

## CUSTOMER REQUIREMENTS

### Electric (Upstate New York):

- Be an active National Grid electric non-residential customer
- Have an average annual peak demand under 250 kW
- Pay the System Benefits Charge (SBC) on their utility bill
- Cannot have received an incentive from NYSERDA for the same measure

### Gas (Upstate New York):

- Be an active National Grid gas non-residential customer
- Have annual therm usage less than 50,000 Therms
- Pay the System Benefits Charge (SBC) on their utility bill
- Cannot have received an incentive from NYSERDA for the same measure

**How to Apply:** Visit <https://ngrid.com/smallbizupstate>

**Pre-Inspections:** A virtual pre-inspection may be required, including geo-tagged photo or video documentation.

**Post-Inspections:** A virtual post-inspection may be required to verify installation, including geo-tagged photo or video documentation.

### Documents Required:

- Completed application
- Customer W-9
- Contractor W-9
- Express tool
- Detailed scope of work with itemized cost breakdown that includes labor and materials
- Manufacturer cut sheets for all measures
- Pre- and post-installation photographs of all applicable measures
- Project invoice
- Signed MRD and/or construction completion verification documentation

## INCENTIVE CAPS

**Standard Cap:** 70% of project cost or \$50,000 whichever is met first.

**Disadvantage Community (DAC) Cap:** 85% of project cost or \$50,000 whichever is met first.

Businesses located in designated Disadvantaged Communities may qualify for enhanced incentive levels. Contact your National Grid representative to verify eligibility or view the NYSERDA Disadvantaged Communities map online.

<https://www.nyserderda.ny.gov/ny/Disadvantaged-Communities>

**“Bundle Up” Incentive:** Customers who install a heat pump and complete qualifying weatherization measures within the same project may be eligible for the enhanced “Bundle Up” incentive of \$6,500. To qualify, the project must meet the equipment requirements of the Small Business Heating Electrification and Weatherization Programs, and the incentive is issued only after a satisfactory post-installation inspection for both the heat pump and the weatherization work. Qualifying weatherization measures for the bundle up incentive are roof, attic, and wall insulation.

## SMB GAS MEASURES

### SMB Gas Weatherization

#### Prescriptive Incentives

Measure Description	Incentive Rate	DAC Rate	Incentive Structure	Project Incentive Cap
Air Curtains (deemed)	\$3,000.00	\$3,500.00	\$/unit	<b>Market Rate:</b> 70% or \$50,000, whichever is met first  <b>DAC:</b> 85% or \$50,000, whichever is met first
Wall Insulation R value 4-10	\$0.15	\$1.15	\$/SF	
Wall Insulation R value 11-20	\$1.50	\$2.50	\$/SF	
Wall Insulation R value 21-30	\$1.75	\$2.75	\$/SF	
Wall Insulation R value 31-40	\$1.90	\$2.90	\$/SF	
Wall Insulation R value 41+	\$2.00	\$3.00	\$/SF	
Roof Insulation R value 4-10	\$0.15	\$1.15	\$/SF	
Roof Insulation R value 11-20	\$1.50	\$2.50	\$/SF	
Roof Insulation R value 21-30	\$1.75	\$2.75	\$/SF	
Roof Insulation R value 31-40	\$1.90	\$2.90	\$/SF	
Roof Insulation R value 41+	\$2.00	\$3.00	\$/SF	
Window Replacement U Factor 0.28 - 0.38	\$5.50	\$6.50	\$/SF	
Window Replacement U Factor ≤ 0.27999	\$8.00	\$9.00	\$/SF	
Window Insert	\$3.50	\$4.50	\$/SF	
Floor Insulation R value 41+	\$2.00	\$3.00	\$/SF	
Door Replacement	\$17.00	\$18.00	\$/SF	
Insulation - Hot Water and Steam Pipe	\$4.50	\$5.50	\$/Linear foot	
Air Sealing	\$6.00	\$7.00	\$/Linear foot	
Radiator Radiant Barrier	\$20.00	\$25.00	\$/unit	

#### Custom Incentives

Measure Description	Incentive Rate	DAC Rate	Incentive Structure	Project Incentive Cap
Storm Window	\$17.00	\$18.00	\$/therm	<b>Market Rate:</b> 70% or \$50,000, whichever is met first  <b>DAC:</b> 85% or \$50,000, whichever is met first
Duct Sealing and Insulation - Unconditioned Space	\$17.00	\$18.00	\$/therm	
Floor Insulation	\$17.00	\$18.00	\$/therm	
Insulation - Pipe Components (Tank, Valve, Pump, etc.)	\$17.00	\$18.00	\$/therm	
Wall Insulation R value 41+	\$2.00	\$3.00	\$/SF	

## SMB ELECTRIC MEASURES

### SMB Electric Weatherization

#### Prescriptive Incentives

Measure Description	Incentive Rate	DAC Rate	Incentive Structure	Project Incentive Cap
Air Curtains (deemed)	\$3,000.00	\$3,500.00	\$/unit	<b>Market Rate:</b> 70% or \$50,000, whichever is met first  <b>DAC:</b> 85% or \$50,000, whichever is met first
Wall Insulation R value 4-10	\$2.00	\$3.00	\$/SF	
Wall Insulation R value 11-20	\$3.00	\$4.00	\$/SF	
Wall Insulation R value 20+	\$4.00	\$5.00	\$/SF	
Wall Insulation Passive House	\$8.00	\$9.00	\$/SF	
Roof Insulation R value 4-10	\$0.60	\$1.60	\$/SF	
Roof Insulation R value 11-20	\$1.70	\$2.70	\$/SF	
Roof Insulation R value 20+	\$2.40	\$3.40	\$/SF	
Roof Insulation Passive House	\$4.80	\$5.80	\$/SF	
Window Replacement U-Factor $\leq 0.27999$	\$8.00	\$9.00	\$/SF	
Window Replacement U-Factor 0.28-0.38	\$5.50	\$6.50	\$/SF	
Window Insert	\$3.50	\$4.50	\$/SF	
Door Replacement	\$17.00	\$18.00	\$/SF	
Insulation - Hot Water and Steam Pipe	\$4.50	\$5.50	\$/Linear foot	
Air Sealing	\$6.00	\$7.00	\$/Linear foot	

#### Custom Incentives

Measure Description	Incentive Rate	DAC Rate	Incentive Structure	Project Incentive Cap
Chilled/Cold Water Pipe	\$0.20	\$1.20	\$/kWh	<b>Market Rate:</b> 70% or \$50,000, whichever is met first  <b>DAC:</b> 85% or \$50,000, whichever is met first
Storm Window	\$0.20	\$1.20	\$/kWh	
Duct Sealing and Insulation - Unconditioned Space	\$0.20	\$1.20	\$/kWh	
Floor Insulation	\$0.20	\$1.20	\$/kWh	
Air Curtain - Cooling Incentive	\$0.20	\$1.20	\$/kWh	
Insulation - Pipe Components (Tank, Valve, Pump, etc.)	\$0.20	\$1.20	\$/kWh	

## SMB Electric Heating Electrification Incentives

### Prescriptive Incentives

Measure Description	Incentive Rate	DAC Rate	Incentive Structure	Project Incentive Cap
Central Ducted Heat Pump – Air Source (ccASHP)	\$4,200.00	\$4,700.00	\$/ton	<b>Market Rate:</b> 70% or \$50,000, whichever is met first  <b>DAC:</b> 85% or \$50,000, whichever is met first
Ductless MSHP – Air Source (ccASHP)	\$4,200.00	\$4,700.00	\$/ton	
SPVHP – Air Source (ccASHP)	\$800.00	\$1,300.00	\$/ton	
Heat Pump - Unitary & Applied	\$1,000.00	\$1,500.00	\$/ton	
Heat Pump Water Heater (HPWH)	\$1,500.00	\$2,000.00	\$/unit	
Ground Source (GSHP)	\$6,000.00	\$6,500.00	\$/ton	
Packaged Terminal Heat Pump	\$1,200.00	\$1,700.00	\$/ton	

### Custom Incentives

Measure Description	Incentive Rate	DAC Rate	Incentive Structure	Project Incentive Cap
ASHP	\$110.00	\$120.00	\$/mmBTU saved	<b>Market Rate:</b> 70% or \$50,000, whichever is met first  <b>DAC:</b> 85% or \$50,000, whichever is met first
GSHP	\$160.00	\$170.00	\$/mmBTU saved	
HPHW (all types)	\$110.00	\$120.00	\$/mmBTU saved	