

2017 Express Energy Solutions (EES) Procedures Manual and Rebates

Sacramento Municipal Utility District

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1.0 Introduction

The 2017 Express Energy Solutions Program provides deemed (pre-determined) financial rebates for the installation of efficient equipment at Non-Residential and Multi-Family Properties. The financial rebate is provided to influence customers to install permanent measures that would otherwise not be implemented.

Express Energy Solutions (EES) provides an efficiency option for customers and contractors who have adequate expertise to select their own products and can locate or provide installation services.

Please note that rebates and program rules may change between revisions of this procedures manual. Please visit smud.org/ees to ensure that your version of the procedures manual and application are the most recent.

2.0 Important Features of Express Energy Solutions Rebates

Mandatory Pre-Approval and Reservation of Funds for projects receiving a rebate >\$5,000.

Partner firms are required to pre-register with SMUD's "My Account" web portal. This one-time process will allow SMUD to establish firms without electrical service (Partner Firms) as prequalified vendors. Please allow two weeks for SMUD to review and approve requests.

Applications will be created through SMUD's My Account web portal. Customers currently using My Account are only a few clicks away from entering an application.

Rebates are only determined by the type of installed product. Questions about the pre-modification condition are critical, but do not affect the rebate.

Partner generated applications require customer approval through the My Account web portal.

For the first time, managers of multi-family complexes can apply online to receive EES rebates. Tenants and homeowners still use SMUD's residential programs.

Only products that are completely installed and operational are eligible for rebates.

3.0 Definitions

Agreement – The project submitted online through My Account portal.
<http://www.smud.org/myaccount>.

Applicant – The party who submits the Agreement is the Applicant. The Applicant is most frequently the Customer of Record or an installing Contractor, but energy services companies (ESCOs) or equipment vendors may also apply as partners.

Contractor – The Customer’s agent who maintains the appropriate licenses in good standing, and will perform the installation of the energy efficiency Measure.

Customer – The “Customer of Record” who receives a SMUD bill and will be the beneficiary of any energy efficiency improvements. Note that the Customer of Record must acknowledge terms and conditions of all applications filed by a Contractor or Partner.

Customer Cap – The maximum Rebate amount for any customer can receive per meter account, per year.

Customized Energy Efficiency – SMUD’s incentive program that pays incentives based upon energy savings calculations. <https://www.smud.org/en/business/save-energy/rebates-incentives-financing/>

Hard Measure – Physical equipment purchased for the purpose of optimizing efficiency.

Incentive – Energy efficiency reimbursements based on negotiation, pre-approval, and calculated savings values are considered incentives. To eliminate confusion between the terms, all payments through the Express Energy Solutions program are referred to as Rebates.

Letter of Authorization to Release Utility Data – SMUD is unable to release Customer data (rebate status, interval data, billing history, etc.) to Contractors, or other parties without a written Letter of Authorization (LOA). The LOA will include the customer’s: name, phone number, e-mail address, title, and signature. LOA will specifically indicate what information SMUD is eligible to share, for example: rebate status, rebate amount, billing history, interval data, etc. Note that partners and contractors who submit applications on behalf of a SMUD customer can track those applications through My Account.

Measure – A technology eligible for the Express Energy Solutions Program where upgrade or enhancement reduces annual energy consumption or improves production efficiency.

Multi-Family – EES rebates are available to multi-family complexes operated as a business. The rebates are not available to individual tenants.

My Account – SMUD’s My Account web portal www.smud.org/myaccount where customers can manage their accounts and apply for rebates and view the status of EES applications. Partner apply through www.myaccount.smud.org/partner/signin?

Partner – A contractor, vendor or 3rd party who registers with SMUD and subsequently receives a unique vendor identification number.

Payee – The Payee accepts the EES terms and conditions and will receive the Rebate payment. The Payee can be either the SMUD Customer or Partner (Contractor, vendor, or ESCO). In all cases, the Customer will be aware of potential Rebates and will be required to acknowledge the EES terms and conditions.

Percent of Project Cost Cap – All Rebates have an upper limit determined as a percentage of the overall Project cost. Rebates cannot exceed the cost of the project.

Project – The scope of work contained within a Customer’s contract with a Contractor at a single site.

Project Cap – The maximum Rebate that can be paid on a Project.

Rebate – A one-time check, based on pre-determined rates, issued to the Payee for energy efficiency upgrades. Rebates are not guaranteed in the unusual event that funds are exhausted, and are subject to change without warning.

Reservation of Funds/Approval to Proceed – Express Energy Solutions projects eligible for rebates larger than \$5000 must receive preapproval before starting work. Once SMUD reviews and approves the application, the installing contractor will be notified of Approval to Proceed with installation.

Self-Install – Projects that do not require a licensed Contractor and Projects performed by self-inspecting municipal agencies may perform the work with internal employees.

Status – When checking on your project using the My Account portal, you will see one of the following statuses:

- **Submitted** – Your application has been received by SMUD.
- **Processing** – Your application has been acknowledged by the SMUD customer, and is in process.
- **Completed** – A rebate check has been issued or an automated clearing house (ACH) transaction has been executed.
- **Ineligible** – Your application has been cancelled. Common reasons include duplicate applications, ineligible products, excessive time elapsed after installation, failed inspection, etc.

4.0 How To Apply

4.1 SMUD Customer applies for a rebate less than \$5,000.

Before you begin work – review the rebate levels at www.smud.org/ees or listed in the [Appendix](#) of this document. Ensure that your products meet applicable technical requirements. Initiate application within 90 days of completion of the project.

1. Create an account: All EES applications are entered online through SMUD’s My Account web portal. Customers must create a My Account login ID if they have not yet used My Account. For security reasons, once the customer data has been entered, the customer’s representative must contact the SMUD Commercial Contact Center at 1-877-622-7683 to activate the account.
2. Select the radio button on the account with the physical address where the work is being performed.
3. Use the “Account Services” tab and “Programs and Services” option to see all the open agreements or start a new application. This will also allow you to view the status of any applications.

4. Select “Start a New Application” and fill out the customer information:
 - a. Customer Type – Select the option that reflects the overall function of your business.
 - b. Total Project Cost – This is the final cost, invoiced by a contractor.
 - c. Add or Remove Measure – Select the category of retrofits you intend to pursue.
 - d. After you have selected the details of the measure you are interested in, select “Add Rebate Measure” to have the product added to your project.
 - e. After selecting the last Rebate Measure, select “Done Adding Measures” to move on to the next step.
 - f. Select “Add or remove attachment” to upload appropriate documentation.
 - i. A contractor’s invoice will be required.
 - ii. Manufacturer’s data sheets for applicable newly installed products will be required.
 - iii. Any notes/special instructions to the program manager can be uploaded here.
 - g. Accept the terms and conditions, select “continue to review.”
 - h. If you are comfortable with the measures selected and the attachments uploaded select “Submit Application.”

4.2 SMUD Customer applies for a rebate equal to or greater than \$5,000.

Begin the application and enter the measures for the proposed work as described for lesser rebates.

1. At the “Add or Remove Attachment” stage (step 4f above):
 - a. Attach a signed contract or purchase order that captures the scope of work.
 - b. Attach manufacturer’s data sheets that include the technical data (model numbers, efficiencies, etc.).
2. Customer waits until SMUD approves the application.
3. SMUD will review the application, contract, and manufacturer’s data sheets. If everything appears in order, applicant will receive an approval to proceed by e-mail.
4. Approved projects have 120 days, or until the end of the program year, whichever is first to finish installation. Funds will be reserved during this period.

4.3 Contractor (Partner) applies for a rebate of any size

The application process for contractors is nearly the same as for customers with the following exceptions:

1. Before entering applications, the contractor (Partner) must create a My Account profile at www.myaccount.smud.org/partner/signin?. The contractor will upload a W-9 as appropriate.
2. SMUD will review the contractor’s data, and if everything is acceptable will register the contractor as an approved vendor able to receive rebate payments. SMUD will notify the contractor that their vendor status is approved.
3. The contractor (Partner) will then enter the application as a customer would, including the preapproval requirement for rebates greater than \$5,000.

4. All Partner-generated applications have an intermediate step where the customer must log into their My Account profile and approve the terms and conditions.

5.0 Eligibility for Participation

5.1 Customer Eligibility

The SMUD Express Energy Solutions program is open to all SMUD Customers receiving energy under a non-residential rate who have annual energy purchases (kWh) that exceed the proposed savings claimed by the energy efficiency Project. In the event the Customer has less than one year of billed consumption, the annual consumption will be projected.

Property Managers selecting rebates from the “multi-family” measures may participate on a residential rate provided their project is at a multi-family complex like an apartment, and the applicant owns or manages the property benefitting from the rebate. The Express Energy Solutions program is not available to individual tenants or homeowners.

5.2 Project Eligibility

SMUD Express Energy Solutions Projects must meet the following criteria:

1. If the rebate is less than \$5,000, the final contractor’s invoice must be dated less than 90 days prior to the Application date.
2. If the rebate is \$5,000 or greater, the final invoice must be submitted within 120 days of the Reservation of Funds/Approval to Proceed and be submitted prior to the program close date.
3. Contractor must be licensed and qualified to perform the work specified in the application.
4. All applicable permits must be finalized.
5. All products must be UL, CSA, or ETL. SMUD may request confirmation that products are listed. The CE mark (Conformite Europeenne) is not an accepted substitute.
 - a. Please refer to the appendix notes section for additional product qualification requirements.
6. Rebates will only be paid on replacing existing equipment, not on any spare equipment or the installation of additional equipment. For example, if you are removing 10 fixtures and installing 12, SMUD will only pay rebates on the first 10 fixtures.
7. New equipment must meet all applicable codes including the State of California Title 24 part 6 and Title 20.
8. Customer shall be willing to participate in future review of the Project for the purpose of determining SMUD’s program performance. Customer may be requested to answer questions regarding the installed equipment’s performance, and billing data may be provided to SMUD or its consultant.
9. Customer site must be occupied, or payee must provide a signed copy of a lease agreement demonstrating occupancy scheduled within 90 days of the date of the application.
10. Applicant, Customer and Payee are not suspended ([See section 16.0](#)).

6.0 Qualifying Energy Efficiency Measures

The SMUD Express Energy Solutions program accepts a predetermined list of measures meeting the following:

1. **Must be listed** – Retrofits that are not listed as an applicable Measure cannot receive rebates in the Express Energy Solutions program. Many qualifying unlisted measures can apply through SMUD’s Custom Energy Efficiency program. *NOTE: selecting the “next best thing” from the rebate list frequently results in an application being denied.*
2. **Cannot overlap other incentive/rebate programs** – Any Measures included in the Application cannot apply for multiple California energy efficiency Incentives or rebate programs. SMUD, at its sole discretion and with preapproval, may make exceptions for Projects using special SMUD R&D programs.
3. **Existing equipment must be decommissioned and removed** – The baseline equipment must be decommissioned and removed from site. Under certain circumstances and subject to SMUD’s discretion, baseline equipment may be kept on site and rendered permanently inoperable. Additional documentation or verification may be required in these cases to verify the need or the circumstances for retaining the baseline equipment.
4. **Equipment Must Be New** – Remanufacturing existing equipment, repurposing equipment, or relocating equipment from other sites is not permitted.

7.0 Program Alternatives

Lighting projects with greater than 20% of lamps burned out is considered unmaintained, and should be considered for a code-minimum baseline through SMUD’s Custom Energy Efficiency program.

Since EES only offers rebates for product based upon what is installed after modification, it is conceivable that lighting layouts involving a significant reduction in fixtures could receive a larger rebate through SMUD’s Custom Energy Efficiency program.

New buildings, additions, and the first tenant improvement to a space should investigate SMUD’s commercial new construction program, [Savings By Design](#).

Large projects that exceed the Project Cap or Project Cost Cap **and** realize extraordinary utility benefits may be eligible for special incentives through the Custom Energy Efficiency program.

8.0 Aggregating Customer Project Sites

The Express Energy Solutions program is not able to combine rebates from multiple non-contiguous sites. Contiguous sites (a campus) that are included in a single construction contract can be permitted, but each account number must be identified.

9.0 Projects at sites with multiple metered accounts

The EES project cap is applied “per metered account”. A meter that does not serve the equipment being rebated may not be used for the rebate.

For example: A building has three metered accounts: one serving building loads (lighting, HVAC, etc.), one serving a fire pump, and one serving an electric vehicle charging station. In this case there is one metered account capable of receiving the benefit of EES projects, and therefore the project is limited to one project cap.

10.0 Rebate Payments

Express Energy Solutions rebates are based on flat rebate rates (per unit).

The Payee indicated on the Express Energy Solutions application can expect to receive a single rebate payment, by check, within 30 days of submission of ALL applicable invoices, technical data sheets and other documentation.

Projects where the Payee is not the Customer will require approval of the terms and conditions by both the Customer and Partner through the My Account portal.

11.0 Project Cost Documentation for Final Application Submittal

Prior to a Rebate payment, SMUD requires the Applicant to upload a final accounting of the Project cost.

11.1 Acceptable methods of demonstrating Project cost:

- Copy of Contractor’s final invoice indicating overall contract value.
- Copy of Contractor’s partial payment invoice indicating both the overall contract cost as well as reflecting enough invoiced payments to cover all Project Cost caps.
- Unitary equipment not requiring permits and not having special installation requirements. (Many types of food service equipment, or drop-in tubular LED lamps for example) can provide a copy of a receipt from the equipment vendor.
- All invoices, receipts, etc. must include adequate detail of the new equipment including model numbers.
- SMUD may require the Customer provide additional documentation in cases where invoicing is unclear or deficient.
- Any invoice uploaded to SMUD shall be an exact copy of the invoice provided to the SMUD customer. Submitting different invoices to obscure the actual costs is fraud.

11.2 Eligible Components of Project Cost

Allowable Project costs may include: engineering, construction, equipment, materials, removal, recycling, overhead, tax, shipping, and labor.

When an efficiency Project is a component of a larger Project, SMUD reserves the right to request documentation verifying the value of only the tasks related to the efficiency Project. For

example, a Customer replaces a swimming pool and associated equipment, and is eligible for a Rebate on the pump upgrade. SMUD may request the material and labor costs of the pump installation only.

Labor (Self Install): Assuming all relevant codes and standards are complied with, and program rules are otherwise complied with, SMUD permits Customers to include their own employees' labor in the Project cost. In this case, some substantiation of labor rates and labor hours shall be provided, and may be negotiated. SMUD reserves the right to reduce or remove self-install labor from projects claiming unreasonably high labor rates or excessive labor hours to perform a retrofit.

Project cost may not include: spare parts, maintenance supplies, maintenance contracts, standby/backup equipment or other equipment that does not contribute to the realization of energy savings. Project cost may not include any costs incurred in advance of an executed contract or order such as sales, marketing, audits or assessments.

12.0 Rebate Limits

12.1 First Come, First Served

Program funds are available on a first-come, first-served basis. Rebate budgets are finite and could potentially be exhausted. Only projects requesting a rebate larger than \$5,000 and in possession of a Reservation of Funds/Approval to Proceed are guaranteed a rebate if the project is completed within the timeframe submitted in the approval.

Rebates are subject to change without notice. Current rebate lists can be found at www.smud.org/ees or in the [Appendix](#) of this document.

12.2 Rebates from other Programs

Once an Application is submitted to one of SMUD's energy efficiency programs, an Application may not be resubmitted to a different program – even if the terms of the second program are more favorable.

12.3 Customer Project Rebate Caps

Caps are subject to change. Current SMUD caps can be reviewed at www.smud.org/ees.

Express Energy Solutions Rebates are limited to the lesser of the following:

- **Project Rebate Cap** – Rebates are limited per metered account.
- **Percentage of Project Cost Cap** – Rebates cannot exceed the project cost.

Rebate Caps are per program year (currently the calendar year) and rebate payments are cumulative when compared to caps. Dividing a project to avoid project caps will not result in multiple project caps unless the two phases apply in different program years. Any project phases that apply in future years will be subject to the rules in place at the time that application is received, and the project must be completed within 90 days of the application.

13.0 Installation Deadline and Delays

Rebates are paid for projects that are completely installed and operational. Loose material or partially installed equipment are not eligible for rebates.

No Rebates will be paid on projects that have not submitted a complete application within 90 days of Project installation as captured on the final contractor's invoice.

If the published Rebate increases for a Project that misses its installation deadline, and program funding is exhausted, only the Rebate reserved for the Project will be paid.

14.0 Post-Installation Inspection

A sampling of Express Energy Solutions projects will be subject to post-installation inspections. If a Customer Site is inspected, the Payee and Customer of Record must agree to allow inspectors to review the installed project.

15.0 Application Termination

15.1 Termination Conditions

Applications may be terminated (cancelled) at SMUD's discretion. Common reasons for termination include, but are not limited to:

- SMUD determines that significant information was purposely withheld or falsely stated in the Project Application.
- The Project is not complete, and is not eligible for the reservation of funds/approval to proceed.
- The Project fails to be installed, fully commissioned, or fully operational prior to the installation deadline.
- The Applicant formally requests withdrawal from the program, or requests the agreement to be turned over to the Customer.
- Applicant is unable to provide appropriate and complete documentation (technical data sheets, invoices, etc.) within 90 days of application date.
- Reservation of Rebate/Approval to proceed has not been issued within 90 days of the Application date.
- The customer receiving the benefit of the retrofit refuses to approve a contractor's application within 90 days.
- The application is a duplicate.

15.2 Appeal of Termination

When an application is terminated (rejected), a notice will be sent to the Payee at the email address entered on the application. The Payee has seven (7) days to provide a written appeal to the program manager at express.energysolutions@smud.org with reasoning for an extension request. Note that failure to complete the project or provide the required documentation does not constitute a valid reason for extension.

After the seven day appeal period, the application will be rejected. If 90 days have not yet passed since the project’s completion, the applicant will be required to reapply, and will receive the rebates in effect at the time of the new application.

16.0 Contractor or Payee Suspension

Should SMUD determine that an Express Energy Solutions Contractor or Payee has erroneously applied for rebates, SMUD will restrict participation. Any project installed during the suspension period is ineligible for rebates.

SMUD will ask the party being suspended to acknowledge the suspension. Regardless of the acknowledgement, the suspension period begins on the date of the notice of suspension. Legitimate rebates within projects found to be erroneous will be forfeit in all cases except those warranting a warning letter.

SMUD may apply suspensions to individuals, businesses, customers, equipment distributors, vendors.

Infractions are removed one year from the notice of suspension.

The following table contains guidelines. SMUD reserves the right to accelerate or lengthen the suspension period in clear cases of fraud.

	Example of issue (not a comprehensive list)	Suspension period
Carelessness or unintentional variance	Minor error in fixture count Minor error in determining fixture wattage	First infraction: Warning Letter Second infraction: 90 Days Third infraction: 180 Days
Misrepresenting SMUD’s program requirements	Rebate applicants collude with SMUD customers to claim projects are complete. Applicants, contractors and distributors claim to be “SMUD Contractors” or “SMUD Partners” or otherwise imply a relationship with SMUD. Stating ineligible products qualify for SMUD programs.	First infraction: Warning Letter Second infraction: 180 Days

Deliberate miscalculation	Substantially overstating wattage/horsepower/tonnage of existing equipment (ex: claiming 250W HID as 400W HID, 3 lamp fixtures as 4 lamp fixtures, claiming T8 fixtures as T12 fixtures, etc.) Major overstatement of a fixture count (>10%) Improperly claiming project completion	First infraction: 90 Days Second infraction: 1 Year (12 months)
Fraud	Doctoring manufacturers data sheets Claiming already completed projects as new retrofits Doctoring project cost documentation (invoices) Submitting different invoices to SMUD and the customer. Submitting multiple applications for same project Repeatedly overstating fixture counts	First infraction: 1 Year (12 Months) Second infraction: Permanent prohibition from participation.

17.0 Contact Information

Application status can be reviewed in both the Customer's and Partner's My Account portals (www.smud.org/myaccount).

The Express Energy Solutions program team can be reached at: express.energysolutions@smud.org or (916) 732-5095

Appendix: 2017 Express Energy Solutions Rebates

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1.0 Lighting, Screw-In Medium Base and Recessed Can Lighting

Technical requirements provided in the “notes” section of the table.

Notes	Measure	Rebate
1,2,3	<10W LED Energy Star Complete Fixture (Recessed Can Replacement)	\$4.00
1,2,3	11-15W LED Energy Star Complete Fixture (Recessed Can Replacement)	\$6.00
1,2,3	16-20W LED Energy Star Complete Fixture (Recessed Can Replacement)	\$8.00
1,2,3	LED <10W	\$1.00
1,2,3	LED 10-15W, Screw-In, Pin Base, or GU24	\$2.00
1,2,3	LED 10W MR16, Screw-In, Pin Base, or GU24	\$2.00
1,2,3	LED 16-20W, Screw-In, Pin Base, or GU24	\$2.00
1,2,3	LED 3-5W MR16, Screw-In, Pin Base, or GU24	\$2.00
1,2,3	LED 5-9W, Screw-In, Pin Base, or GU24	\$2.00
1,2,3	LED 6W MR16, Screw-In, Pin Base, or GU24	\$2.00
<ol style="list-style-type: none"> 1. All medium-base screw-in lighting shall be Energy Star qualified. 2. All lighting must be installed and operational. If a receipt from a lamp vendor is used as supporting documentation, that vendor must not receive rebates from SMUD’s retail lighting program. A list of ineligible vendors can be found here: https://www.smud.org/assets/documents/pdf/res-lighting-retail-list.pdf, click link to “See participating retailers” 3. Contractors and vendors who install screw-in medium-base LED lamps will be asked to provide an order with a lighting manufacturer or distributor not participating in SMUD’s retail lighting program. Participating vendors can be found here: https://www.smud.org/assets/documents/pdf/res-lighting-retail-list.pdf 		

2.0 Lighting, Linear Fluorescent to High-Efficacy LED

(Permanently remove lamps and lamp holders in existing fluorescent fixture and replace with linear LED retrofits).

Use this table for products that appear on the Design Lights Consortium Qualified Products List (designlights.org) and are listed as “Linear-Style Retrofit Kits for 2x2, 1x4, and 2x4 Luminaires for Ambient Lighting of Interior Commercial Spaces”

Technical requirements provided in the “notes” section of the table.

Notes	Measure (After Modification)	Rebate
1,2,3,4	4 Lamp to DLC Linear Style Retrofit Kit (LED >110 LPW) 51-67W	\$32.00
1,2,3,4	3 Lamp to DLC Linear Style Retrofit Kit (LED >110 LPW) 34-51W	\$26.00
1,2,3,4	2 Lamp to DLC Linear Style Retrofit Kit (LED >110 LPW) <34W	\$19.00
<ol style="list-style-type: none"> 1. Tube-shaped or strip-style retrofit kits for troffers/bar-strip fixtures. Products in this category do not replace the optical systems of the existing luminaire, and leave the basic form of the existing luminaire intact. Product must appear on the Design Lights Consortium (DLC) Qualified Products List (QPL) as “Linear Style Retrofit Kit” to qualify. 2. Existing lamp holders (tombstones) must be removed. 3. Retrofit Kits classified by the Design Lights Consortium as “Retrofit Kits for Direct Linear Ambient Luminaires” can also participate 4. Line voltage internal driver lamps are not permitted. <p>See Definitions at: http://designlights.org/content/QPL/ProductSubmit/CategoryDefinitions</p>		

3.0 Lighting, Replace Linear Fluorescent Fixtures

Use this table to retrofit linear fluorescent fixtures. Replacement technologies can include new LED fixtures, integrated-style retrofit kits, linear-style retrofit kits, and plug-and-play tubular LED replacement lamps.

Technical requirements provided in the “notes” section of the table.

Notes	Measure (After Modification)	Rebate
	LED Complete Fixture <15 W DLC Qualified 2x4 or 2x2 LED Troffer/Wrap	\$15.00
	LED Complete Fixture 16-25 W DLC Qualified 2x4 or 2x2 LED Troffer/Wrap	\$30.00
	LED Complete Fixture 26-40 W DLC Qualified 2x4 or 2x2 LED Troffer/Wrap	\$40.00
1,3	LED Integrated Style Troffer Retrofit Kit <15 W DLC Qualified 2x4 or 2x2 LED Integrated Style Retrofit Kit	\$10.00
1,3	LED Integrated Style Troffer Retrofit Kit 16-25 W DLC Qualified 2x4 or 2x2 LED Integrated Style Retrofit Kit	\$25.00
1,3	LED Integrated Style Troffer Retrofit Kit 26-40 W DLC Qualified 2x4 or 2x2 LED Integrated Style Retrofit Kit	\$35.00
2,3	4 Lamp to DLC Linear-Style Retrofit Kit (LED >85 LPW) <90W	\$13.00
2,3	3 Lamp to DLC Linear-Style Retrofit Kit (LED >85 LPW) <69W	\$10.00
2,3	2 Lamp to DLC Linear-Style Retrofit Kit (LED >85 LPW) <48W	\$7.00
2,3	1 Lamp to DLC Linear-Style Retrofit Kit (LED >85 LPW) <25W	\$4.00
4	4-Lamp TLED DLC 48in Integral Driver < 20 W (Plug and Play)	\$24.00
4	3-Lamp TLED DLC 48in Integral Driver < 20 W (Plug and Play)	\$18.00
4	2-Lamp TLED DLC 48in Integral Driver < 20 W (Plug and Play)	\$12.00
4	1-Lamp TLED DLC 48in Integral Driver < 20 W (Plug and Play)	\$6.00
<ol style="list-style-type: none"> LED Troffer Retrofit Kits must appear on the Design Lights Consortium’s Qualified Products List as an Integrated-Style Retrofit Kit (www.designlights.org). Integrated style retrofit kits replace all reflectors and optics of the existing luminaire, effectively creating a new luminaire. The model number must match the listing exactly. Note that tubular LED lamp replacements are not considered “retrofit kits.” Linear-Style Retrofit Kits for 2X2, 1X4 and 2X4 Luminaires for Ambient Lighting of Interior Commercial Spaces. Tube-shaped or strip-style retrofit kits for troffers/bar-strip fixtures. Products in this category do not replace the optical systems of the existing luminaire, and leave the basic form of the existing luminaire intact. Product must be DLC to qualify and existing lamp holders (tombstones) must be removed. Retrofit Kits classified by the Design Lights Consortium as “Retrofit Kits for Direct Linear Ambient Luminaires” can also participate Linear Replacement LED Lamps (UL Type A) operate in series with existing or new fluorescent ballasts and use fluorescent lamp holders. No wiring changes to the fixture are permitted. Only lamps designed to operate on electronic fluorescent ballasts are eligible. 		

4.0 Lighting, Replace High Intensity Discharge (HID) Fixture

Technical requirements provided in the “notes” section of the table.

Replace existing HID fixture (Metal Halide, High Pressure Sodium, or Mercury Vapor ONLY) with one of the following:

Notes	Measure (After Modification)	Rebate
1,2,4	LED Complete Fixture < 10W	\$15.00
1,2,4	15-20 W LED DLC Complete Fixture (HID Replacement)	\$18.00
1,2,4	21-35 W LED DLC Complete Fixture (HID Replacement)	\$29.00
1,2,4	36-50 W LED DLC Complete Fixture (HID Replacement)	\$43.00
1,2,4	51-75W LED DLC Complete Fixture (HID Replacement)	\$62.00
1,2,4	76-125W LED DLC Complete Fixture (HID Replacement)	\$100.00
1,2,4	126-175 W LED DLC Complete Fixture (HID Replacement)	\$140.00
1,2,4	176-225 W LED DLC Complete Fixture (HID Replacement)	\$190.00
1,2,4	226-275 W LED DLC Complete Fixture (HID Replacement)	\$230.00
3,4	15-20 W LED DLC Retrofit Kit (HID Replacement)	\$12.00
3,4	21-35 W LED DLC Retrofit Kit (HID Replacement)	\$23.00
3,4	36-50 W LED DLC Retrofit Kit (HID Replacement)	\$33.00
3,4	51-75 W LED DLC Retrofit Kit (HID Replacement)	\$50.00
3,4	76-125 W LED DLC Retrofit Kit (HID Replacement)	\$88.00
3,4	126-175 W LED DLC Retrofit Kit (HID Replacement)	\$124.00
3,4	176-225 W LED DLC Retrofit Kit (HID Replacement)	\$146.00
3,4	226-275 W LED DLC Retrofit Kit (HID Replacement)	\$184.00
<ol style="list-style-type: none"> LED Fixtures must appear on the Design Lights Consortium Qualified Products List (www.designlights.org). LED Fixtures replacing HID fixtures shall not contain screw-base or pin-base sockets permitting replaceable lamps with integrated drivers. LED products need to be listed as “Retrofit Kits” on the DLC qualified product list to qualify. HID Retrofit rebates only apply to Mercury Vapor, High Pressure Sodium, or Metal Halide. 		

5.0 Lighting, Exit Signs

Technical requirements provided in the “notes” section of the table.

Notes	Measure (After Modification)	Rebate
	LED single sided 1 lamp 2W	\$10.00
	LED dual sided 2 lamp 2W	\$10.00

6.0 Lighting Controls

Technical requirements provided in the “notes” section of the table.

Notes	Measure	Rebate
1, 3	Occupancy Sensor, Wall or Ceiling Mounted	\$10.00
1, 2	Daylight Sensor	\$10.00
1, 3	Combined Occupancy & Daylight Sensors	\$20.00
1	Manual bi-level switch-only for pre-existing controls	\$5.00
<ol style="list-style-type: none">1. Lighting control rebates are per controller, not per fixture controlled. In the case of fixture integrated sensors, one sensor is rebated per fixture. Lighting controls do not appear as a measure on the application, but are selected when the lighting upgrade (Linear Fluorescent or HID Retrofit) for example.2. Photocells on exterior fixtures are not daylight sensors and are not eligible for rebates.3. Occupancy sensors on exterior fixtures are eligible for rebates.		

7.0 Commercial HVAC

Rebates are currently the same for Early Retirement or Replacement on burnout. No pre-inspection is required. Large space conditioning equipment may be eligible for Custom Incentives for other features. Contact (916) 732-5095 for more information.

Notes	Measure (New Unit Description)	Unit Tons	Unit kBTUh	Unit Efficiency	Rebate per Ton		
1	Packaged Air Conditioner (AC-RTU)	<5	55	14 SEER	\$100		
				15 SEER	\$150		
		5	55 to 64	14 SEER	\$80		
				15 SEER	\$100		
		6 to 8.5	65 to 109	11.5 EER	\$75		
				12 EER	\$100		
		10	110 to 134	11.5 EER	\$75		
				11.5 EER	\$50		
		12 to 17	135 to 239	12 EER	\$75		
				10.5 EER	\$50		
20 to 60	240 to 759	10.8 EER	\$60				
		9.7 EER	\$50				
1, 2	>60	760					
1	Packaged Heat Pump (HP-RTU)	<5	55	14 SEER + 8.0 HSPF	\$80		
				15 SEER + 8.5 HSPF	\$150		
		5	55 to 64	14 SEER + 8.0 HSPF	\$80		
				15 SEER + 8.5 HSPF	\$100		
		6 to 8.5	65 to 109	11.5 EER + 3.4 COP	\$100		
				12 EER + 3.4 COP	\$125		
		10	110 to 134	11.5 EER + 3.4 COP	\$75		
				12 EER + 3.4 COP	\$100		
		12 to 17	135 to 239	11.5 EER + 3.2 COP	\$75		
				12 EER + 3.2 COP	\$100		
		20	240	10.8 EER + 3.2 COP	\$75		
		1	Split System Air Conditioner (AC-Split)	<5	55	14 SEER	\$150
						15 SEER	\$175
				5	55 to 64	14 SEER	\$100

				15 SEER	\$150
1	Split System Heat Pump (HP-Split)	<5	55	14 SEER + 8.5 HSPF	\$100
				15 SEER + 9 HSPF	\$150
		5	55 to 64	14 SEER + 8.5 HSPF	\$80
				15 SEER + 9 HSPF	\$100
<p>1. Rebates are currently the same for Early Retirement or Replacement on burnout. No pre-inspection is required.</p> <p>2. Large space conditioning equipment may be eligible for Custom Incentives for other features. Contact 916-732-5095 for more information.</p>					
Definitions					
Packaged	With unitary or “packaged” units, all the system components (compressor, condenser, cooling coil, fan, filters) are contained in a single enclosure. Typically located on roofs.				
Split System	An air conditioning or heat pump system where the compressor and condenser are located on the exterior, and the evaporator, air handling unit, and filter are on the inside.				
Tons	Measure of cooling capacity of an air conditioning or heat pump unit.				
kBTUh	1000 British Thermal Units per hour. Another measure of cooling capacity of an air conditioning or heat pump unit.				
EER	Energy Efficiency Ratio. Measure of the full-load cooling efficiency of an air conditioning or heat pump unit.				
SEER	Seasonal Energy Efficiency Ratio. Another measure of the cooling efficiency of an air conditioning or heat pump unit in a typical year. Typically used for units of 5 tons or less.				
HSPF	Heating Seasonal Performance Factor. Measure of the heating efficiency of heat pumps.				
COP	Coefficient of Performance. Another measure of the heating and cooling efficiency of heat pump units. Typically used for units greater than 5 tons.				

8.0 Multi-Family Complex – Property Manager Rebates

The following rebates are only available to the property managers of multi-family complexes.

Homeowners and tenants can apply through SMUD’s residential single-family energy efficiency program (www.smud.org).

Note	Measure (Modification)	Rebate
1	LED 7-9 W replacing 35 W halogen downlight	\$4.00
1	LED 10-13 W replacing 50 W halogen downlight	\$4.00
1	LED 14-18 W replacing 75 W halogen downlight	\$4.00
1	LED 19-21 W replacing 90 W halogen downlight	\$4.00
1	LED 6-9 W replacing 29 W halogen (40 W equivalent)	\$4.00
1	LED 10-13 W replacing 43 W halogen (60 W equivalent)	\$4.00
1	LED 15-21 W replacing 53 W halogen (75 W equivalent)	\$4.00
1	LED 22 W replacing 72 W halogen (100 W equivalent)	\$4.00
1	LED 6-9 W replacing 9-13 W CFL	\$4.00
1	LED 10-13 W replacing 13-15 W CFL	\$4.00
1	LED 22 W replacing 23-30 W CFL	\$4.00
1	LED 4 W replacing 20 W MR16	\$4.00
1	LED 6 W replacing 20 W MR16	\$4.00
1	LED 7 W replacing 35 W MR16	\$4.00
1	LED 7 W replacing 50 W MR16	\$4.00
2, 3	Energy Star Dishwasher (Water heated with gas)	\$30.00
2, 3	Energy Star Compact Dishwasher (Water heated with gas)	\$30.00
2, 4	Energy Star Dishwasher (Water heated electrically)	\$50.00
2, 4	Energy Star Compact Dishwasher (Water heated electrically)	\$50.00
5	CEE Tier 3 Clotheswasher, multi-family, in-unit	\$50.00
5	CEE Tier 3 Clotheswasher, multi-family, coin-op	\$50.00
<p>1. LED lamps purchased from a retailer participating in SMUD’s “Retail Lighting” program are not eligible for this program. Note that a receipt is required to be uploaded as part of this application to receive a rebate.</p> <p>2. All Dishwashers must be Energy Star Certified.</p> <p>3. Residence has a gas water heater, http://www.energystar.gov/products.</p> <p>4. Residence has an electric water heater, http://www.energystar.gov/products.</p> <p>5. Meets CEE Tier 3 performance (Jan 2011). Modified energy factor (MEF) greater than or equal to 2.4, Water factor less than 4.0: http://library.cee1.org/content/qualifying-product-lists-residential-clothes-washers.</p>		

9.0 Multi-Family Complex – HVAC

The following rebates are only available to the property managers of multi-family complexes.

Homeowners and tenants can apply through SMUD's residential single-family energy efficiency program (www.smud.org).

Notes	Rebate (After Modification)	Rebate / Ton
1	Heat pump, 15 SEER, 8.4 HSPF	\$100.00
1	Heat pump, 16 SEER, 8.4 HSPF	\$150.00
1	Split-system air conditioner, 15 SEER, 12.5 EER	\$50.00
1	Split-system air conditioner, 16 SEER, 13 EER	\$60.00
1	Split-system air conditioner, 17 SEER, 13 EER	\$70.00
1	Split-system air conditioner, 18 SEER, 13 EER	\$80.00
1	Split-system air conditioner, 19 SEER, 14 EER	\$90.00
1	Split-system air conditioner, 20 SEER, 14 EER	\$100.00
1	Split-system air conditioner, 21 SEER, 15 EER	\$110.00
1	Evap-cooled split-system air conditioner, 15 EER	\$250.00
1	Ductless mini-split heat pump, 15 EER	\$175.00
1	Ductless mini-split heat pump, 16 EER	\$200.00
1	Ductless mini-split air conditioner, 15 SEER	\$60.00
1	Ductless mini-split air conditioner, 16 SEER	\$70.00
1	Ductless mini-split air conditioner, 17 SEER	\$80.00
1	Ductless mini-split air conditioner, 18 SEER	\$90.00
1	Ductless mini-split air conditioner, 19 SEER	\$100.00
1	Ductless mini-split air conditioner, 20 SEER	\$110.00
1	Ductless mini-split air conditioner, 21 SEER	\$120.00
1. For residential multi-family installations only.		

10.0 Commercial Refrigeration

Technical requirements provided in the “notes” section of the table.

Notes	Measure	Rebate
1	EC (Electronically Commutated) motor for walk-in evaporator fan - 1/15 hp and 1/20 hp	\$30.00
1	EC (Electronically Commutated) motor for walk-in evaporator fan - 16W	\$30.00
1	EC (Electronically Commutated) motor for walk-in evaporator fan - 1/15 hp and 1/20 hp	\$30.00
1	EC (Electronically Commutated) motor for walk-in evaporator fan - 1/5 hp	\$30.00
1	EC (Electronically Commutated) motor for walk-in evaporator fan - 1/3 hp	\$40.00
1	EC (Electronically Commutated) motor for walk-in evaporator fan - 1/2 hp	\$50.00
1	EC (Electronically Commutated) motor for walk-in evaporator fan - 3/4 hp	\$60.00
2	Strip curtain infiltration barrier for refrigerated space – per square foot	\$4.00
2	Strip curtain infiltration barrier for freezer space – per square foot	\$4.00
3	Auto-closer for main cooler door	\$75.00
3	Auto-closer for main freezer door	\$75.00
4	EC (Electronically Commutated) motor with fan cycling control, WI (Walk-In) cooler, 16W motor	\$50.00
4	EC (Electronically Commutated) motor with fan cycling control, WI (Walk-In) cooler, 1/15HP & 1/20HP motor	\$50.00
4	EC (Electronically Commutated) motor with fan cycling control, WI (Walk-In) cooler, 1/5HP motor	\$50.00
4	EC (Electronically Commutated) motor with fan cycling control, WI (Walk-In) cooler, 1/3HP motor	\$60.00
4	EC (Electronically Commutated) motor with fan cycling control, WI (Walk-In) cooler, 1/2HP motor	\$70.00
4	EC (Electronically Commutated) motor with fan cycling control, WI (Walk-In) cooler, 3/4HP motor	\$80.00
5	LED refrigerator display case lighting, 5 ft., center & end mount, replacing single lamp fixture	\$50.00
5	LED refrigerator display case lighting, 5 ft., center & end mount, replacing multi-lamp lamp fixture	\$100.00
5	LED refrigerator display case lighting, 6 ft., center & end mount, replacing single lamp fixture	\$60.00
5	LED refrigerator display case lighting, 6 ft., center & end mount, replacing multi-lamp lamp fixture	\$120.00
5	LED refrigerator display case lighting, 5 ft., center & end mount, replacing single lamp fixture - with occupancy sensor	\$80.00
5	LED refrigerator display case lighting, 5 ft., center & end mount, replacing multi-lamp lamp fixture - with occupancy sensor	\$160.00
5	LED refrigerator display case lighting, 6 ft., center & end mount, replacing single lamp fixture - with occupancy sensor	\$90.00
5	LED refrigerator display case lighting, 6 ft., center & end mount, replacing multi-lamp lamp fixture - with occupancy sensor	\$180.00
6	Vending machine controller - non-refrigerated	\$50.00
7	Anti-sweat heater controls, LT (Low Temperature) - per linear foot.	\$50.00

7	Anti-sweat heater controls, MT (Medium Temperature) - per linear foot.	\$25.00
8	Reach-in display case with doors, MT (Medium Temperature) – Per Linear Foot	\$15.00
8	Reach-in display case with doors, LT (Low Temperature) – Per Linear Foot	\$20.00
<ol style="list-style-type: none"> 1. Electronically commutated motor with electrical motor efficiency of at least 66%. 2. Strip curtains shall be installed in areas that do not currently have an infiltration barrier. Newly construction refrigerated and cooled spaces are not eligible for rebate. 3. Auto closers shall be installed on doors that do not currently have an auto closer. Closers on newly constructed doors are not eligible for rebate. 4. Electronically commutated motor with electrical motor efficiency of at least 66% AND integrated with compressor controls that reduce fan speed when refrigerant is not flowing. 5. LED refrigerator display case lighting must be described as “refrigerated display lighting” in product literature, and will be permanently installed, and will not use tubular fluorescent sockets (tombstones) or fluorescent ballasts. Tubular LED lamps are not eligible for this rebate. Common commercial lighting products are not eligible for this rebate. 6. Existing vending machines must not include integrated occupancy-controlled lighting or compressor cycling. 7. Existing cooler or freezer display case must have a continuously operating anti-sweat heater. The new anti-sweat heater controls cycle the heater based upon the humidity of the surrounding air or condensation on the inner glass. 8. Rebate will be paid for NEW vertical low temperature and medium temperature refrigerated display cases that replace cases without doors. New display case shall include standard glass doors, electronically commutated evaporator fan motors and T8 lighting. If purchaser opts for LED lighting, the case may also apply for the LED Refrigerator Display Case rebate. 		

11.0 Food Service

Technical requirements provided in the “notes” section of the table.

Notes	Measure	Rebate
1	Commercial ice machine- 101 to 300 lbs/day	\$400.00
1	Commercial ice machine - 301 to 500 lbs/day	\$400.00
1	Commercial ice machine - 501 to 1000 lbs/day	\$400.00
1	Commercial ice machine - 1001 to 1500 lbs/day	\$400.00
1	Commercial ice machine - > 1500 lbs/day	\$400.00
-	Vending machine controller	\$100.00
1	Reach-in refrigerator, solid door, < 15 cubic feet	\$200.00
1	Reach-in refrigerator, solid door, 15 - 29 cubic feet	\$200.00
1	Reach-in refrigerator, solid door, 30 - 49 cubic feet	\$200.00
1	Reach-in refrigerator, solid door, ≥ 50 cubic feet	\$400.00
1	Reach-in freezer, solid door, < 15 cubic feet	\$200.00
1	Reach-in freezer, solid door, 15 - 29 cubic feet	\$200.00
1	Reach-in freezer, solid door, 30 - 49 cubic feet	\$400.00
1	Reach-in freezer, solid door, ≥ 50 cubic feet	\$400.00
1	Reach-in refrigerator, glass door, < 15 cubic feet	\$200.00
1	Reach-in refrigerator, glass door, 15 - 29 cubic feet	\$200.00
1	Reach-in refrigerator, glass door, 30 - 49 cubic feet	\$200.00
1	Reach-in refrigerator, glass door, ≥ 50 cubic feet	\$400.00
1	Reach-in freezer, glass door, < 15 cubic feet	\$400.00
1	Reach-in freezer, glass door, 15 - 29 cubic feet	\$400.00
1	Reach-in freezer, glass door, 30 - 49 cubic feet	\$400.00
1	Reach-in freezer, glass door, ≥ 50 cubic feet	\$800.00
1	Insulated holding cabinet, full-size	\$800.00
1	Insulated holding cabinet, half-size	\$400.00
1	Commercial combination oven < 15 pan capacity (electric)	\$2,000.00
1	Commercial combination oven 16-28 pan capacity (electric)	\$3,600.00
1	Commercial combination oven > 29 pan capacity (electric)	\$4,000.00
1	Commercial steam cooker (electric)	\$400.00
1	Commercial half-size convection oven (electric)	\$400.00
1	Commercial full-size convection oven (electric)	\$400.00
1	Commercial large full-size convection oven (electric)	\$400.00
1	Commercial griddle (electric)	\$400.00
1	Commercial Fryer (electric)	\$400.00
1	Commercial dishwasher, low temp. undercounter, elec. heat	\$400.00
1	Commercial dishwasher, high temp. undercounter, gas heat/booster	\$400.00

1	Commercial dishwasher, high temp. undercounter, gas heat, elec. booster	\$400.00
1	Commercial dishwasher, high temp. undercounter, elec. heat, gas booster	\$400.00
1	Commercial dishwasher, high temp. undercounter, elec. heat, elec. booster	\$400.00
1	Commercial dishwasher, low temp. door-type, elec. heat	\$2,000.00
1	Commercial dishwasher, high temp. door-type, gas heat, gas booster	\$200.00
1	Commercial dishwasher, high temp. door-type, gas heat, elec. booster	\$400.00
1	Commercial dishwasher, high temp. door-type, elec. heat, gas booster	\$400.00
1	Commercial dishwasher, high temp. door-type, elec. heat, elec. booster	\$2,000.00
1	Commercial dishwasher, low temp. single-tank , gas heat	\$200.00
1	Commercial dishwasher, low temp. single-tank , elec. heat	\$2,000.00
1	Commercial dishwasher, high temp. single-tank , gas heat, gas booster	\$400.00
1	Commercial dishwasher, high temp. single-tank , gas heat, elec. booster	\$400.00
1	Commercial dishwasher, high temp. single-tank , elec. heat, gas booster	\$400.00
1	Commercial dishwasher, high temp. single-tank , elec. heat, elec. booster	\$500.00
1	Commercial dishwasher, low temp. multi-tank , elec. heat	\$2,000.00
1	Commercial dishwasher, high temp. multi-tank , gas heat, gas booster	\$400.00
1	Commercial dishwasher, high temp. multi-tank , gas heat, elec. booster	\$2,000.00
1	Commercial dishwasher, high temp. multi-tank , elec. heat, gas booster	\$2,000.00
1	Commercial dishwasher, high temp. multi-tank , elec. heat, elec. booster	\$4,000.00
<p>1. Commercial food service products must be qualified as Energy Star or FSTC (Food Service Technology Center) high efficiency units. Energy Star certified models can be found at http://www.fishnick.com/saveenergy/energystar/.</p>		