existing steam trap must be leaking.

#### Medium Pressure Steam Trap

This measure is for the repair or replacement of medium pressure faulty steam traps that are allowing excess steam to escape and thereby increasing steam generation. The measure is applicable to 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 leaking.

#### Steam Boiler Trap Repair/Replace

This measure is for the repair or replacement of faulty boiler steam traps that are allowing excess steam to escape and thereby increasing steam generation. The measure is applicable to industrial applications with a minimum medium steam pressure of  $\geq 250$  PSIG at the steam trap. To qualify for an incentive, the existing steam trap must be leaking.

#### Outdoor Air Reset

This measure involves the purchase and installation of boiler reset controls for a non-residential boiler that does not currently have such controls installed. Reset controls achieve energy savings by reducing the hot water supply temperature as a function of outdoor air temperature. 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.

### Commercial Boilers Measures

Measure/Product	Input Rating	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	> 92% AFUE	\$5.50/MBH		
Large Boiler	$\geq 300$ and $\leq 5,000$ MBH	$\geq 94\%$ TE	\$3.00/MBH		
Boiler Cut Out Control*	$\leq 2,500$ MBH	N/A	\$0.25/MBH		
High Pressure Steam Trap*	N/A	$\geq 75$ PSIG, Tested	\$300/unit		
Medium Pressure Steam Trap*	N/A	$\geq 15$ PSIG, Tested	\$200/unit		
Steam Boiler Trap Repair/Replace*	N/A	$\geq 250$ PSIG, Tested	\$100/unit		
Outdoor Air Reset*	$\leq 2,500$ MBH	N/A	\$0.25/MBH		

\*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:** \$800

**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 applies to half-size and full-size 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%.

#### Conveyor Oven

This measure applies to natural gas-fired high-efficiency conveyor ovens installed in commercial kitchens replacing existing natural gas units with conveyor width greater than 25 inches. Conveyor ovens are available using four different heating processes: infrared, natural convection with a ceramic baking hearth, forced convection or air impingement, or a combination of infrared and forced convection. To qualify for this measure, the installed equipment must be a natural gas conveyor oven with a tested baking efficiency >42% and an idle energy consumption rate <57,000 Btu/h utilizing ASTM standard F1817.

#### 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 ≥50%.

#### Rotisserie Oven

This measure applies to natural gas fired high efficiency rotisserie ovens utilizing infrared burners and installed in a commercial kitchen.

#### 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 single and double gas griddles with a minimum efficiency of 38%.

#### Gas Steam Cooker

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

#### Commercial Dishwasher

This measure applies to commercial dishwashers that are listed on the ENERGY STAR qualifying product list or meet ENERGY STAR idle energy rate and water consumption limits.

#### Broiler

This measure applies to natural gas fired high efficiency upright or salamander broilers utilizing infrared burners and installed in a commercial kitchen.

#### Kitchen Demand Ventilation Controls

This measure involves the installation of commercial kitchen demand ventilation controls that vary the ventilation based on cooking load and/or time of day. To qualify, the installed equipment must be a control system that varies the exhaust rate of kitchen ventilation (exhaust and/or makeup air fans) based on the energy and effluent output from the cooking appliances (i.e., the more heat and smoke/vapors generated, the more ventilation needed). 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 that sense cooking conditions which allows the system to automatically vary the rate of exhaust to what is needed by adjusting the fan speed accordingly.

#### Spray Rinse 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 1.6 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	Size	Efficiency	Incentive	Application Center Equipment Guide	
				Product Type	Category
Combination Oven	Half Size	ENERGY STAR or ≥ 56% Efficient in Convection Mode ≥ 41% Efficient in Steam Mode	\$1,200/unit	Standard Equipment	Commercial Food Service
	Full Size		\$2,200/unit		
Convection Oven	N/A	ENERGY STAR or ≥ 46% Efficient	\$1,000/unit		
Conveyor Oven	N/A	≥ 42% Efficient	\$1,500/unit		

## MEASURES AND INCENTIVES

### Commercial Food Service Measures (Continued)

Measure/Product	Size	Efficiency	Incentive	Application Center Equipment Guide	
				Product Type	Category
Rack Oven	Single	ENERGY STAR or ≥ 48% Efficient	\$3,000/unit	Standard Equipment	Commercial Food Service
	Double	ENERGY STAR or ≥ 52% Efficient	\$4,000/unit		
Rotisserie Oven	N/A	N/A	\$1,000/unit		
Gas Fryer	Standard Vat	ENERGY STAR or ≥ 50% Efficient	\$1,500/unit		
	Large Vat		\$2,000/unit		
Gas Griddle	Single	ENERGY STAR or ≥ 38% Efficient	\$750/unit		
	Double		\$1,250/unit		
Gas Steam Cooker	≤ 6 pans	ENERGY STAR or ≥ 38% Efficient	\$1,500/unit		
	> 6 pans		\$2,000/unit		
Commercial Dishwasher	N/A	ENERGY STAR	\$500/unit		
Broiler	N/A	N/A	\$500/unit		
Kitchen Demand Ventilation Controls (1-15 controls) *	≤ 7.5 HP	N/A	\$200/hp of motor		
Spray Rinse Valve*	N/A	N/A	\$30/unit		

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

Note: ENERGY STAR certified food service equipment meets these efficiency requirements. The program will also accept non-ENERGY STAR certified equipment as long as test data showing it meets the efficiency requirements is submitted with the application.

### Appliance Eligibility Requirements

#### Gas Modulating Valve

This measure relates to the installation of a two-stage modulating gas valve retrofit kit on a standard 30-250 pound capacity commercial non-modulating gas dryer.

#### Residential Gas Dryer Installed in a Commercial Facility

This measure relates to the installation of a residential gas clothes dryer meeting the ENERGY STAR criteria in a commercially-metered facility, such as a multifamily property.

## MEASURES AND INCENTIVES

### Appliance Eligibility Requirements (Continued)

#### Residential Clothes Washer Installed in a Commercial Facility

This measure relates to the installation of a residential clothes washer meeting the ENERGY STAR criteria in a commercially-metered facility, such as a multifamily property.

#### Residential Dishwasher Installed in a Commercial Facility

This measure relates to the installation of a residential dishwasher meeting the ENERGY STAR criteria in a commercially-metered facility, such as a multifamily property.

#### Gas-Fired Pool Heater

This measure covers the installation of high efficiency natural fuel-fired pool heaters.

### Appliance Measures

Measure/Product	Efficiency	Incentive	Application Center Equipment Guide	
			Product Type	Category
Gas Modulating Valve	N/A	\$750/unit	Standard Equipment	HVAC Tune-up
Residential Gas Dryer	ENERGY STAR	\$100/unit		
Residential Clothes Washer	ENERGY STAR	\$100/unit		
Residential Dishwasher	ENERGY STAR	\$100/unit		
Gas-Fired Pool Heater	84% TE	\$800/unit		

### HVAC Tune-up Eligibility Requirements

#### Wrap Pipe

This measure relates to the installation of pipe wrap insulation to a length of bare pipe. Indoor piping must have at least 1" of insulation and outdoor piping must have at least 2" of insulation 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.

#### Wrap Water Heater

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

#### Water Heater Temperature Setback

This measure relates to 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.

### HVAC Tune-up Measures

Measure/Product	Insulation Thickness	Technical Requirement	Incentive	Application Center Equipment Guide	
				Product Type	Category
Wrap Pipe	≥ 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		
Wrap Water Heater	N/A	≥ 1" of Insulation for Indoor Tanks ≥ 2" of Insulation for Outdoor Tanks	\$75		
Water Heater Temperature Setback	N/A	N/A	\$50		

## MEASURES AND INCENTIVES

### Multifamily - Individual Meter Conversion Eligibility Requirements

#### Furnace

This measure relates to the installation of a high-efficiency gas furnace with capacity less than 225,000 Btu/h with an electronically commutated fan motor (ECM) in the place of a standard efficiency gas furnace.

#### Natural Gas Boiler

This measure relates to the installation of a high efficiency gas hot water boiler in the place of a standard efficiency gas boiler. Equipment must be ENERGY STAR certified.

#### Combination (“Combi”) Boilers

This measure involves the installation of a new ENERGY STAR-qualified residential boiler, which also provides hot water for domestic use.

#### Storage Water Heater

This measure involves installing a new high-efficiency gas water heater meeting or exceeding ENERGY STAR criteria for the water heater categories provided below, in place of a new unit rated at the minimum Federal standard. Equipment must be ENERGY STAR certified.

#### Tankless Water Heater

This measure involves installing a new high-efficiency gas water heater meeting or exceeding ENERGY STAR criteria for the water heater categories provided below, in place of a new unit rated at the minimum Federal standard. Equipment must be ENERGY STAR certified.

#### Gas Clothes Dryer

This measure relates to the installation of a residential clothes dryer with ENERGY STAR certification.

### Multifamily – Individual Meter Conversion Measures

Measure/Product	Input Rating	Efficiency	Incentive	Application Center Equipment Guide	
				Product Type	Category
Furnace Tier 1	< 225 MBH	ENERGY STAR and $\geq$ 92% AFUE	\$300/unit	Multifamily	Multifamily - Individual Meter Conversion
Furnace Tier 2	< 225 MBH	ENERGY STAR and $>$ 95% AFUE	\$400/unit		
Boilers Tier 1		ENERGY STAR and $\geq$ 90% AFUE	\$400/unit		
Boilers Tier 2		ENERGY STAR and $>$ 95% AFUE	\$700/unit		
Combination (“Combi”) Boiler		To Be Determined	\$700/unit		
Storage Water Heater Tier 1		ENERGY STAR	\$100/unit		
Storage Water Heater Tier 2		ENERGY STAR and $\geq$ 0.69 UEF	\$150/unit		
Tankless Water Heater Tier 1		ENERGY STAR	\$350/unit		
Tankless Water Heater Tier 2		ENERGY STAR and $\geq$ 0.89 UEF	\$400/unit		
Gas Clothes Dryer		ENERGY STAR	\$75/unit		

**Questions?** Contact Us: 1-833-286-0860 or [WashGasBusiness@icf.com](mailto:WashGasBusiness@icf.com)



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