

MEMBER PROGRAMS

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COOPERATIVE APPLIANCE REBATES

Firelands Electric is offering rebates to cooperative members who replace their existing refrigerators, stand-alone freezers, clothes washers or dishwashers with a new ENERGY STAR-listed appliance.

- **\$100 REFRIGERATOR & FREEZER REBATE***
ENERGY STAR®-certified refrigerators and stand-alone freezers (10-30 cubic feet) can qualify for a \$100 rebate from Firelands Electric Cooperative, as long as the old appliance is disposed of and the new appliance is installed at a location served by the cooperative.
- **\$50 DISHWASHER & CLOTHES WASHER REBATE***
ENERGY STAR-certified dishwashers and clothes washers can qualify for a \$50 rebate from Firelands Electric Cooperative, as long as the old appliance is disposed of and the new appliance is installed at a location served by the cooperative.



SPECIFIC REQUIREMENTS

This rebate is only available to members of Firelands Electric Cooperative. Members must purchase new ENERGY STAR-labeled appliance between July 1, 2016 and June 16, 2017, and the existing appliance must be recycled/removed from the home or facility.

Member is required to provide documentation, such as a purchase receipt, showing that the new appliance was installed in a home or facility served by the cooperative. Member must also include proof of ENERGY STAR-listing, such as a copy of the yellow Energy Guide label or owner's manual. (MUST include ENERGY STAR logo or statement of ENERGY STAR-certification — see logo at right). Documentation showing that the old appliance was removed/recycled is also required to be eligible for the rebate.

All rebates are issued in the form of a credit to the member's electric account. Rebates may not exceed the purchase price and items must have been purchased in the current program year. If you pay less for your appliance than the rebate amount, you will receive the amount you paid. A maximum of four appliance rebates, totaling \$300, may be paid per member service location during the current program year of July 1, 2016 through June 16, 2017.

All appliance rebate forms can be completed and downloaded from Firelands' website, www.firelandsec.com/content/member-programs.

***Firelands' appliance rebate budget on refrigerators, freezers, dishwashers and clothes washers is limited. Offer expires when funds are depleted on a first come, first served basis, or when the program is discontinued. New construction does not qualify.**

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WEATHERIZATION REBATES

- **\$800 INSULATION REBATE*** or 50% OF THE PROJECT COST (whichever is lower)
Insulation project cost includes the cost of installation.
- **\$400 AIR SEALING REBATE*** or 50% OF THE PROJECT COST (whichever is lower)

ELIGIBILITY FOR REBATE

1. All qualifying insulation and air-sealing upgrades must be installed in a residential home which receives its electric power from Firelands Electric Cooperative. The home must use electric as its primary heat source. Baseboard, electric furnace, heat pump and dual-fuel heat pump systems are included in this program.
2. **Insulation and air-sealing upgrades must be installed by a licensed contractor. Do-it-yourself upgrade projects are NOT eligible for this rebate.**
3. This rebate program is for attic, exterior house wall, duct, and exterior basement wall or crawlspace wall insulation and/or for air sealing upgrades only. Air sealing does not include product replacement (e.g. replacement of windows, doors, lighting fixtures, etc.).
4. All projects must be a retrofit installation within an existing residential home. Installations that are NOT eligible for a rebate include: new construction, room additions, garages, sheds, workshops, interior home walls, sound proofing applications, and properties with more than two units. Projects must comply with applicable federal, state and local laws and building codes.
5. Insulation or air sealing installed with funding from a non-cooperative utility incentive program are not eligible for this program.

SPECIFIC REQUIREMENTS

- A copy of the contractor's invoice, which must include a detailed cost breakdown for each area of work/improvement, is required to be eligible for the rebate. Reimbursement will not be processed until all required documentation is received by Firelands Electric Cooperative.
- The co-op member must own the residence and the rebate is paid to the homeowner on record. Only one rebate application may be paid per area per year, with a lifetime maximum of two areas per home. An area is defined as either exterior walls, attic, basement walls, crawlspace walls or ducts. Rebate paid can be for insulation and/or air sealing.
- All projects must be completed between July 1, 2016 and June 16, 2017.
- To meet insulation requirements, contractor must follow ENERGY STAR guidelines and achieve minimum insulation values of: (use of foam insulation is encouraged)
 - R-38 for attic and R-16 for exterior house walls
 - R-10 for exterior basement and crawlspace walls (minimum 6-mil poly on floor is required).
 - R-6 for duct insulation
 - Any one, or combination of, the above could qualify for the insulation rebate.
 - To meet Air Sealing requirements, a contractor must follow ENERGY STAR guidelines and achieve readings as shown below in testing requirements.

REBATE TESTING REQUIREMENTS

- A duct blast test is required for all duct sealing upgrades. Final test results after duct sealing must achieve less than or equal to 12CFM25 per 100 sq. ft. to be eligible for rebate.
- A blower door test is required for all air sealing projects. Final test results after air sealing upgrade must achieve less than 4,000 CFM50 to be eligible for rebate. Installation of exterior basement wall insulation and/or crawlspace wall insulation (with 6-mil poly) is considered an insulation rebate and not an air sealing rebate.

***Firelands' insulation and air sealing rebate budget is limited. Offer expires when funds are depleted on a first come, first served basis, or when the program is discontinued.**

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COMMERCIAL & INDUSTRIAL (C&I) LIGHTING PROGRAM

The purpose of the Commercial and Industrial (C&I) custom lighting program is to promote the value of removing wasteful lighting, by replacing inefficient internal and external lighting at a business-member facility receiving power from Firelands Electric Co-op. This program provides a rebate based upon the number of lamp watts reduced when replacing old lighting with energy efficient lighting, and members are eligible for a rebate when specifications are met.

Replacing inefficient lighting can help C&I member businesses save money, which can reinforce the importance of energy efficient lighting upgrades and the value of being a member of Firelands Electric Cooperative.

C&I Custom Lighting Overview:

1. This program is applicable for commercial and industrial business facilities only, which receive electric power from Firelands Electric Cooperative. Residential applications are not eligible.
2. **Pre-approval of the project is required prior to installation.** Pre-approval is obtained through the submission of a completed C&I Custom Lighting Rebate application to the cooperative. The application must include the contractor's detailed quote with project cost estimate, as well as information on the new lighting. Information needed can be found on the spec sheet(s) for the new equipment, and includes lamp manufacturer, type, model number, and lamp wattage.
3. After installation is complete, a detailed contractor/vendor invoice for the equipment and lamps installed, including lamp quantities, lamp wattage, type of lamp and project cost (excluding labor), must be submitted to the co-op. Documentation should include lamp manufacturer/model number and any spec sheets indicating lamp wattages on new lamps installed. Project cost consists of expenses incurred to retrofit lighting including, but not limited to, lamps, fixtures, wiring and ballasts. Labor and/or installation costs are not to be included as part of project cost submitted.



C&I Custom Lighting Program Eligibility:

1. To qualify, lighting at the facility must be used a minimum of 1,800 hours per year.
2. All projects must be a retrofit lighting installation in an existing building and/or retrofit of exterior lighting at the facility where the building is located. Program is not applicable for new construction, facility additions or installation of additional lighting.
3. Existing equipment must be operational when pre-approval application is submitted. Existing equipment must be permanently disconnected or removed.
4. All equipment must be new. Used or rebuilt equipment is not eligible.
5. Re-lamping of existing fixtures is allowable for rebate only if it includes a technology up-grade. (e.g., incandescent lamp to CFL; fluorescent lighting to LED). Re-lamping to a lower wattage of the same general type of bulb is not applicable for this program.
6. All projects must comply with applicable federal, state and local laws and building codes.

COMMERCIAL & INDUSTRIAL (C&I) LIGHTING PROGRAM — continued

C&I Custom Lighting Guidelines:

1. Projects must be completed between July 1, 2016 and June 16, 2017. Final rebate requests must be submitted to Firelands Electric no later than June 16, 2017.
2. **Funding is limited and subject to availability.**
3. All pre-approval applications must have complete information in order to be considered.
4. Documentation of lighting to be installed should include lamp manufacturer/model number (and/or spec sheets if lamp watts are not indicated in lamp model number).
5. Final request for rebate must be done and appropriate documentation is required.
6. The Cooperative will need to do an onsite visit in order to confirm installation of project as submitted.
7. Rebate is paid as a one-time, one-program offer and cannot be combined with other Buckeye incentive payments or programs for additional funding of this project.
8. Only one incentive will be granted for each facility per program year.

C&I Custom Lighting Rebate:

1. After lighting retrofit project is completed, Firelands Electric Cooperative will visit the facility to verify installation of lighting as documented.
2. Final rebate request and documentation is reviewed and qualified projects will be approved.
3. Project must be completed between July 1, 2016 and June 16, 2017, and be submitted for reimbursement by no later than June 16, 2017.
4. Funding is limited and based upon availability.

NOTE: Rebate amount is calculated at the rate of \$1* per watt reduced based upon lamp wattages (not fixture wattages). Rebate may not exceed fifty percent (50%) of project cost (excluding labor), up to a total maximum rebate amount of \$5,000.

***The rebate funding process includes pre-approval of the completed C&I Custom Lighting Rebate application. Firelands Electric submits the application to Buckeye Power for approval, which is then verified to meet program requirements and earmarks funds, if available. Offer expires when funds are depleted on a first come, first served basis, or when the program is discontinued.**



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COMMERCIAL & INDUSTRIAL (C&I) ENERGY AUDIT PROGRAM

The purpose of the Commercial & Industrial (C&I) Energy Audit Program is to offer member businesses rebate funding for the completion of a professional energy audit. Additional rebates are also available for those businesses that install the electric energy improvements recommended by the audit, thereby encouraging Cooperative member businesses to reduce energy use where applicable.

C&I Energy Audit Rebate Guidelines:

1. This program is applicable for commercial and industrial business facilities only. Residential applications are not eligible. Businesses must be a member of the Cooperative and receive electric power from Firelands Electric Cooperative. Businesses eligible for the Energy Audit Program include commercial and industrial businesses, agricultural businesses, local government, not-for-profit and private institutions, colleges and universities, and K-12 schools.
2. **Pre-approval of the project is required prior to audit.** Pre-approval is obtained through the submission of a completed C&I Energy Audit Rebate application to Firelands Electric. In addition, the member must also submit an audit proposal from the auditing firm, which includes a cost breakdown and complete overview of the scope and depth of the proposed audit.
3. The proposed audit must be done by a professional auditing or engineering firm. Member businesses may select an auditing firm of their choice; however, it is highly advisable to select an auditing firm with prior experience in implementing audits on businesses similar in nature to the business seeking the audit.
4. The energy audit must include an audit of electric energy use. An energy audit will generally include a walk through the facility, tests and measurements to identify energy loss, along with close examination of processes and energy costs. Some systems reviewed might include building envelope, water usage, HVAC systems, motors, lighting, electric supply, compressed air and optional processes. The scope of the audit will depend upon the nature of the business and desired objectives.
5. Once pre-approval has been granted, and the professional audit is completed, member businesses must then submit a copy of the auditing company's final invoice, as well as a copy of the completed energy audit.
6. A rebate of 50 percent of the total audit cost (up to a maximum of \$2,000 per audit) will be issued once all requirements are met.
7. Energy audits must be completed between July 1, 2016 and June 16, 2017 to be applicable for this program. Funding is limited and based upon availability.
8. Energy audits are restricted to one energy audit per business facility within a five-year period.

***The rebate funding process includes pre-approval of the completed C&I Energy Audit Rebate application. Firelands Electric submits the application to Buckeye Power for approval, which is then verified to meet program requirements and earmarks funds, if available. Offer expires when funds are depleted on a first come, first served basis, or when the program is discontinued.**

COMMERCIAL & INDUSTRIAL (C&I) ENERGY AUDIT PROGRAM — continued

C&I Energy Improvement Rebate Guidelines:

1. Improvements made from recommendations in the C&I Energy Audit Rebate Program may be eligible for a 50 percent reimbursement, up to a maximum rebate of \$3,000.
2. Improvements made must increase the electric energy efficiency of the facility and must be installed within one year of the date of the energy audit that was part of this program.
3. Documentation required for the rebate includes a copy of the detailed invoice to member business from the installing contractor (or an invoice from equipment company if equipment was installed by member business). Invoice must document exact improvements made.
4. Internal labor costs are not applicable for reimbursement.
5. Firelands Electric Cooperative must visit the member facility and confirm that installation of improvements has been completed.
6. Requests for reimbursement will not be processed until all required documentation is received.
7. Lighting projects submitted for rebate through the C&I Custom Lighting program are not applicable for funding under this program.
8. All equipment must be new and meet program specifications. Used or rebuilt equipment is not eligible.
9. Program is not applicable for new construction or facility additions.
10. All projects must comply with applicable federal, state and local laws and building codes.
11. Only one rebate for energy improvements will be granted per facility. Energy improvements submitted for rebate must have received funding within the past 12 months for an energy audit of this facility through this C&I Energy Audit program.
12. Improvements must be installed between July 1, 2016 and June 16, 2017 and all documentation submitted by June 16, 2017 to be applicable for this program. Funding is limited and based upon availability.

*** Facilities receiving Energy Improvement Rebates must have participated in the C&I Energy Audit program within the past 12 months. Offer expires when funds are depleted on a first come, first served basis, or when the program is discontinued.**

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LOAD MANAGEMENT REBATES

Program rebates and incentives apply only to members of Firelands Electric Cooperative who agree to participate in the co-op's load management program, which consists of having a PeakBuster Radio Controlled Switch (RCS) installed on each applicable electric appliance in the home. The new equipment must be inspected and approved by Firelands' service technician and a PeakBuster RCS must be installed/tested (at no charge to the member) before any incentive(s) can be issued to the member.

By participating in Firelands' load management programs, the member acknowledges that during the summer months (June, July, August and September), Firelands' load management equipment may be activated on extremely hot/humid days, typically between 2 pm and 6 pm, to avoid high electric demand. Controlling electric water heaters and cooling systems during periods of high demand saves money for the cooperative and all of its members because peak power is more expensive to produce. Load management is an effective way for the co-op to use less of this high-cost "peak" power.



NOTE: Certain electric appliances, including, but not limited to, tankless or on-demand water heaters, solar or heat pump water heaters, ductless heat pumps, air conditioning and HVAC systems that are too old, and systems that are not compatible with Firelands' load management devices, do not qualify for advertised rebates and incentives.

ELECTRIC WATER HEATER REBATES & INCENTIVES

Incentives apply to Firelands' residential, commercial and industrial members who purchase and install an electric water heater that meets all incentive requirements. Tank must be installed at a location receiving electric service from the cooperative, and member must agree to the installation of the cooperative's load management PeakBuster RCS (at no charge to the member).

NEW CONSTRUCTION or switching from fossil fuel: (gas/propane/oil)

- **\$300 rebate*** for qualifying 80-gallon or larger electric water heaters that meet Firelands' incentive requirements.
- **\$100 bill credit*** for qualifying 50-gallon electric water heaters that meet Firelands' incentive requirements.

REPLACEMENT of existing electric water heater:

- **\$100 bill credit*** for qualifying 50-gallon or larger electric water heaters that meet Firelands' incentive requirements.

RCS LOAD MANAGEMENT DEVICE installed:

- **\$25 bill credit*** applies to 50-gallon or larger electric water heaters that DO NOT meet Firelands' incentive Energy Factor requirements.

***Firelands' water heater requirements: Water heater tank capacity must be 50 gallons or larger, and greater than 90% efficient, with an Energy Factor (E.F.) of 0.91 or higher,** based on the GAMA Efficiency Rating Directory. Water heater must be installed within the last 12 months to qualify for incentives. Solar, heat pump and on-demand water heaters do not qualify. A maximum of 2 water heater rebates may be paid per home or facility, per program year.

PEAKBUSTER COOL RETURNS PROGRAM

Firelands Electric Cooperative must pay higher prices for electric energy purchased during times of high demand, which typically takes place during peak-times on very hot and humid afternoons between 2 pm and 6 pm. PeakBuster RCS devices are installed on central-air conditioning systems (at no charge to the member), limiting the amount of time a cooling system compressor operates during peak demand events.

PeakBuster load management devices are programmed so the cooling system compressor will never be off more than 12 minutes out of any half-hour control period. Your cooling system fan will continue to operate normally during peak demand sessions, circulating air throughout your home to maximize comfort. Firelands' technicians reserve the right to decide whether to accept older or marginal central air conditioners, heat pumps and geothermal systems into the cool returns program.

COOL RETURNS AIR CONDITIONING INCENTIVES

- **\$100* bill credit** to install controls for central air conditioning, existing heat pumps and geothermal systems that do not already have a Cool Returns PeakBuster device installed.
- **\$10* monthly bill credit** during summer months of June, July, August, and September. Reoccurring as long as the member continues to take part in the Cool Returns program.
The Cool Returns air conditioning incentive cannot be combined with other heat pump and geothermal incentives offered by the cooperative.

AIR-SOURCE HEAT PUMP & GEOTHERMAL SYSTEM INCENTIVES

Program incentives apply to members of Firelands Electric Cooperative who purchase and install new or replacement geothermal or air-source heat pump systems, which are ENERGY STAR® qualified and meet or exceed the following energy efficiency standards:

AIR-SOURCE HEAT PUMP all-electric heating/cooling system

- **\$500 rebate*** for installing a new or replacement all-electric air source heat pump system that meets or exceeds ENERGY STAR® and Firelands' energy efficiency standards. The backup heating source must be electric resistance.
- **Air-Source Heat Pump energy standards: Split SEER 15.0, EER 12.5, HSPF 8.5; Package SEER 14.0, EER 12.0, HSPF 8.0**
- **\$10 monthly bill credit** applied during summer months of June, July, August, and September.

DUAL FUEL HEAT PUMP added to a fossil fuel furnace heating system

- **\$250 rebate*** for installing a new or replacement dual-fuel heat pump unit added to any fossil fuel (gas/propane/oil) furnace that meets or exceeds Firelands' energy efficiency standards.
- **\$10 monthly bill credit** applied during summer months of June, July, August, and September.

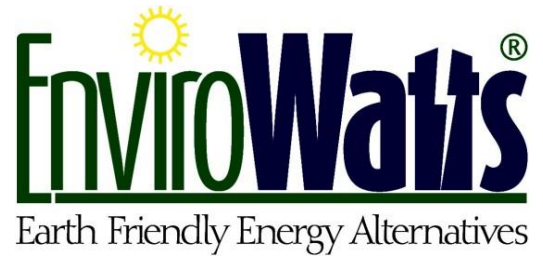
GEOTHERMAL ground source heating/cooling system

- **\$800 rebate*** for installing a geothermal system that meets or exceeds Firelands' standards.
- **Geothermal energy standards: EER 17.1, COP 3.6; Open Loop EER 21.1, COP 4.1**
- **\$10 monthly bill credit** applied during summer months of June, July, August, and September.

* The Cool Returns PeakBuster incentive cannot be combined with other geothermal and heat pump rebates/incentives offered by Firelands Electric Cooperative. HVAC program rebates and incentives require members to participate in the cooperative load management program by having a PeakBuster Radio Controlled Switch (RCS) installed on the applicable electric appliance. New heat pump and geothermal systems must be installed within the last 12 months to qualify for incentives. Communicating and ductless HVAC systems, as well as solar and heat pump water heaters (including on-demand/tankless units), do not qualify. A maximum of 2 geothermal and/or heat pump rebates may be paid per home or facility, per program year.

ENVIROWATTS® — Earth Friendly Energy Alternatives

The future of energy production is changing, with an increased focus on incorporating renewable sources. EnviroWatts® is Ohio electric cooperative's name for renewable energy or "green power," and promotes research and development of renewable sources right here in Ohio, including two biodigester systems located on Ohio co-op lines. **With each 100-kilowatt hour block of EnviroWatts purchased, you can be assured that 100-kilowatt hours of electricity produced is from renewable energy sources.**



This program is available to any members pursuant to their voluntary participation in the program, through the signing of a program agreement with the cooperative with the payment contributions in 100 Kilowatt hour (KWh) blocks of renewable energy certificates (RECs).

<u>Number of Blocks</u>	<u>Price per 100-kWh Block</u>
1 block	\$2 per month
2 blocks	\$4 per month
3 blocks	\$6 per month

Additional blocks are available at \$2 per block

A bulk purchase option is available for consumer-members who wish to purchase more than twenty-five (25) 100-kWh blocks per month. Please contact the cooperative office if you wish to purchase more than 25 blocks of EnviroWatts per month. Member price shall be set at:

<u>Number of Blocks</u>	<u>Price per 100-kWh Block</u>
26 – 250 blocks	\$1.50 per block
251 – 500 blocks	\$1.00 per block
501+ blocks	TBD



For bulk purchases of 501 blocks or more per month, member price shall be set on a case-by-case basis, based on the wholesale purchase price of renewable energy/RECs and the consumer's desired sourcing requirements. For bulk purchases of 251 blocks per month or more, a binding commitment with the cooperative for a term of 12 months or more prior to the actual sale of the blocks is required.

Any residential or non-residential member of an Ohio electric cooperative is eligible to participate in the EnviroWatts program.

To enroll and support the renewable energy program offered by Firelands Electric Cooperative, please complete and return an EnviroWatts Enrollment Form obtained from your cooperative office, or enroll online at www.FirelandsEC.com.