



PRESCRIPTIVE BUSINESS SOLUTIONS TECHNICAL SHEET

Washington Gas Business Energy Solutions: Maryland

GENERAL INFORMATION

Program Offer

Washington Gas offers incentives to help commercial, industrial, government, institutional, and nonprofit customers offset the upfront costs of energy efficient improvements. This Prescriptive Business Solutions Technical Sheet covers eligibility requirements and incentives for the purchase and installation of energy efficient equipment such as boilers, water heaters, furnaces, programmable thermostats and commercial kitchen equipment in existing and new construction 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 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 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 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 questions about eligibility 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
 - 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.

MEASURES AND INCENTIVES

Commercial Water and Space Heating Eligibility Requirements

Furnace

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

Infrared Heater

This measure applies to 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 applies to 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.

Storage Water Heater

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

Tankless Water Heater

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

Volumetric Water Heater

This measure applies to the purchase and installation of a new high-efficiency gas volumetric 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 applies to the purchase and installation of a new high-efficiency gas hot water boiler or steam boiler.

Cut Out Control

This measure applies to 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 applies to 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 leaking.

Medium Pressure Steam Trap

This measure applies to 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 leaking.

Outdoor Air Reset

This measure applies to the purchase and installation of boiler reset controls for a non-residential boiler that does not currently have such controls. Reset controls achieve energy savings 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.

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	≥ 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	≥ 75 PSIG, Tested	\$300/unit		
Medium Pressure Steam Trap*	N/A	≥ 15 PSIG, Tested	\$200/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 the purchase and installation of a new half-size or full-size gas combination oven with a minimum efficiency of 56% in convection mode and 41% in steam mode.

Convection Oven

This measure applies to the purchase and installation of a new gas convection oven with a minimum efficiency of 46%.

Conveyor Oven

This measure applies to the purchase and installation of a new gas conveyor oven with a conveyor width greater than 25 inches. To qualify for this measure, the installed equipment must have a tested baking efficiency greater than 42% and an idle energy consumption rate less than 57,000 Btu/h per ASTM standard F1817.

Rack Oven

This measure applies to the purchase and installation of a new gas-fired rack oven – single or double rack. To qualify for this measure, the installed equipment must have a minimum baking efficiency 50%.

Rotisserie Oven

This measure applies to the purchase and installation of a new high-efficiency gas-fired rotisserie oven utilizing infrared burners.

Gas Fryer

This measure applies to the purchase and installation of a new standard-size or large vat fryer with a minimum efficiency of 50%.

Gas Griddle

This measure applies to the purchase and installation of a new single or double gas griddle with a minimum efficiency of 38%.

Gas Steam Cooker

This measure applies to the purchase and installation of a gas steam cooker with a minimum efficiency of 38%.

Commercial Dishwasher

This measure applies to the purchase and installation of a commercial dishwasher that is listed on the ENERGY STAR certified products list or meet ENERGY STAR's minimum required idle energy rate and water consumption limits.

Broiler

This measure applies to the purchase and installation of a gas-fired high-efficiency upright or salamander broiler utilizing infrared burners.

Kitchen Demand Ventilation Controls

This measure applies to the purchase and installation of commercial kitchen demand ventilation controls that use 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, which automatically adjust fan speeds to meet the ventilation demand.

Spray Rinse Valve

This measure applies to the purchase and installation of a new spray rinse valve that uses 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 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 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 applies to 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.					
Residential Gas Dryer Installed in a Commercial Facility This measure applies to 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.					

MEASURES AND INCENTIVES

Appliance Eligibility Requirements (Continued)

Residential Clothes Washer Installed in a Commercial Facility

This measure applies to 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.

Residential Dishwasher Installed in a Commercial Facility

This measure applies to the purchase and installation of a new residential dishwasher meeting ENERGY STAR certification requirements in a commercially-metered facility, such as a multifamily property.

Gas-Fired Pool Heater

This measure applies to the purchase and installation of a high-efficiency gas-fired pool heater.

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 applies to 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.

Wrap Water Heater

This measure applies to 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 applies to 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.

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 2" of insulation for outdoor pipes	\$3.00/foot	Standard Equipment	HVAC Tune-up
	> 2"– 4"		\$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 applies to the purchase and installation of a new high-efficiency gas furnace with a capacity of less than 225,000 Btu/h with an electronically commutated fan motor (ECM). Equipment must be ENERGY STAR certified and meet the minimum efficiency criteria provided below.

Natural Gas Boiler

This measure applies to the purchase and installation of a new high-efficiency gas hot water boiler that is ENERGY STAR certified and meets the minimum efficiency criteria provided below.

Combination (“Combi”) Boilers

This measure applies to the purchase and installation of a new ENERGY STAR certified combination boiler, which also provides hot water for commercial use.

Storage Water Heater

This measure applies to the purchase and installation of a new high-efficiency gas water heater that is ENERGY STAR certified and meets the efficiency criteria provided below. Equipment must be ENERGY STAR certified.

Tankless Water Heater

This measure applies to the purchase and installation of a new high-efficiency gas water heater that is ENERGY STAR certified and meets the efficiency criteria provided below.

Gas Clothes Dryer

This measure applies to the purchase and installation of a residential clothes dryer that is ENERGY STAR certified in a commercially-metered building.

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		ENERGY STAR	\$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



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.