

SMALL BUSINESS DIRECT INSTALL PROGRAM

TAKE CHARGE"
WEST VIRGINIA

INCENTIVES

Appalachian Power not only delivers reliable electric service at a reasonable cost but also offers cash incentives to help your small business thrive.

Take advantage of no-cost quick energy efficiency upgrades and generous incentives for larger projects that enhance your space - all while boosting your bottom line!













LIGHTING

HVAC

COMPRESSED AIR

REFRIGERATION

KITCHEN EQUIPMENT All lighting measures must be DLC or ENERGY STAR* certified and must replace an existing incandescent, fluorescent, CFL, or HID lamp or fixture with equivalent lumens. Retrofit kits shall replace all components of the existing fixture except the outer shell.

Lighting	Description	Incentive	
Linear Lamp	LED Linear Replacement Lamp: 2 ft	\$5.50 per lamp	
	LED Linear Replacement Lamp: 4 ft	\$7.50 per lamp	
	LED Linear Replacement Lamp: 8 ft	\$8.25 per lamp	
Delamping	Permanent Fixture Removal	\$375 per 1000	
	Permanent Lamp Removal	watts removed	
Screw-in Decorative	Screw-in, Decorative Shape SS 50-340 Lumens	\$1.65 per lamp	
	Screw-in, Decorative Shape ST 250-1500 Lumens		
	Screw-in, LED Decorative Shapes B, BA, C, CA, DC, F, G, any base, <310 lumens, <40 watts		
Pin-based	LED, Screw-in, LED Pin Based \$1.65 per kilolumen		
Screw-in Directional	LED, Screw-in, LED R20 Short 450-750 Lumens	41.65	
	LED, Screw-in, LED MR16 Shape ≥ 800 Lumens	\$1.65 per lamp	
	LED Luminaires: 5,000 - 9,999 Lumens	\$12 per fixture	
Interior Lighting	LED Luminaires: 10,000 - 19,999 Lumens	\$20 per fixture	
	LED Luminaires: 20,000 - 29,999 Lumens	\$40 per fixture	
	LED Luminaires: 30,000 - 39,999 Lumens	\$44 per fixture	
	LED Luminaires: 40,000 Lumens or above	\$44 per fixture	
Exterior Lighting	LED Luminaires: 5,000 Lumens or above	\$80 per fixture	
LED Exit Sign	LED Exit Sign	\$32 each	
Lighting Controls	Description	Incentive	
	Occupancy	\$0.05 per watt controlled	
	Daylighting	\$0.06 per watt controlled	
Controls	Personal Tuning	\$0.07 per watt controlled	
	Institutional Tuning	\$0.08 per watt controlled	
	Multiple Types	\$0.09 per watt controlled	
LED Refrigeration	Freezer Spaces (-35F - 20F)	\$66 per door	
Display Case	Medium-Temperature Refrigerated Spaces (20F - 40F)		
Lighting	High-Temperature Refrigerated Spaces (20F - 40F)		
Kitchen	Description	Incentive	
Pre-Rinse Spray Valve ¹	Low Flow Pre-Rinse Spray Valves	\$44 each	
Commercial Griddle ²	Commercial Griddle (Electric)	\$222 each	
Commercial Steam Cooker ²	Commercial Steam Cooker (Electric)	\$2,097 each	
	Electric Commercial Ovens: Combination, Pans < 15	\$1,300 each	
C	Electric Commercial Ovens: Combination, Pans ≥ 15	\$2,200 each	
Commercial Oven ²	Electric Commercial Ovens: Convection, Full Size	\$320 each	
	Electric Commercial Ovens: Convection, Half Size	\$30 each	
Commercial Fryer ²	Electric Fryer: Large Vat	#700 · · · · ·	
	Electric Fryer: Standard Size	\$390 each	
Commercial Hot Food Holding Cabinet ²	Commercial Hot Food Holding Cabinets: 0 < Volume < 13CF	\$100 each	
	Commercial Hot Food Holding Cabinets: 13 ≥ Volume < 28CF	\$450 each	
	Commercial Hot Food Holding Cabinets: Volume ≥ 28	\$800 each	

 $^{1\,}$ Must meet GPM requirements and facility must use electric hot water.

² Must be ENERGY STAR certified and replace an existing unit.

³ Must be installed on a unit with no existing night cover.

⁴ Showerheads must be WaterSense certified.

⁵ Building must be heated with electric heat to qualify.

Kitchen (cont.)	Description	Incentive
•	High Temperature Multi Tank Conveyor (Electric Hot Water Only)	\$970 each
	High Temperature Single Tank Conveyor (Electric Hot Water Only)	\$840 each
	High Temperature Stationary Single Tank Door (Electric Hot Water Only)	\$990 each
Commercial	High Temperature Under Counter (Electric Hot Water Only)	\$290 each
Dishwasher ²	Low Temperature Multi Tank Conveyor (Electric Hot Water Only)	\$970 each
	Low Temperature Stationary Single Tank Door(Electric Hot Water Only)	\$660 each
	Low Temperature Under Counter (Electric Hot Water Only)	\$230 each
	Pot, Pan, and Utensil (Electric Hot Water Only)	\$300 each
Refrigeration	Description	Incentive
Glass Door	Glass Door Commercial Freezer < 15 cubic feet (AHAM interior volume)	\$19 each
	Glass Door Commercial Freezer 15 - < 30 cubic feet (AHAM interior volume)	\$56 each
Commercial Freezer	Glass Door Commercial Freezer 30 - < 50 cubic feet (AHAM interior volume)	\$89 each
1166261	Glass Door Commercial Freezer 50 - 90 cubic feet (AHAM interior volume)	\$50 each
Solid Door	Solid Door Commercial Freezer < 15 cubic feet (AHAM interior volume)	\$27 each
	Solid Door Commercial Freezer 15 - < 30 cubic feet (AHAM interior volume)	\$57 each
Commercial Freezer	Solid Door Commercial Freezer 30 - < 50 cubic feet (AHAM interior volume)	\$119 each
FIEEZEI	Solid Door Commercial Freezer 50 - 90 cubic feet (AHAM interior volume)	\$196 each
	Walk-in Cooler	\$122 each
Auto-Closer	Walk-in Freezer	\$331 each
	Walk-in Cooler	\$32 per door
Door Gasket	Walk-in Freezer	\$45 per door
	Cooler < 0.0667 HP [<1/15 HP]	\$175 per motor
ECM Motor	Cooler >0.0667 HP [>1/15 HP]	\$300 per motor
Retrofit	Freezer <0.0667 HP [<1/15 HP]	\$220 per motor
	Freezer >0.0667 HP [>1/15 HP]	\$300 per motor
	Evaporator Fan Motor Control Walk-in or Reach-in Cooler	\$600 per total HP controlled
Controls	Evaporator Fan Motor Control Walk-in or Reach-in Freezer	\$750 per total HP controlled
	Floating Head Pressure Controls	\$170 per ton
	Anti-sweat Heater Controls: Cooler	\$68 per door
	Anti-sweat Heater Controls: Freezer	\$68 per door
Compressor	Variable Speed Refrigeration Compressor	\$85 per ton
Night Cover ³	Night Covers for Vertical Refrigerated Cases	\$3.50 per linear foot
Refrigeration Display Case Doors	Refrigeration Display Case Doors on Open Display Cases	\$67 per linear foot
Hot Water	Description	Incentive
Water Heater	ENERGY STAR Heat Pump Electric Storage Water Heater > 55 Gallons	\$144 each
water fleater	ENERGY STAR Heat Pump Electric Storage Water Heater ≤ 55 Gallons	\$130 each
Water Heater Setback	Water Heater Setback - Electric Only	\$5 each
Low Flow Showerhead ⁴	Low Flow Showerhead 1.5 gpm	\$12 each
Insulation⁵	Description	Incentive
Outlet Gaskets	Install Insulation Gaskets on Switch and Outlet Plates on Exterior Walls	\$5 per gasket
Caulking Penetrations	Window/Door Caulking/Weatherstripping - AC with Electric Resistance Heat	\$5 per linear foot
	Window/Door Caulking/Weatherstripping - Heat Pump	\$1.65 per linear foot
	Window/Door Caulking/Weatherstripping - AC with Fossil Fuel Furnace/Boiler	\$0.64 per linear foot
	Insulate Exposed Water Heater Pipes	\$1.45 per linear foot

HVAC ⁶	Description	Minimum Requirements	Incentive
Air Conditioners	Split and Single Package ≤ 5.4 tons	≥ 17.5 SEER or 16.7 SEER2	\$28 per ton
	Split and Single Package > 5.4 and ≤ 11.25 tons	≥ 17 IEER	\$28 per ton
	Split and Single Package > 11.25 and ≤ 20 tons	≥ 16 IEER	\$19 per ton
	Single Package Vertical Air Conditioners (SPVAC) ≤ 5.4 tons	≥ 13 EER	\$33 per ton
	Single Package Vertical Air Conditioners (SPVAC) > 5.4 and ≤ 11.25 tons	≥ 13 EER	\$33 per ton
	Packaged Terminal Air Conditioners	≥ 13 EER	\$61 per ton
Heat Pumps	Air Source Heat Pumps - Split and Single Package ≤ 5.4 tons	≥ 17.5 SEER or 16.7 SEER2 & ≥ 9.2 HSPF or 7.9 HSPF2	\$29 per ton
	Air Source Heat Pumps - Split and Single Package > 5.4 and \leq 11.25 tons	≥ 17.0 IEER & ≥ 3.6 COP	\$38 per ton
	Air Source Heat Pumps - Split and Single Package > 11.25 and \leq 20 tons	≥ 16.0 IEER & ≥ 3.4 COP	\$38 per ton
	Air Source Heat Pumps - Split and Single Package > 20 tons	≥ 15.0 IEER & ≥ 3.4 COP	\$46 per ton
	Packaged Terminal Heat Pumps	≥ 13.0 IEER & ≥ 3.3 COP	\$80 per ton
	Single Package Vertical Heat Pumps (SPVHP) ≤ 5.4 tons	≥ 13.0 IEER & ≥ 3.3 COP	\$39 per ton
	Single Package Vertical Heat Pumps (SPVHP) > 5.4 and ≤ 11.25 tons	≥ 13.0 IEER & ≥ 3.3 COP	\$39 per ton
	Ductless, Mini Split Heat Pumps ≤ 5.4 tons (Single Zone)	≥ 17.5 SEER or 16.7 SEER2 & ≥ 9.2 HSPF or 7.9 HSPF2	\$29 per ton
HVAC Controls	Description	Incentive	
Economizer ⁷	Dual Enthalpy Economizer		\$0.15 per sq ft conditioned area
Smart Thermostat ⁸	AC and Electric Resistance Heat		\$160 each
	AC and Heat Pump		\$130 each
	AC and Gas Heat	\$80 each	
HVAC Misc.	Description	Incentive	
Fan Belts	Notched Belt for HVAC		\$2 each
	Synchronous Belt for HVAC	\$20 each	
Tune-up ⁹	HVAC Tune-up (Condenser Cleaning, Evaporator Cleaning, Refrig. Charge Off ≥20%)		\$8 per ton
	HVAC Tune-up (Condenser Cleaning, Evaporator Cleaning, Refrig. Charge Off >20%)		\$10 per ton
Misc.	Description		Incentive
	ENERGY STAR Computers		\$20 each
	Small Network PC Controller		\$12 per controlled PC
Appliances and Plug Load	Advanced Power Strip Tier 1		\$10 each
	Advanced Power Strip Tier 2		\$15 each
	Commercial Ice Machine 0-100 lbs/day		\$32 each
	Commercial Ice Machine 101-250 lbs/day		\$71 each
	Commercial Ice Machine 251-500 lbs/day		\$142 each
	Commercial Ice Machine 501-1000 lbs/day		\$222 each
	Vending Machine Control - Glass Front Refrigerated Cooler ¹⁰		\$200 each
	Vending Machine Control - Refrigerated ¹⁰		\$267 each
	Vending Machine Control - Non Refrigerated ¹⁰		\$56 each

⁶ All HVAC equipment must meet or exceed ASHRAE 90.1 - 2013 requirements. AHRI certificate and specification sheets must be provided for all new HVAC equipment. Projects that involve replacing inefficient HVAC systems may be eligible for a custom incentive under certain conditions.

⁷ HVAC systems with existing economizers are not eligible.

⁸ Thermostat shall be an ENERGY STAR certified smart thermostat.

⁹ Tune-Up projects require completion of the program Tune-Up checklist.

¹⁰ Must be installed on an existing standard refrigerated beverage vending machine that does not contain control systems to shut down the refrigeration components and lighting during times of low customer use. This measure can not be applied to ENERGY STAR® qualified vending machines, as they already have built-in controls.