



# Small Business Direct Install

## For *Indiana* Commercial & Industrial Customers

Saving energy and improving your bottom line is quick and easy with the Indiana Michigan Power Small Business Direct Install (SBDI) program for **Indiana customers**. Indiana Michigan Power offers great opportunities for small businesses to quickly install energy efficient upgrades that can make a significant impact on your bottom line. Contact one of our experienced SBDI Trade Allies today to start saving!

### Eligibility

- Must be a commercial or industrial customer in Indiana Michigan Power's Michigan service territory.
- Demand must be less than 150KW per site.
- SBDI Trade Ally required for all projects.

Lighting fixture measures must be a one for one replacement. All lighting fixtures must be ENERGY STAR®, DLC, CEE listed, or approved by Program staff. See application for more details.

### To Participate

- Step 1:** Contact any program approved SBDI Trade Ally or the program at 888-444-9085.
- Step 2:** Once determined eligible, an SBDI Trade Ally will schedule your on-site energy evaluation to determine appropriate energy efficiency opportunities for your business.
- Step 3:** Apply for incentive reservation via your SBDI Trade Ally.
- Step 4:** Install approved upgrades during the evaluation site visit and/or schedule an installation.
- Step 5:** Take advantage of other highly incentivized energy efficiency upgrades.

### Deadline Information:

Energy efficiency project(s) that have a signed incentive offer on file from the customer will receive their associated rebates and/or incentives upon completion of the project(s) by the terms of the signed incentive offer at completion but no later than December 11, 2020. Funds are limited and paid on a first come, first served basis. Projects submitted after December 11, 2020 will be subject to the incentive levels associated with the 2021 programs.

### SBDI Rebate Cap

- \$3,000 per site and \$21,000 per company across all programs.

### Popular Measures:

- Incandescent to LED Lighting
- Fluorescent T12/T8 to LED
- Refrigerated Case Upgrades

Please visit  
[ElectricIdeas.com/Work](https://ElectricIdeas.com/Work)



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Lighting				
Existing Equipment	Efficient Equipment	Participation Units	Incentive Per Unit	
CFL	LED	Lamp	\$1.25	
4 Lamp T5HO		Fixture (≥30% wattage reduction)	\$36	
6 Lamp T5 HO			\$72	
8 Lamp T5HO			\$108	
10 Lamp T5 HO			\$144	
T5HO 4ft Lamp			Lamp	\$10
T8 4ft Lamp		\$6		
T12 4ft Lamp		\$8		
T8 8ft Lamp		\$12		
T12 8ft Lamp		\$16		
T5 4ft Lamp		\$6		
T8 8ft 2 Lamp		LED Fixture (includes 4ft 4 Lamp LED)	Fixture (Rebates are paid on a per fixture basis with replacement LED lamps in an existing fixture)	\$24
T12 8ft 2 Lamp			\$32	
T8 2L U-Lamp	LED	FixtureLamp	\$6	
T12 2L U-Lamp			\$9	
T8 4ft 2 Lamp	LED Light Fixture	Fixture	\$7	
T8 4ft 3 Lamp			\$10	
T8 4ft 4 Lamp			\$16	
T12 4ft 2 Lamp			\$8	
T12 4ft 3 Lamp			\$20	
T12 4ft 4 Lamp			\$28	
Incandescent <25W	LED ≤10W	Lamp	\$3.50	
Incandescent 25-45W	LED ≤12W		\$7	
Incandescent 46-65W	LED ≤15W		\$10	
Incandescent 66-90W	LED ≤17W		\$12.50	
Incandescent >90W	LED ≤20W		\$17	
HID ≤175W - Exterior	LED - Exterior (measure includes street lighting)	Fixture (Baseline Wattage = Lamp Wattage)	\$55	
HID 176W-250W - Exterior			\$70	
HID 251W-400W - Exterior			\$115	
HID 1000W - Exterior			\$270	
HID ≤175W - Interior	LED - Interior		\$65	
HID 176W-250W - Interior			\$85	
HID 400W - Interior			\$125	
HID 1000W - Interior			\$310	
CFL or Incandescent Exit Sign	LED Exit Sign	Fixture	\$6	

## Sensors

Inefficient Equipment	Efficient Equipment	Participation Units	Incentive Per Unit
No Control	Occupancy sensor ≤500W connected load	Sensor	\$20
	Occupancy sensor >500W connected load		\$35

## Refrigeration

Inefficient Equipment	Efficient Equipment	Participation Units	Incentive Per Unit
No curtains installed	Strip curtain – cooler	Door	\$60
	Strip curtain – freezer		\$150
No controls	Anti-sweat heater controls – cooler		\$35
	Anti-sweat heater controls – freezer		\$50
No auto door closers	Auto door closers – walk-in cooler		\$100
	Auto door closers – walk-in freezer		\$150
No controls	Floating head pressure controls	Ton	\$60
Fluorescent case lighting	LED case lighting – cooler	Door	\$40
	LED case lighting – freezer		\$50
T8 refrigerated space lighting	LED refrigerated space lighting	Linear foot of lamp	\$3
T12 refrigerated space lighting			\$5
No control	Refrigerated vending machine control	Machine	\$80
	Snack vending machine control		\$40
No ECM	Commercial Electronically commutated motors (ECM) – cooler	Motor	\$45
	Commercial ECM – freezer		\$60
No control	Evaporator fan – evaporator fan controls added to shaded pole or PSC fan motors	Fan	\$80
No control	Motion sensor – LED cases	Door	\$10

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**Contact a Trade Ally below to help you determine appropriate energy efficiency opportunities for your business. A Trade Ally will install your upgrades and apply for rebates.**

SBDI Trade Ally Companies	Phone Number
AC-DC Lighting & Electrical	260-388-5988
Ari Energy and Lighting Consultants	574-703-7731
Edge Systems Group	317-281-0455
Electreus	906-440-6660
Gen-X Lighting	574-361-6158
Hi-Tech Electric Company	269-323-1111

SBDI Trade Ally Companies	Phone Number
Lighting Trendz	248-974-5725
Meekhof Electric	616-885-4781
Midstates Energy Solutions	260-249-4446
MIEBS	888-508-1172
Webster Electric Inc	269-388-3110
Wolverine Electrical Contracting	269-683-4850



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For more information on this program, contact us at **888-444-9085**  
or by email at **[SaveEnergyAtWork@aep.com](mailto:SaveEnergyAtWork@aep.com)**.