



Municipal Electrification Retrofits Whole Building HVAC for Past Participants

Funding Opportunity Notice – FON-015-2024

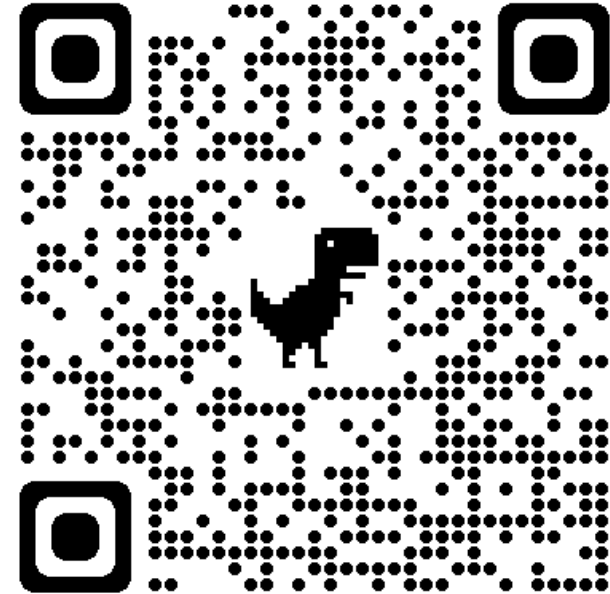
Municipal Retrofits Funding Opportunity Notice

Use the chat box for any questions.

- **We will answer directly or at the end of the webinar.**

Informational Web Page:

efficiencymaine.com/at-work/municipal-building-retrofits/



Efficiency Maine

Mission:

To lower the cost and environmental impacts of energy in Maine by promoting energy efficiency and other distributed energy resources.

- Runs the State's energy efficiency and renewable energy programs
- Provides incentives, financing, technical information and registry of vendors
- Funded by electric and natural gas ratepayers, Regional Greenhouse Gas Initiative, ISO New England Grid, grants, and other sources
- Board appointed by the governor and confirmed by the legislature

Municipal Electrification Retrofits

What's the Goal?

Assist municipal buildings convert to a whole-building electric HVAC system, utilizing heat pump capacity already installed through a prior Funding Opportunity Notice (FON)

CIPI FON-015-2024

Funding Opportunity Notices (FONs)

FONs offer limited time enhanced, or increased, incentives on current program offerings to a specific sector of Commercial and Industrial Customer.

Customers that are not eligible for an FON may still qualify for the typical “prescriptive” incentives through CIPI.

Municipal Electrification Retrofits

Eligibility:

- Buildings that have installed heat pumps through FON-004-2021 or FON-010-2023.
- This FON intends to add heat pump or VRF HVAC capacity to buildings that have supplemental heat pumps, making them whole-building systems.



Heat Pump in Norridgewock Fire Dept.

Emerging Trends in HVAC – Electric Solutions

- HVAC technologies are trending towards electric systems that can heat and cool
- Whole building solutions without supplemental heat are proving effective in Maine
- Some heat pump technology (VRF systems), can maximize simultaneous heating and cooling with room-by-room control

Whole Building Electric HVAC Solutions

High-Performance Heat Pumps



Heat Pump Rooftop Units



Variable Refrigerant Flow (VRF) Systems



Steps in an FON Project

STEP 1 – Review schedule

STEP 2 – Assemble project team

STEP 3 – Perform assessment of solutions

STEP 4 – Submit for approval/funds reservation

STEP 5 – Return Approved Scope of Work (Signed)

STEP 6 – Complete the Project(s)

STEP 7 – Submit Project Completion Form

Schedule

Municipal Retrofits FON Schedule	
FON Issue Date	January 9, 2024
FON Application Period	January 9, 2024 to May 31, 2024*
Project Completion Deadline	December 31, 2024

*Or until funding is exhausted

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Assemble Project Team

Key Players: Leverage Previous Experience

- Municipal lead
- Financial decision maker
- Facilities team
- Qualified Partner - previous or new
 - Installer and supplier
- Efficiency Maine



Efficiency Maine's Role

1. Offer cost-effective energy saving solutions
2. Technical support
3. Project management support
4. Financial incentives \$

Efficiency Maine Qualified Partners

Qualified Partner Locator

SEARCH AND SORT OPTIONS

Start by choosing your provider type and the services you are looking for.

Provider Type

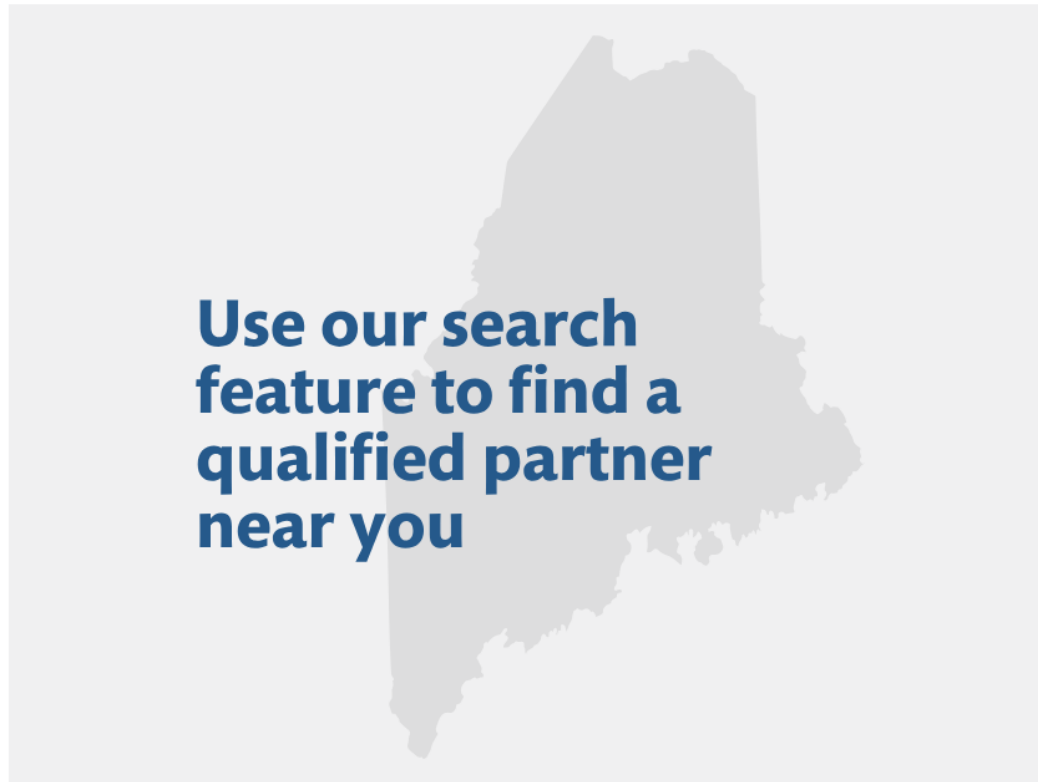
What services do you need?

ZIP Code:

Radius:

Sort by:

SEARCH




Efficiency Maine Qualified Partners

Qualified Partner Locator

SEARCH AND SORT OPTIONS

Start by choosing your provider type and the services you are looking for.

Provider Type: All Providers

What services do you need?  Heat Pumps & Cooling Solutions





ZIP Code: 04330

Radius: 25 miles


Sort by: distance

SEARCH

Your Results:

Vendor	Services Provided	Miles	More
1 American Home Systems Augusta, ME - 207-446-3368		0	▼
2 Augusta Fuel Company Augusta, ME - 207-623-3851 augustafuel.com		0	▼
3 Augusta Natural Gas, LLC Augusta, ME - 207-724-8034 augustanaturalgas.com		0	▼
4 BSR Systems, Inc. Augusta, ME - 207-242-9997		0	▼

PRINT THESE RESULTS



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Steps in an FON Project

One of your first steps will be to ask your Qualified Partner for an assessment on your existing HVAC system

- The assessment is used to gather information so that the contractor can suggest a replacement system and produce an installation price quote.

Financial Incentives

Whole Building Single- or Multi-Zone Heat Pumps

Zones(s)	CIPI Incentive	FON Incentive
1	\$1,200	\$1,800/unit
2	\$1,600	\$2,200/unit
3	\$2,000	\$2,600/unit

Incentives are capped at 85% of total project costs



Financial Incentives

Variable Refrigerant Flow (VRF) Systems		
Type	CIPI Incentive	FON Incentive
Single-Phase VRF	\$10.00/sq.ft.	\$12.00/sq.ft.
VRF <u>without</u> Heat Recovery	\$13.00/sq.ft.	\$15.00/sq.ft.
VRF <u>with</u> Heat Recovery	\$15.00/sq.ft.	\$18.00/sq.ft.
Incentives are capped at 90% of invoiced project cost		



- Single-phase VRFs require a lower energy supply (three-phase)
- Heat recovery helps systems work more efficiently

Financial Incentives

Heat Pump Rooftop Units (RTUs)	
Heating Capacity (MBH)	FON Incentive
24	\$5,000/unit
36	\$8,000/unit
48	\$10,000/unit
60	\$15,000/unit
90	\$20,000/unit
120	\$25,000/unit
132	\$25,000/unit

Incentives are capped at 90% of total material costs



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Submitting Your Application

HVAC Projects:

- 1) Attachment A: FON Project Application and Commitment Form
- 2) Attachment B: HVAC Project Application
- 3) Qualified Partner Material Price Quote to Customer

Additional documents may be requested from the customer or Qualified Partner, like AHRI efficiency certificates, selection report, building layout/design, or more.

Send electronically to: CIP@efficiencymaine.com

with the subject line **CIP FON-015-2024**

All projects must follow the project timeline outlined with the FON schedule.

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Approved Scope of Work (SOW)

Efficiency Maine will conduct a review on applications submitted.

- Projects are subject to a pre-inspection

After application review, a pre-approval offer will be emailed.

- Like the Proposed Scope of Work; however, it will say **“Approved”**.

This document will be sent to the customer and needs to be signed by both the customer and the QP.

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Steps in an FON Project

Efficiency Maine will confirm receipt of the applicant's acceptance of the pre-approved incentive offer electronically

You're ready to order project materials and complete your "Approved Scope of Work"

Good Luck

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Submit the Project Completion Form

When your new equipment upgrades have been installed:

- Fill out the Installation Completion & Acceptance Form.
 - This form needs to be signed by the customer and the QP.
 - All projects must be submitted with material invoices and installation invoices.
- Email to CIP@efficiencymaine.com
- Efficiency Maine will send the project incentive within two weeks following completion of the project review.

Efficiency Maine may elect to conduct project inspection prior to issuing incentive

Submit the Project Completion Form

COMMERCIAL & INDUSTRIAL PRESCRIPTIVE SOLUTIONS MUNICIPAL ELECTRIFICATION RETROFITS



CIP FON-013-2024

Installation Completion & Applicant Acceptance Form

This Project Acceptance Form ("Form") when signed, signifies the project approved from the application submitted in response to CIP FON-013-2024 and part of the Commercial & Industrial Prescriptive Program has been completed. The Form is to be executed in connection with the installation of energy efficiency retrofit measures by the Participating Qualified Partner and the below listed Facility ("Parties"). This Form, together with the Scope of Work, constitute the full Agreement between the Parties.

By signing below, the Parties confirm the measures initiated in Section B of this Form (below) have been installed in the specified quantities and that associated equipment is operational. Additionally, by signing below, the Qualified Partner certifies that all applicable permits have been obtained and all hazardous and nonhazardous materials have been disposed of in accordance with federal, state and local regulations.

Both the Installing Contractor and the Applicant must sign, and return this document as outlined in FON CIP-013-2024 Section 4. The project incentive will not be paid until the signed/initialed Form is received by the date outlined in CIP FON-013-2024 Section 1.3.

CUSTOMER INFORMATION

Customer Name:

Municipality A

Physical Installation Address:

123 State St

City:

Augusta

State:

ME

Zip Code:

04330

Contact Name/Title:

Jane Smith

Email Address:

Jane.smith@gmail.com

Telephone:

207-222-3333

HEATING, COOLING & REFRIGERATION VALIDATION

By signing below, I confirm the energy efficiency measure(s) has been installed and:

(check boxes)

- I confirm the equipment as listed in Section B has been installed
- I have received system operation training
- I have received equipment manuals

Customer Signature

Date

This equipment has been installed (listed below) in accordance with manufacturers specifications and is operating as designed.

Section B. List of Measures

Location	Measure Description	Quantity	Incentive per Unit	Total Incentive*
Town Manager Office	Single Zone Mini-Split Heat Pump	1	\$1,800	\$1,800.00
Lobby	Single Zone Mini-Split Heat Pump	2	\$1,800	\$3,600.00
Conference Room	Two-Zone Mini-Split Heat Pump	1	\$2,200	\$2,200.00
				\$7,600.00

* Incentives may be capped at 90% of material cost. Subject to change based on final invoicing at project completion. If the installation is not complete by 10/31/24 as listed in the Funding Opportunity Notice, the incentives revert to the prescriptive amounts.

Qualified Partner Signature

Date

Overview

Simple Steps:

- 1) Contact a Qualified Partner (contractor) to schedule an assessment.
- 2) Submit the FON application(s) with the material price quote from your assessment.
- 3) Efficiency Maine will review your project and email you an *Approved Scope of Work*.
- 4) Sign and return the *Approved Scope of Work* (sent by Efficiency Maine) and submit a W9.
- 5) Complete the installation.
- 6) Submit a completion form and invoicing when the project is complete.

Questions?

If you have any questions during any phase of your project (i.e. development, submission, execution and completion):

Call: (207) 213-6247

Email: CIP@efficiencymaine.com

efficiencymaine.com/at-work/municipal-retrofits/