

## NIPSCO's Commercial & Industrial Midstream Channel HVAC Program

The primary purpose of this Commercial & Industrial (C&I) Midstream Channel Heating, Ventilation and Air Conditioning (HVAC) Program is to generate long-term demand and awareness for high-efficiency HVAC equipment and energy savings for NIPSCO C&I electric customers.

### Program Benefits

- Instant discount at point-of-purchase
- No lengthy participant application
- A simplified way for customers to get incentive money for purchasing efficient equipment

## How does it work?

### Are you a distributor?

Distributors are the key to promoting the sale of qualifying equipment and educating the consumer about the benefits of high-efficiency HVAC equipment. To participate in this program, distributors first sign a Participation Agreement. Distributors work with the contractor or account holder to collect basic information and deliver the incentive as an instant discount at the time of purchase. Distributors are responsible for reporting the transaction, and will receive reimbursement for the incentive total upon completion.

### Eligible distributors must:

1. Be in good standing with all of NIPSCO's Energy Efficiency Programs.
2. Promote the sale of qualifying equipment and educate customers on the benefits of high-efficiency HVAC equipment.
3. Submit qualifying project information and documents on time.

### Are you a contractor?

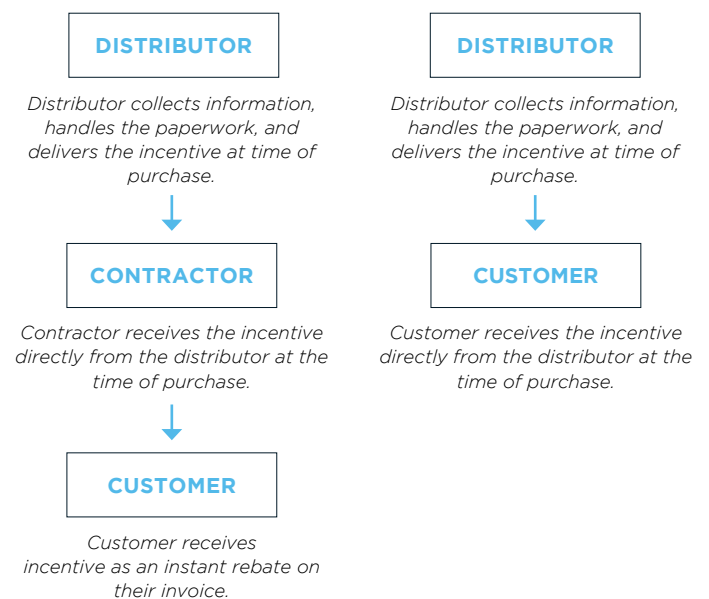
Contractors purchase qualifying equipment on behalf of the business customer. The contractor must provide the customer account information to the distributor to start the Midstream Channel process. The contractor receives the incentive at the time of purchase from the distributor and passes along the savings to the customer as an instant rebate.

### Are you a business customer?

Business customers either work with a contractor or purchase qualifying equipment directly from the distributor. If working with a contractor, the contractor will receive the incentive at the time of purchase and pass the savings along as an instant rebate. If purchased from the distributor, the incentive will be provided directly to the customer upon purchase.

## Share in the savings!

**Through the NIPSCO Commercial Midstream Channel HVAC Program, both distributors and customers share in the savings — both receiving a portion of the incentive!**



## Project Eligibility

HVAC incentives are made available to enrolled distributors who sell high-efficiency, qualifying equipment to NIPSCO HVAC service providers or NIPSCO commercial electric customers. The incentive amount is based on equipment type. Equipment must meet several eligibility requirements to qualify for incentives in the NIPSCO Commercial Midstream Channel HVAC Program:

1. Qualifying equipment include Air Source Heat Pumps and Unitary AC Units.
2. Qualifying equipment must meet or exceed the minimum SEER/IEER/EER ratings.
3. Project funds are limited and paid on a first-come, first-served basis.

TRC staff may inspect installations to ensure that the work was performed in compliance with the Guidelines Terms and Conditions and other program requirements.

## Customer Eligibility

### Eligible NIPSCO C&I customers must:

1. Have a NIPSCO commercial electric meter. Gas only customers are not eligible for incentive.
2. Be currently billed under NIPSCO electric rates 520, 521, 522, 523, 524, 525, 526, 531 Tier 1, 532, 533, 541, 543 or 544
3. Have not opted out of NIPSCO's Energy Efficiency Program.
4. Install the equipment within the NIPSCO electric service area.

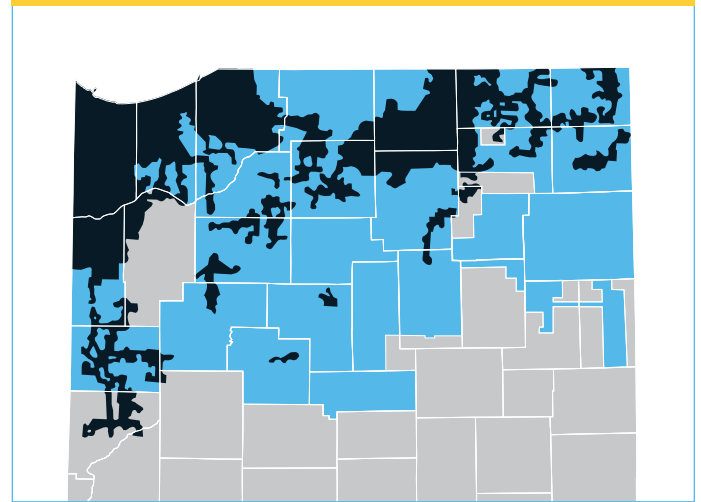
If the customer participates in the Midstream Channel by purchasing qualifying equipment from a participating distributor, they are not eligible to participate in the Custom, Prescriptive, SBDI, New Construction or any other NIPSCO programs for an incentive on the same piece of equipment.

A service area map is provided to each participating distributor, so please check with your distributor.

## Who does not qualify?

1. NIPSCO gas only customers.
2. NIPSCO customers purchasing equipment and installing equipment in NIPSCO's gas only territory.

### NIPSCO Service Territory



■ NIPSCO Gas Territory ■ NIPSCO Electric Territory

## Have Questions?

We are happy to help with any questions! To speak with a program representative, call TRC toll free at **1-800-299-2501** (Monday - Friday, 8 a.m. - 5 p.m. CT) or email **[NIPSCO.Savings@TRCcompanies.com](mailto:NIPSCO.Savings@TRCcompanies.com)**. Or find a Program Representative\* in your area: **[trcsavesenergy.com/Home/ContactUs](https://trcsavesenergy.com/Home/ContactUs)**



## More Ways to Save

Scan the QR code to check out other NIPSCO energy efficiency programs for businesses.