



# Small Business Direct Install For Michigan Commercial & Industrial Customers

Saving energy and improving your bottom line is quick and easy with the Indiana Michigan Power Small Business Direct Install (SBDI) program for **Michigan** customers. Indiana Michigan Power offers great opportunities for small businesses to quickly install energy efficient upgrades that can make a significant impact on your bottom line. Eligible customers can schedule an on-site energy evaluation to determine the best ways to save. Contact one of our experienced SBDI Trade Allies today to start saving!

## Popular Measures:

- Incandescent to LED Lighting
- Fluorescent T12/T8 to LED
- Refrigerated Case Upgrades

Please visit  
[ElectricIdeas.com/Work](http://ElectricIdeas.com/Work)



An AEP Company

## Eligibility

- Must be a commercial or industrial customer in Indiana Michigan Power's Michigan service territory.
- Demand must be less than 150KW per site.

## Prescriptive Rebate Cap

- \$3,000 per site and \$21,000 per company across all programs.

*Lighting fixture measures must be a one for one replacement. All lighting fixtures must be ENERGY STAR®, DLC, CEE listed, or approved by Program staff. See application for more details.*

## To Participate

- Step 1:** Contact any program approved SBDI Trade Ally or the program at 888-444-9085.  
**Step 2:** Once determined eligible, an SBDI Trade Ally will schedule your on-site energy evaluation to determine appropriate energy efficiency opportunities for your business.  
**Step 3:** Apply for incentive reservation via your SBDI Trade Ally.  
**Step 4:** Install approved upgrades during the evaluation site visit and/or schedule an installation.  
**Step 5:** Take advantage of other highly incentivized energy efficiency upgrades.

*Energy efficiency project(s) that have a signed incentive offer on file from the customer will receive their associated rebates and/or incentives upon completion of the project(s) by the terms of the signed incentive offer at completion but no later than November 16, 2018. Funds are limited and paid on a first come, first served basis. Projects submitted after November 16, 2018 will be subject to the incentive levels associated with the 2019 program.*

888-444-9085 | [IM.EnergyEfficiency@LMCO.com](mailto:IM.EnergyEfficiency@LMCO.com) | [ElectricIdeas.com/Work](http://ElectricIdeas.com/Work)

For Michigan Small Businesses

# For Michigan Small Businesses

Measures	Inefficient Equipment	Efficient Equipment	Participation Units	Rebate
Lighting	CFL	LED	Lamp	\$1.25
	4 lamp T5HO		Fixture (≥30% wattage reduction)	\$45
	6 lamp T5HO			\$90
	8 lamp T5HO			\$135
	10 lamp T5HO			\$170
	T8 4ft lamp	LED		Lamp
	T12 4ft lamp		\$8	
	T8 8ft lamp		\$12	
	T12 8ft lamp		\$16	
	T5 4ft lamp		\$6	
	T5HO 4ft lamp		\$10	
	T8 8ft 2 lamp	LED fixture (includes 4ft 4 lamp LED)	Fixture	\$24
	T12 8ft 2 lamp			\$32
	T8 2L U-lamp	LED	Fixture/Lamp	\$7.50
	T12 2L U-lamp			\$12
	T8 4ft 2 lamp	LED light fixture	Fixture	\$7
	T8 4ft 3 lamp			\$13
	T8 4ft 4 lamp			\$21
	T12 4ft 2 lamp			\$10
	T12 4ft 3 lamp			\$23
	T12 4ft 4 lamp			\$35
	HID 176W-250W	T8 4ft 3 lamp	Fixture (baseline wattage = lamp wattage)	\$50
	HID 251-400W	T8 4ft 4 or 6 lamp		\$70
	HID ≤175W	T5HO 4ft 2 lamp		\$25
	HID 176W-250W	T5HO 4ft 3 lamp		\$30
	HID 251W-400W	T5HO 4ft 4 lamp		\$60
		T5HO 4ft 6 lamp		\$28
	HID 1,000W	T5HO 4ft 10 lamp		\$150
		T5HO 4ft 12 lamp		
	HID ≤175W – interior	LED – interior	Fixture (baseline wattage = lamp wattage)	\$65
	HID 176W-250W – interior			\$85
	HID 251W-400W – interior			\$135
HID 1000W – interior	\$300			
HID ≤175W – exterior	LED – exterior	Fixture (baseline wattage = lamp wattage)	\$70	
HID 176W-250W – exterior			\$90	
HID 251W-400W – exterior			\$145	
HID 1000W – exterior			\$335	
Incandescent <25W	LED <10W	Lamp	\$4	
Incandescent 25-45W	LED ≤12W		\$8.50	
Incandescent 46-65W	LED ≤15W		\$12.50	
Incandescent 66-90W	LED ≤17W		\$16	
Incandescent >90W	LED ≤20W		\$21	
Exit sign – CFL or Incandescent	LED exit sign	Fixture	\$8	

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Measures	Inefficient Equipment	Efficient Equipment	Participation Units	Rebate
<b>Sensors</b>	No control	Occupancy sensor ≤500W connected load	Sensor	\$20
		Occupancy sensor >500W connected load		\$30

Measures	Inefficient Equipment	Efficient Equipment	Participation Units	Rebate	
<b>Refrigeration</b>	No curtains installed	Strip curtain – cooler	Door	\$60	
		Strip curtain – freezer		\$150	
	No controls	Anti-sweat heater controls – cooler		\$40	
		Anti-sweat heater controls – freezer		\$60	
	No auto door closers	Auto door closers – walk-in cooler		\$100	
		Auto door closers – walk-in freezer		\$150	
	No controls	Floating head pressure controls		Ton	\$60
	Fluorescent case lighting	LED case lighting – cooler		Door	\$45
		LED case lighting – freezer			\$55
	T8 refrigerated space lighting	LED refrigerated space lighting		Linear foot of lamp	\$5.25
	T12 refrigerated space lighting				\$3.25
	No control	Refrigerated vending machine control		Machine	\$80
		Snack vending machine control			\$40
	No control	Motion Sensors on LED Cases		Door	\$10
No ECM	Commercial Electronically commutated motors (ECM) – cooler	Motor	\$45		
	Commercial ECM – freezer		\$60		
No control	Evaporator fan – evaporator fan controls added to shaded pole or PSC fan motors	Fan	\$80		

Contact a Trade Ally below to help you determine appropriate energy efficiency opportunities for your business. A Trade Ally will install your upgrades and apply for rebates.

SBDI Trade Ally Companies	Phone Number
AC-DC Lighting & Electrical	260-616-0840
Ari Energy and Lighting Consultants	574-703-7731
Dollar Aisle, LLC	502-303-4518
MIEBS – EE LED Supply	269-312-5484
Midstates Energy Solutions, LLC	260-249-4446
Orion Lighting Solutions	574-293-5800

Looking for more ways to help your business save energy? Check out I&M's **Small Business Energy Tool** for an online energy audit and energy saving tips. Access the tool at [ElectricIdeas.com/Work](http://ElectricIdeas.com/Work).