



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. Contact one of our experienced SBDI Trade Allies today to start saving!

Eligibility

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

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.

Deadline Information:

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 13, 2020. Funds are limited and paid on a first come, first served basis. Projects submitted after November 13, 2020 will be subject to the incentive levels associated with the 2021 programs.

SBDI Rebate Cap

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

Popular Measures:

- LED Fixtures
- HID to LED (Interior)
- Refrigeration

Please visit
[ElectricIdeas.com/Work](https://www.electricideas.com/work)

Lighting				
Existing Equipment	Efficient Equipment	Participation Units	Max Incentive Per Unit*	
T12 4ft Lamp	LED Lamp	Lamp	\$2.86	
T8 4ft Lamp				
T8HO 4ft Lamp				
T8 8ft Lamp			\$4	
T8HO 8ft Lamp				\$16
T5HO 4ft Lamp				
T5 8ft Lamp				\$4
T5HO 8ft Lamp				
T12 2L U-Lamp	LED Fixture - 2X2	Fixture	\$7	
T8 2L U-Lamp				
T12 4ft 3 Lamp	LED Fixture - 2X4	Fixture	\$10	
T12 4ft 4 Lamp			\$16	
T12 4ft 6 Lamp			\$40	
T8 4ft 3 Lamp			\$10	
T8 4ft 4 Lamp			\$16	
T8 4ft 6 Lamp			\$40	
HID ≤ 175W - Exterior			LED Fixture - Exterior	Fixture
HID 176W-250W - Exterior	\$70			
HID 175W - Interior	LED ≤ 52W Lamp - Interior	Lamp	\$48.57	
HID 250W - Interior	LED Lamp - Interior		\$65.71	
HID 400W - Interior	LED Lamp - Interior		\$128.57	
CFL or Incandescent Exit Sign	LED Exit Sign (Retrofit Lamp Kit)	Fixture	\$6	
	LED Exit Sign Fixture with Battery Backup			

Sensors			
Inefficient Equipment	Efficient Equipment	Participation Units	Max Incentive Per Unit*
No Control	Occupancy sensor ≤500W connected load	Sensor	\$20
	Occupancy sensor >500W connected load		\$25

Refrigeration			
Inefficient Equipment	Efficient Equipment	Participation Units	Max Incentive Per Unit*
Standard Heated Door with No Controls	Anti-Sweat Heater Controls - Medium Temp Case, Walk-In, Reach-In, & Coffin	Door	\$35
	Anti-Sweat Heater Controls - Low Temp Case, Walk-In, Reach-In, & Coffin		\$50
Door with Manual Closer	Auto Door Closers – Walk-In Cooler		\$100
	Auto Door Closers – Walk-In Freezer		\$150
	Auto Door Closers – Reach-In Cooler		\$25
	Auto Door Closers – Reach-In Freezer		

Refrigeration

Inefficient Equipment	Efficient Equipment	Participation Units	Max Incentive Per Unit*
Low Efficiency Shaded Pole or PSC Motor	Commercial ECM Cooler Motors	Motor	\$45
Low Efficiency Shaded Pole or PSC Motor	Commercial ECM Freezer Motors		\$60
No Control	Evaporator Fan - Install Controls on Shaded Pole or PSC Fan Controls	Fan	\$80
Constant or Manual Head Pressure Control	Floating Pressure Controls - Air Cooled	HP	\$60
	Floating Pressure Controls - Evaporatively Cooled		
	Floating Suction Controls - Air Cooled		
	Floating Suction Controls - Evaporatively Cooled		
No Control	Vending Machine Occ Sensor - Refrigerated Glass Front Cooler	Sensor	\$80
	Vending Machine Occ Sensor - Refrigerated Beverage		\$40
No Cover	Install Strip Curtain - Walk-In Cooler	Door	\$60
	Install Strip Curtain - Walk-In Freezer		\$150
T8 Case Lighting	Refrigerated Display Case Lighting 5ft T8 to 5ft LED - Cooler		\$40
	Refrigerated Display Case Lighting 5ft T8 to 5ft LED - Freezer		\$50
T12 Case Lighting	Refrigerated Display Case Lighting 6ft T12 to 6ft LED - Cooler		\$40
	Refrigerated Display Case Lighting 6ft T12 to 6ft LED - Freezer		\$50
T12 Refrigerated Space Lighting	T12 to LED Refrigerated Space - Single	Linear Ft.	\$4
	T12 to LED Refrigerated Space - Double		
T8 Refrigerated Space Lighting	T8 to LED Refrigerated Space - Single		\$3
	T8 to LED Refrigerated Space - Double		
No Control	Motion Sensors on LED Cases	Door	\$4

Funds are limited and paid on a first come, first served basis. Projects submitted after November 13, 2020 will be subject to the incentive levels associated with the 2021 program.

* See last page for Measure Qualification Requirements

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	260-388-5988
Ari Energy and Lighting Consultants	574-703-7731
Edge Systems Group	317-548-5355
Electreus	906-440-6660
Gen-X Lighting	574-361-6158
Hi-Tech Electric Company	269-323-1111

SBDI Trade Ally Companies	Phone Number
Light Werkz Off Road	248-974-5725
Meekhof Electric	616-669-1876
Midstates Energy Solutions, LLC	260-249-4446
MIEBS	888-508-1172
Webster Electric, Inc.	269-388-3110
Wolverine Electrical Contracting	269-683-4850

Measure Qualification Requirements

As a part of the recent changes to the Michigan programs, please take note of the below requirements to receive a SBDI incentive:

Indiana Michigan Power Incremental Cost Test

- SBDI measures are evaluated on an incremental cost basis per measure. I&M utilizes a **[a]** baseline material cost table and the **[b]** efficient material cost provided on the application to determine the **[c]** incremental material cost of each SBDI measure.
- SBDI measures are capped at **[d]** seventy percent (70%) of the incremental material cost.
- Three SBDI examples are shown below. These are for illustrative purposes only.

	[a] Baseline Material Cost	[b] Efficient Material Cost	[c] Incremental Cost ([b] - [a])	[d] 70% of Incremental Cost Cap	[e] Per unit Incentive	[f] Incremental Cost Incentive
1) 32W 4ft T8 Lamp or T12 Replaced with LED Tube Relamp from T5/T8 <= 4 foot	\$3.00	\$5.00	\$2.00	\$1.40	\$2.86	\$1.40
2) Replace 400W HID to LED (Retrofit Kit) Interior	\$9.00	\$200.00	\$191.00	\$133.70	\$128.57	\$128.57
3) Replace Exterior Area Lighting Fixture 176W - 250W HID to LED	\$155.00	\$120.00	(\$35.00)	\$0.00	\$70.00	\$0.00

- **Example 1** above illustrates an incremental cost of \$2.00. Seventy percent of the incremental cost is \$1.40. Because \$1.40 (70% of incremental cost) is lower than the per unit incentive, the per unit incentive would be paid at seventy percent of the incremental cost or \$1.40.
- **Example 2** above illustrates an incremental cost of \$191.00. Seventy percent of the incremental cost is \$133.70. Because \$133.70 (70% of the incremental cost) is higher than the per unit incentive, the per unit incentive would be paid at \$128.57.
- **Example 3** above illustrates an incremental cost of -\$35.00. Seventy percent of the incremental cost is negative or \$0.00. Because -\$35.00 (70% of the incremental cost) is negative, this measure would not qualify for an incentive.

It is recommended to fill out the application to determine the variable incentive based upon 70% of the incremental cost protocol. Please complete the application to determine the variable incentive based upon the above criteria.



An **AEP** Company

For more information on this program, contact us at **888-444-9085**
or by email at **SaveEnergyAtWork@aep.com**.