

Motors and Drives Incentives for Business Program

FirstEnergy's Motor and Drives Incentives for Business Program offers incentives and information to encourage participants to install NEMA Premium[®] motors and variable speed drives. The program is funded by commercial and industrial electric utility customers of Met-Ed, Penelec and Penn Power in accordance with Act 129 of 2008.

Effective Dates

To qualify for incentive levels on this application form, equipment must have been purchased on or after October 28, 2009.

Eligible Participants

The Motors and Drives Incentives for Business Program is available to commercial and industrial retail customers of Met-Ed, Penelec and Penn Power. In addition to retrofits, new construction projects and the portion of building addition projects that increase a facility's footprint are eligible for incentives under this program.

Eligible Measures

To qualify for an incentive, the motor(s) must operate a minimum of 3,000 hours annually. Only AC (alternating current) induction motors are eligible for incentives.

To be eligible for the motor incentives:

1. Projects must be a "one-for-one" replacement of an existing motor with a new, NEMA Premium[®] motor. The sizes (hp) of the existing and new motors may vary, but the project must replace one motor for one new motor.
2. Project does not involve a change in annual run hours
3. Project must include the installation of a new NEMA Premium[®] motor of up to 200 hp.
4. Any existing speed control (VSD, etc) must remain the same for the proposed (new) motor being installed. Projects that involve a motor replacement and a change in speed control should apply to the Custom Incentives for Business program.

Variable Speed Drives (VSDs) incentives are available only for the installation of a new VSD on applications where no existing speed control exists.

This form can be used for most motors and drives projects by following the additional requirements relative to measurement of the "load factor" and "annual operating hours." See pages 3 and 4 for details.

Existing Facilities and New Construction

Existing facilities and new construction projects, as defined above, are eligible for these incentives. Existing facilities should consider the existing equipment when calculating the baseline energy usage. New construction projects should follow applicable building energy construction codes when calculating baseline energy usage.

Pre-Approval Requirements

HVAC motor applications requesting a total incentive of \$3,000 or greater will require pre-approval before the purchase and installation of equipment if the total incentive requested is greater than \$3,000. All non-HVAC motor applications require pre-approval.

All participants are encouraged to seek program approval of their equipment prior to purchase to ensure it meets program requirements and is eligible for incentives.

Limitations

All incentives available from any FirstEnergy business program are limited to the total equipment cost.

Questions?

If you have questions, please review the FAQ section of the program website at www.energysavePA.com. This information is being updated regularly.

Specific questions can also be sent to program representatives via email at energysavePA@saic.com.

How Do I Apply for Incentives?

Please review the Business Program Terms and Conditions and application requirements.

Step 1: Review program materials to confirm the energy efficiency measures meet program requirements. Visit www.energysavePA.com, review the Participant Manual, or contact us at energysavePA@saic.com or 1-866-554-4430 with questions.

Step 2: Complete the program application and attach supporting technical documentation required to verify that installed equipment meets program efficiency levels, such as manufacturers' cut sheets. Please note that the information requested on the form is state-mandated documentation required before your application can be reviewed by the program.

Sign the application form and submit a complete application package to the program manager for consideration, review and approval. Incomplete applications will not be considered and will be returned to the applicant for completion.

A complete application package includes:

- A signed application form, with all information requested on pages three and four.
- Manufacturers' specification (cut) sheets for each installed motor and drive type to verify the equipment meets program efficiency requirements.

Complete application packages must be returned via email, fax or hardcopy:

Mail: **FirstEnergy Motors and Drives Incentives for Business Program**
6059 Allentown Blvd.
PMB #573
Harrisburg, PA 17112
Fax: 610-743-8629
Email: energysavePA@saic.com

Step 3: The program manager will notify the applicant via email when the review is complete and funds have been reserved. Upon receipt of program pre-approval, participants may purchase and install their energy efficient equipment.

Step 4: Once the project is complete, you should review your approved application for any changes to the project that occurred during installation and make the needed corrections. Resubmit the application, along with a dated proof of purchase, to the program for incentive payment.

Applications and supporting technical documentation will be reviewed by program staff, and an onsite inspection to verify the installation may be conducted. Upon receipt and verification of all required documentation, the incentive check will be processed and mailed to the applicant or to an authorized representative if requested on the application.

Following the review and approval, applicants will be required to submit a W-9 with Tax Identification associated with the incentive recipient to enable processing. W-9s are not required until approved.



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CUSTOMER AND PROJECT INFORMATION			
Customer Information			
Company Name:		Utility Company <input type="checkbox"/> Met-Ed <input type="checkbox"/> Penelec <input type="checkbox"/> PennPower	
Tax ID (SSN/FEIN):		Account Number (Required) _____	
Mailing Address (check mailed to):	City:	State:	Zip:
Contact Name/Title:			
Email Address:	Telephone:	Fax:	
Physical installation Address (if different from above):	City:	State:	Zip:
How did you hear about the program? <input type="checkbox"/> Program Contact <input type="checkbox"/> Utility Contact <input type="checkbox"/> Program <input type="checkbox"/> Direct Mail <input type="checkbox"/> Mass Media <input type="checkbox"/> Seminar <input type="checkbox"/> Energy Audit <input type="checkbox"/> Other _____			
Contractor / Program Ally Information – if applicable			
Company Name:		Contact Name/Title:	
Mailing Address:	City:	State:	Zip:
Email Address:	Telephone:	Fax:	
Authorization for Incentive Payment to Third Party Please note that incentive payment will be made to the customer listed above unless a Third Party payment is authorized. If check is to be paid to a Third Party, please complete the information in the box below.			
Payable To:		Representative Contact:	
Mailing Address:			
Phone:	Email Address:	Tax ID (SSN/FEIN):	
Customer Contact Signature: _____			
Print Name: _____ Date: _____			
Facility / Project Information			
Facility Type (check one): <input type="checkbox"/> Education – Primary School <input type="checkbox"/> Education – Secondary School <input type="checkbox"/> Education – Community College <input type="checkbox"/> Education – University <input type="checkbox"/> Grocery <input type="checkbox"/> Medical – Hospital <input type="checkbox"/> Medical – Clinic <input type="checkbox"/> Lodging Hotel (Guest Rooms) <input type="checkbox"/> Lodging Motel <input type="checkbox"/> Manufacturing – Light Industrial <input type="checkbox"/> Multifamily – Common Areas <input type="checkbox"/> Office – Large <input type="checkbox"/> Office – Small <input type="checkbox"/> Restaurant – Sit-Down <input type="checkbox"/> Restaurant – Fast-Food <input type="checkbox"/> Retail – 3-Story Large <input type="checkbox"/> Retail – Single-Story Large <input type="checkbox"/> Retail – Small <input type="checkbox"/> Storage – Conditioned <input type="checkbox"/> Storage – Unconditioned <input type="checkbox"/> Warehouse <input type="checkbox"/> Other: _____	Please choose the best description of the predominant space type included for this project (check one): <input type="checkbox"/> Air Conditioned Space <input type="checkbox"/> No Air Conditioning <input type="checkbox"/> Freezer Space <input type="checkbox"/> Refrigerated Space Is natural gas available at your facility? <input type="checkbox"/> Yes <input type="checkbox"/> No	Customer Class (Check all that apply): <input type="checkbox"/> Not-for-Profit <input type="checkbox"/> Multifamily <input type="checkbox"/> Commercial <input type="checkbox"/> Industrial <input type="checkbox"/> Government (State, County or Municipal) <input type="checkbox"/> Institutional <input type="checkbox"/> Low Income <input type="checkbox"/> Federal	
Facility Size (Approx. Sq.Ft.): _____			
Brief Description of Existing Equipment (i.e. – “Existing motor is 15hp, installed circa 1982) _____ _____ _____			
Project Schedule Start Date: _____ Completion Date: _____ Estimated Total Equipment Cost: _____			



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Table 1 – Minimum Motor Efficiency Requirements (NEMA Premium® Efficiencies)							
Open Drip Proof (ODP)				Totally Enclosed Fan-Cooled (TEFC)			
Size HP	# of Poles			Size HP	# of Poles		
	6	4	2		6	4	2
	Speed (RPM)				Speed (RPM)		
	1200	1800	3600		1200	1800	3600
1	82.50%	85.50%	77.00%	1	82.50%	85.50%	77.00%
1.5	86.50%	86.50%	84.00%	1.5	87.50%	86.50%	84.00%
2	87.50%	86.50%	85.50%	2	88.50%	86.50%	85.50%
3	88.50%	89.50%	85.50%	3	89.50%	89.50%	86.50%
5	89.50%	89.50%	86.50%	5	89.50%	89.50%	88.50%
7.5	90.20%	91.00%	88.50%	7.5	91.00%	91.70%	89.50%
10	91.70%	91.70%	89.50%	10	91.00%	91.70%	90.20%
15	91.70%	93.00%	90.20%	15	91.70%	92.40%	91.00%
20	92.40%	93.00%	91.00%	20	91.70%	93.00%	91.00%
25	93.00%	93.60%	91.70%	25	93.00%	93.60%	91.70%
30	93.60%	94.10%	91.70%	30	93.00%	93.60%	91.70%
40	94.10%	94.10%	92.40%	40	94.10%	94.10%	92.40%
50	94.10%	94.50%	93.00%	50	94.10%	94.50%	93.00%
60	94.50%	95.00%	93.60%	60	94.50%	95.00%	93.60%
75	94.50%	95.00%	93.60%	75	94.50%	95.40%	93.60%
100	95.00%	95.40%	93.60%	100	95.00%	95.40%	94.10%
125	95.00%	95.40%	94.10%	125	95.00%	95.40%	95.00%
150	95.40%	95.80%	94.10%	150	95.80%	95.80%	95.00%
200	95.40%	95.80%	95.00%	200	95.80%	96.20%	95.40%

Table 2 – Incentive Levels Per Motor							
Open Drip Proof (ODP)				Totally Enclosed Fan-Cooled (TEFC)			
Size HP	# of Poles			Size HP	# of Poles		
	6	4	2		6	4	2
	Speed (RPM)				Speed (RPM)		
	1200	1800	3600		1200	1800	3600
1	\$20	\$20	\$20	1	\$20	\$20	\$20
1.5	\$30	\$30	\$30	1.5	\$30	\$30	\$30
2	\$54	\$54	\$54	2	\$54	\$54	\$54
3	\$54	\$54	\$54	3	\$54	\$54	\$54
5	\$54	\$54	\$54	5	\$54	\$54	\$54
7.5	\$70	\$70	\$70	7.5	\$70	\$70	\$70
10	\$70	\$70	\$70	10	\$70	\$70	\$70
15	\$113	\$113	\$113	15	\$113	\$113	\$113
20	\$113	\$113	\$113	20	\$113	\$113	\$113
25	\$140	\$140	\$140	25	\$140	\$140	\$140
30	\$170	\$170	\$170	30	\$170	\$170	\$170
40	\$200	\$200	\$200	40	\$200	\$200	\$200
50	\$230	\$230	\$230	50	\$230	\$230	\$230
60	\$260	\$260	\$260	60	\$260	\$260	\$260
75	\$290	\$290	\$290	75	\$290	\$290	\$290
100	\$320	\$320	\$320	100	\$320	\$320	\$320
125	\$350	\$350	\$350	125	\$350	\$350	\$350
150	\$380	\$380	\$380	150	\$380	\$380	\$380
200	\$400	\$400	\$400	200	\$400	\$400	\$400

BUSINESS PROGRAM TERMS AND CONDITIONS

Definitions	<p>FIRSTENERGY COMPANIES (“THE COMPANY” OR “COMPANIES”) - Metropolitan Edison Company, Pennsylvania Power Company and Pennsylvania Electric Company.</p> <p>PROGRAM or PROGRAMS – Company programs approved by the Pennsylvania Public Utility Commission (“PUC”) for implementation under Pennsylvania Act 129. This application relates to the Business programs supporting energy efficiency in the Companies’ Commercial and Industrial customer facilities including, municipal, government and institutional facilities.</p> <p>PROGRAM MANAGER – The party contracted by the Company for management of the Programs.</p> <p>ENERGY-EFFICIENCY MEASURES – Any equipment or action eligible to receive a Program Incentive payment under the Program.</p> <p>PARTICIPANT (or PARTICIPANTS or PARTICIPATING CUSTOMERS) – Those non-residential retail electric service eligible customers of the Companies who participate in this Program.</p> <p>PROGRAM INCENTIVES – Refers to the monetary incentive, rebate or service that the Program provides to participating customers pursuant to the Program.</p> <p>CREDITS – Refers to the energy, capacity or environmental attributes from Alternative Energy Portfolio Standards (including Energy Efficiency and Demand Response) associated with measures for which incentives were provided, or PJM Capacity Credits.</p>
Eligibility	<p>Participant or Participants as defined above and served by Metropolitan Edison Company, Pennsylvania Power Company and Pennsylvania Electric Company. Residential customers are not eligible for incentives through the Commercial and Industrial Programs. Incentives are awarded only to Participants, or their assigned agents, for qualifying equipment (“Energy Efficiency Measures”) that is installed in the Commonwealth of Pennsylvania at the location identified in this Application, and such Participants are responsible for compliance with the Terms and Conditions set forth herein.</p>
Compliance	<p>The Participant is responsible to comply with all applicable laws, rules and regulations, and to comply with all federal, state, and local codes.</p>
Publicity	<p>With Participant’s written permission, the Companies may publicly recognize participation in the Programs and disclose information relating to the Participant’s participation in the program, including such data as: projected project energy savings, the incentive amount, and other similar information.</p>
Application and Eligibility Process	<p>The Programs provide for payment of incentives after the installation of qualified energy efficiency measures and review of final documentation for compliance with program requirements by the Program Manager. In order to be eligible for incentives, a Participant, or an agent (contractor/vendor) authorized by the Participant, must submit a properly completed pre-installation application package, including an application and technology worksheets, to the Program Manager before the equipment is purchased. If eligible, the Participant will receive an approval letter with the estimated incentive amount and the date by which the equipment must be purchased and installed for the approval to remain in effect.</p> <p>After installation is completed, the Participant must finalize and resubmit the completed equipment application reflecting the “as built” project, along with the invoice, the manufacturer’s equipment performance sheet, and any other required documentation as may be specified on the application or in the program’s initial approval letter. Applications must be filled out completely, truthfully and accurately, and include signatures of the Participant and its authorized agents (as appropriate). Final payment will be based on the “as-built” documentation provided with the final project application.</p> <p>Exceptions: Program applications for projects completed between October 28, 2009 and March 31, 2010 do not require pre-approval to be eligible for Program incentives. Similarly, customer-owned equipment purchased with a total incentive of less than \$3,000, do not require preapproval from the Program Manager before the purchase or installation of equipment. However, such applications must be submitted no later than nine months following equipment Proof of Purchase date to be considered for payment.</p>
Dates of Program	<p>Incentives are available for eligible Energy Efficiency Measures for which equipment is purchased and installed on or after October 28, 2009.</p> <p>Dated Proof of Purchase and complete documentation will be required with final applications for the participant to be eligible for incentive payment. The program is subject to revision or termination at any time by the Company.</p>
Installation Schedule Requirements	<p>Pre-approved projects will receive approval letters defining terms for payment and a commitment expiration date. If the Participant: (1) has not engaged in installation of the pre-approved project; and (2) has not applied to the Program Manager for a project extension within 90 days from the date the Program Manager pre-approves the project, the Program Manager may cancel Participant’s application without liability.</p>
Acceptable Proof of Purchase	<p>Acceptable forms of Proof of Purchase include paid invoices or receipts. The documentation must show item numbers, quantities and descriptions that are of sufficient detail to verify that the installed equipment meets efficiency requirements. Additionally, the post-installation documentation must include manufacturers’ specifications (“cut sheets”) that list the efficiency ratings of the equipment. <i>The Program Manager may, at its sole discretion, accept other forms of proof of purchase.</i></p>
Evaluation, Measurement and Verification	<p>The Program Manager may, but is not obligated to, conduct an inspection of the facility to verify pre- and post-installation conditions or verify documentation prior to incentive payment, at anytime after receipt of applications and up to 5 years after payment of incentives. In addition, the Pennsylvania Public Utility Commission and the Companies have engaged Evaluation Measurement and Verification (“EM&V”) contractors to evaluate program performance which may involve additional visits. The applicant must provide reasonable access to the facility, the equipment, and related documentation and data. The Companies or their agents may install simple/standard metering devices on equipment for program data collection, measurement and verification purposes. The Companies and their agents are not obligated to pay any incentive awards until it has performed a satisfactory post-installation verification, unless it has waived this requirement. If the Program Manager determines that the equipment was not installed in a manner consistent with the approved application, or if non-qualifying equipment was installed, it may require changes before making payment.</p>
Assignment	<p>The Participant may assign Program Incentives to a specified third party.</p>
Participating Customer’s Certification	<p>Participant certifies that he/she purchased and installed the equipment listed in its application at its defined Pennsylvania location listed therein. Participant agrees that all information is true and that he/she has conformed to all of the program’s eligibility requirements, terms and conditions.</p>

Incentive Amounts	Program Incentives will equal either: a) the approved Program Incentive amount reflecting incentives in effect at the time of approval, or b) the actual equipment cost of the Energy-Efficiency Measure, whichever is less, as determined by the Program Manager. Please allow ninety (90) business days for delivery of the Program Incentive. Applications requiring post-installation inspections and unanticipated high volume of activities may require additional time. If information is missing or incorrect on the application, processing and delivery of the Program Incentive may also require additional time.
Taxes	Incentives received by the Participant under this Application may be taxable by the federal, state, and local government. The Participant is responsible for declaring and paying all such taxes. Companies shall have no liability or obligation for any taxes.
Indemnification and Limits of Liability	<p>The Participant shall protect, indemnify, and hold harmless the Companies' and their agents, contractors, employees, officers and directors from and against all liabilities, losses, claims of death or injury or other damages, judgments, penalties, causes of action, costs and expenses (including, without limitation, attorney's fees and expenses) incurred by or assessed against the Companies or their agents, contractors, employees, officers and directors arising out of or relating to the performance of this Application or arising out of or relating to the installation, use and maintenance of the equipment, designs, practices or methods involved in this Participant's project.</p> <p>In no event shall any indemnified party be liable for any punitive, exemplary, special, indirect, incidental or consequential damages (including, but not limited to, lost profits, lost business opportunities, loss of use or equipment down time, and loss of or corruption to data) arising out of or relating to this Agreement or Program, regardless of the legal theory under which such damages are sought.</p>
Warranties	<p>The Companies make no express or implied warranties regarding the performance of installed equipment, the quality of any contractor's work, or that the equipment will result in any energy or cost savings.</p> <p>THE COMPANIES AND THEIR CONSULTANTS DO NOT ENDORSE, GUARANTEE, OR WARRANT ANY PARTICULAR MANUFACTURER OR PRODUCT, AND THEY PROVIDE NO WARRANTIES, EXPRESSED OR IMPLIED, INCLUDING ANY IMPLIED WARRANTY OF MERCHANTABILITY OR IMPLIED WARRANTY OF FITNESS FOR ANY PRODUCT OR SERVICES. THE COMPANIES ARE NOT LIABLE OR RESPONSIBLE FOR ANY ACT OR OMISSION OF ANY CONTRACTOR (IF ANY). THE CUSTOMER'S WARRANTIES ARE LIMITED TO ANY WARRANTIES THAT MAY BE PROVIDED BY CONTRACTORS, VENDORS OR EQUIPMENT MANUFACTURER. NEITHER THE COMPANIES NOR THEIR CONSULTANTS ARE RESPONSIBLE FOR ASSURING THAT THE DESIGN, ENGINEERING AND CONSTRUCTION OF THE FACILITY OR INSTALLATION OF THE EQUIPMENT IS PROPER OR COMPLIES WITH ANY PARTICULAR LAWS, CODES, OR INDUSTRY STANDARDS. THE COMPANIES DO NOT MAKE ANY REPRESENTATIONS OF ANY KIND REGARDING THE RESULTS TO BE ACHIEVED BY THE ENERGY EFFICIENCY MEASURES OR THE ADEQUACY OR SAFETY OF SUCH MEASURES.</p>
Recycling (Proper Disposal of Waste)	The Company and its agents are not responsible for the proper disposal or recycling of any waste generated as a result of this project.
Endorsement (Product/Vendor Neutrality)	The Company and its agents do not endorse any particular market provider, manufacturer, product, labor or system design by offering this Program.
Termination	<p>Incentives are available for energy efficiency measures on a first-come, first-served basis subject to the availability of funds. Program availability, program terms and equipment eligibility may change without notice at the discretion of the Companies.</p> <p>Submission of any application does not give rise to any obligation to make any incentive payment by the Companies and their agents.</p>

ACKNOWLEDGEMENT

For faster application processing, please be sure to include the following items with your application form:

- Complete Application (Customer and Project Information page, Motors & VSDs Inventory forms, and Acknowledgement page)
- Utility Account Number (on Customer & Project Information page)
- Manufacturer specifications/technical cut sheets for all proposed equipment. **PLEASE BE SURE TO CIRCLE OR HIGHLIGHT THE RELEVANT INFORMATION (i.e. – motor type, hp, rpm, efficiency, etc)**

In conjunction with PA Act 129, energy efficiency measures as promoted by this application are considered Tier II resources under Pennsylvania’s Alternative Energy Portfolio Standards Act. For more information, go to <http://paaeps.com/credit/index.do> or the FAQ section of our website at www.energysavePA.com.

Participants in FirstEnergy’s Energy Efficiency and Conservation (EE&C) programs have the ability to take ownership of the alternative energy credits resulting from their project and may be able to sell the alternative energy credit(s) to a broker.

Alternatively, a customer has the ability to allow their local utility (Met-Ed, Penelec or Penn Power) to take ownership of the alternative energy credit(s) associated with their energy efficiency project.

- I would like to retain ownership of my Tier II alternative energy credits and commit to offer them into the PJM market.
- I assign ownership of my Tier II alternative energy credits to my local utility to be used to offset the costs charged to customers to fund EE&C programs under Act 129.

If neither box is checked, Met-Ed, Penelec or Penn Power will accumulate the alternative energy credits and sell the alternative energy credits to help reduce the cost of the Companies’ EE&C programs by the amount of revenue received.

I read, understand and am in compliance with all rules and regulations concerning this Program. I certify that all information provided is correct to the best of my knowledge, and I give the Companies permission to share my records with the Pennsylvania Public Utility Commission, or its contractors, who plan to evaluate my energy usage. Additionally, I will allow reasonable access to my property to verify the installation and performance of the Energy Efficiency Measures that are eligible for incentives under the Programs.

Signature: _____ Date: _____

Print Name: _____ Title: _____

By signing, I certify that I have read, understood and agree to the terms and conditions listed above, and that I am authorized to sign on behalf of the participant.

FOR PROGRAM USE ONLY

Date Received: _____ Initials: _____ Pre-Approval? Yes No

Application Number: _____