



Energy Solutions for Hotel & Lodging Incentive Guide

Program Overview

Dominion Energy offers a wide range of incentives designed to help Hotel & Lodging Business Customers in Virginia achieve energy savings by reducing the upfront cost of efficient equipment installations. Prescriptive Incentives provide savings for energy-efficient equipment upgrades, and incentive amounts are predetermined and paid on a per-unit basis, making it a quick and easy way to save energy and money. Incentives are available for various projects, including lighting, HVAC, motors, refrigeration, and kitchen equipment, among other measures.

For projects with an anticipated incentive less than or equal to \$10,000, apply after equipment installation to receive a fast incentive check. Preapproval must be obtained for Prescriptive projects with an incentive over \$10,000 and all Custom projects before equipment installation.

Interior Lighting¹

Efficient Equipment	Existing Equipment	Incentive
One-for-One Replacements of Linear Fluorescent Lamps		
2ft Linear LED Lamp	2ft T12, T8, or T5/T5HO Lamp	\$4 per lamp
3ft Linear LED Lamp	3ft T12, T8, or T5/T5HO Lamp or equivalent footage	\$6 per lamp
4ft Linear LED Lamp	4ft T12, T8, or T5/T5HO Lamp or equivalent footage	\$8 per lamp
8ft Linear LED Lamp	8ft T12, T8, or T5/T5HO Lamp or equivalent footage	\$16 per lamp
Permanent Removal of Linear Fluorescent Lamps²		
Permanent Lamp Removal	4ft T12, T8, T5/T5HO	\$8 per lamp
Permanent Lamp Removal	8ft T12 or T8 Lamp	\$16 per lamp
LED Retrofit Kit or Fixture Replacing HID		
LED Lamp, Fixture, or Retrofit Kit	HID 150–300W	\$80 per fixture
	HID 301–500W	\$125 per fixture
	HID 501–850W	\$240 per fixture
	HID >850W	\$300 per fixture
General Service & Specialty Screw-in, Retrofit Flush Mount, or Other Lighting Replacements		
LED ≤ 9.9 W Lamp	13–59W Lamp	\$4 per lamp
LED 10–18W Lamp	60–100W Lamp	\$6 per lamp
LED ≥ 18W Lamp	>100W Lamp	\$12 per lamp
LED Exit Sign ≤ 5W	Incandescent/CFL Exit Sign	\$19 per sign

Lamp Type	Lamp Length	Lamp Count	LED Retrofit Kit or Fixture Incentive
Fluorescent Fixture Replacements³			
T12 or T8	4ft	1–2 Lamps	\$50 per fixture
		3–6 Lamps	\$75 per fixture
	8ft	1–2 Lamps	\$75 per fixture
	2ft	1–4 Lamps	\$25 per fixture
	Ubend	1–2 Lamps	\$50 per fixture
T5/T5HO	4ft	1–2 Lamps	\$50 per fixture
		3–6 Lamps	\$75 per fixture
	2ft	1–4 Lamps	\$25 per fixture

Exterior & Parking Garage Lighting

Efficient Equipment	Existing Equipment	Incentive
LED Lighting		
2ft Linear LED Lamp	2ft T12, T8, or T5 Lamp	\$4 per lamp
4ft Linear LED Lamp	4ft T12, T8, or T5 Lamp or equivalent footage	\$8 per lamp
8ft Linear LED Lamp	8ft T12, T8, or T5 Lamp or equivalent footage	\$16 per lamp
Non-Linear LED Lamp or Fixture	<150W	\$6 per lamp or fixture
	150–300W	\$80 per lamp or fixture
	301–500W	\$125 per lamp or fixture
	501–850W	\$240 per lamp or fixture
	>850W	\$300 per lamp or fixture

¹ DLC or ENERGY STAR® certifications must be provided for all lamps and/or fixtures, where applicable. Replacements not included in these tables may be eligible for Custom Incentives.

² Permanent lamp removal is only applicable when the efficiency of the fixture is also being upgraded. Unused lamps must be properly disposed of and vacated lamp holders and ballasts must be permanently disconnected from the fixture.

³ All incentives are paid on a per-fixture basis only. Retrofit kits replace all components of the existing fixture except the outer shell and do not make use of existing or new tombstones.

ENERGY STAR® Food Service Equipment⁴

Efficient Equipment	Incentive
Commercial Convection Oven	
Full Size	\$39 per oven
Half Size	
Commercial Combination Oven	
<15 Pan	\$75 per oven
≥15 Pan	
Commercial Steam Cooker	
3 Pan Electric Steam Cooker	\$800 per steam cooker
4 Pan Electric Steam Cooker	\$1,200 per steam cooker
5 or 6 Pan Electric Steam Cooker	\$1,500 per steam cooker
Commercial Fryers	
Commercial Electric Fryer	\$210 per fryer
Refrigerators, Freezers, and Ice Machines	
Commercial Freezer, Glass or Solid Door	\$100 per door
Commercial Refrigerator, Glass or Door	\$90 per door
Residential-Grade Freezer	\$60 per freezer
Residential-Grade Refrigerator	\$50 per refrigerator
ENERGY STAR® or CEE Tier 2 Certified Commercial Ice Machine, Remote Condenser with OR without Remote Compressor	\$200 per ice machine
ENERGY STAR® or CEE Tier 2 Certified Commercial Ice Machine, Self-Contained Type	

Motors & Drives⁵

Efficient Equipment	Incentive
Electronically Commutated Motor (ECM) ⁶	
HVAC Blower Fan	\$50 per motor
Reach-In Cooler/Freezer	\$40 per motor
Walk-In Cooler/Freezer	\$50 per motor
Evaporator Fan Control	
Walk-In Cooler	\$15 per control
Walk-In Freezer	\$50 per control
Variable Frequency Drive (VFD)	
Chilled Water Pump	\$200 per hp
Cooling Tower Fan	
Supply Fan	
Return Fan	
Exhaust Fan	
Condenser Water Pump	
Hot Water Pump	
Variable Speed Drive (VSD)	
On Kitchen Fan	\$200 per hp
Motor Replacement	
Fan Motor Replacement	\$17 per hp

⁴ ENERGY STAR® certification and specification sheets must be provided for new equipment.

⁵ Variable Frequency Drives (VFDs) replacing existing VFDs, used in fixed speed applications or serving back-up systems in a lead/lag configuration, are not eligible.

⁶ Replacement of Shaded-Pole (SP) with an Electronically Commutated Motor (ECM)

Refrigeration⁷

Efficient Equipment	Incentive
Refrigeration Control	
Automatic Door Closer for Walk-In Cooler/Freezer	\$75 per door
Floating Head Pressure Control for Walk-In Cooler/Freezer	\$300 per control
Gaskets	
Replacement for Reach-in or Walk-in Freezer	\$2 per linear ft.
Replacement for Reach-in or Walk-in Cooler	\$1 per linear ft.
Insulation	
Suction Lines for Reach-In Closed Case	\$2 per linear ft.
Suction Lines for Reach-In Open Case	
Suction Lines for Walk-In Cooler/Freezer	
Low/No Anti-Sweat Door Film	
Low Temperature Case	\$45 per door
Medium Temperature Case	
Strip Curtains & Night Covers	
Curtains for Walk-In Cooler OR Walk-In Freezer	\$3.50 per square ft.
Night Covers on Refrigerated Display Case	\$9.50 per linear ft.
Strip Curtains & Night Covers	
Ice Maker/Open Case/Closed Case	\$50 per ton
Walk-In Cooler/Freezer	\$100 per ton

Refrigeration Lighting

Efficient Equipment	Existing Equipment	Incentive
LED Display Case Lighting	Fluorescent Case Lights, open or closed cases	\$8 per case light

Plug Loads

Efficient Equipment	Incentive
Vending Machine Controls	
Non-Refrigerated Unit	\$100 per unit
Refrigerated Unit	\$175 per unit
Power Strips	
Smart Power Strips	\$5 per unit

Window Film⁸

Efficient Equipment	Incentive
Final SHGC level after install ≤ 0.5	\$1 per square ft.

Guest Room Energy Management Systems

Efficient Equipment	Incentive
Central Chiller w/ Electric Heat	\$150 per ton
Central Chiller w/ Gas Heat	\$75 per ton
PTAC w/ Electric Heat	\$150 per ton
PTAC w/ Gas Heat	\$75 per ton
PTHP	\$150 per ton

⁷ New controls and equipment, replacing existing controls and equipment of similar type, are not eligible.

⁸ SHGC must be determined using ANSI/NFRC 200 or NFRC 201 methods.

HVAC⁹

Size	Minimum Requirement(s)	Incentive
Packaged Terminal Air Conditioner		
<7,000 Btu/h	≥13 EER	\$25 per ton
≥7,000 and < 15,000 Btu/h	≥11.5 EER	
≥15,000 Btu/h	≥10.1 EER	
Packaged Terminal Heat Pump		
<7,000 Btu/h	≥13 EER & 3.5 COP	\$75 per ton; \$150 per ton for units replacing existing systems with electric resistance heating
≥7,000 and < 15,000 Btu/h	≥11.5 EER & 3.4 COP	
≥15,000 Btu/h	≥10.7 EER & 3.4 COP	
Unitary Air Cooled Air Conditioner (Split System or Packaged Unit)		
<65,000 Btu/h (<5.4 tons) (Single-Phase)	≥16.3 SEER or 15.5 SEER2	\$50 per ton
<65,000 Btu/h (<5.4 tons) (Three-Phase)	≥16.3 SEER or 15.5 SEER2	
≥65,000 and < 135,000 Btu/h (5.4- 11.25 tons)	≥16.0 IEER	
≥135,000 and < 240,000 Btu/h (11.25- 20 tons)	≥15.1 IEER	
≥240,000 and < 760,000 Btu/h (20- 63 tons)	≥13.8 IEER	
≥760,000 Btu/h (63 tons)	≥12.6 IEER	
Unitary Air Cooled Heat Pump (Split System or Packaged Unit)		
<65,000 Btu/h (<5.4 tons) (Single-Phase)	≥16.1 SEER or ≥15.3 SEER2 & ≥8.9 HSPF or ≥7.6 HSPF2	\$150 per ton
<65,000 Btu/h (<5.4 tons) (Three-Phase)	≥15.2 SEER or ≥14.4 SEER2 & ≥8.3 HSPF or ≥7 HSPF2	
≥65,000 and < 135,000 Btu/h (5.4- 11.25 tons)	≥16.0 IEER & ≥3.6 COP	
≥135,000 and < 240,000 Btu/h (11.25- 20 tons)	≥15.0 IEER & ≥3.4 COP	
≥240,000 and < 760,000 Btu/h (20- 63 tons)	≥13.4 IEER & ≥3.3 COP	
Water Cooled Chiller		
Rotary / Screw / Scroll Type < 75 tons	≤0.50 kW/Ton @ IPLV	\$50 per ton
Rotary / Screw / Scroll Type ≥ 75 and < 150 tons	≤0.47 kW/Ton @ IPLV	
Rotary / Screw / Scroll Type ≥ 150 and < 300 tons	≤0.44 kW/Ton @ IPLV	
Centrifugal <150 tons	≤0.44 kW/Ton @ IPLV	
Centrifugal ≥ 150 and < 300 tons	≤0.40 kW/Ton @ IPLV	\$75 per ton
Magnetic Bearing < 150 tons	≤0.37 kW/Ton @ IPLV	\$100 per ton
Magnetic Bearing ≥ 150 and < 300 tons	≤0.357 kW/Ton @ IPLV	
Air Cooled Chiller		
All Sizes	≥12.5 EER @ IPLV	\$50 per ton
Geothermal Heat Pump		
All Sizes	≥18.1 EER	\$200 per ton
Mini-Split Air Conditioner (Ductless & Ducted)		
Level 1 ≤ 60k Btu/h	≥15.2 SEER	\$50 per ton
Level 2 ≤ 60k Btu/h	≥19.7 SEER	\$100 per ton
Level 3 ≤ 60k Btu/h	≥23.2 SEER	\$150 per ton
Mini-Split Heat Pump (Ductless & Ducted)		
Level 1 ≤ 60k Btu/h	≥15.1 SEER & ≥8.8 HSPF	\$150 per ton
Level 2 ≤ 60k Btu/h	≥19.5 SEER & ≥10.8 HSPF	\$200 per ton
Level 3 ≤ 60k Btu/h	≥23.7 SEER & ≥13 HSPF	\$250 per ton

⁹ All equipment must meet or exceed ASHRAE 90.1-2019 requirements. AHRI certificate and specification sheets must be provided for all new HVAC equipment. AHRI certificates may be downloaded from <http://www.ahridirectory.org>. Projects that involve replacement of existing inefficient HVAC systems may be eligible for a custom incentive under certain conditions.

HVAC

Size	Minimum Requirement(s)	Incentive
Variable Refrigerant Flow		
≥ 65k and < 135k Btu/h	≥16.0 IEER & ≥3.6 COP	\$150 per ton
≥ 135k and < 240k Btu/h	≥16.0 IEER & ≥3.6 COP	
≥ 240k Btu/h	≥15.0 IEER & ≥3.6 COP	

Other HVAC

Efficient Equipment	Incentive
HVAC Economizer	
Dual Enthalpy Economizer	\$23 per ton
Thermostat	
Smart Thermostat ¹⁰	\$50 per thermostat
Duct Testing/Sealing	
Base Chiller ≤ 20 Tons	\$20 per ton
Base Chiller > 21 Tons	
Base DX ≤ 20 tons	
Base DX > 21	
Tune-Up ¹¹	
Packaged Air Conditioner, Heat Pump (Air or Ground source), or Unitary Split Air Conditioner with OR without Refrigerant Charge Adjustment	\$15 per ton
Air- or Water-Cooled Chiller	\$13.50 per ton
Room Air Conditioner ¹²	
ENERGY STAR® Room AC	\$80 per unit

10 Thermostat shall be an ENERGY STAR® certified smart thermostat

11 Tune-up projects require completion of the Tune-up Checklist within the project application workbook

12 ENERGY STAR® certifications and specification sheets must be provided for new ACs.

Custom Incentives¹³

The Energy Solutions for Hotel & Lodging program provides Custom Incentives for energy-efficient equipment that is not eligible for Prescriptive Incentives. Custom Incentives are calculated based on the estimated annual energy savings of the proposed energy efficiency measures. Some of the most popular Custom projects include air compressor upgrades, building control systems and chiller upgrades. Customers must provide calculations quantifying energy savings and all equipment must receive preapproval prior to installation to qualify for Custom Incentives.

Projects that are not eligible for an incentive include the following:

- Sub-metering
- Monitoring-only equipment
- Power quality improvements
- Refrigerant or HVAC additives
- Repair or maintenance measures
- Simple control modifications that do not involve capital costs
- Projects involving renewable energy or on-site electricity generation

Equipment	Incentive (per kWh saved)
Eligible Custom Project	14¢

13 Proposed measures must meet or exceed mandated/industry standards & codes where applicable. The current state energy code is IECC 2021, referencing ASHRAE 90.1-2019 with amendments. In cases where ASHRAE 90.1-2019 does not apply, other applicable industry standards will be used, such as the Consortium for Energy Efficiency (CEE), EPA ENERGY STAR, Design Lights Consortium, NEMA, Federal Title 10 or other established resources such as utility/public program experience from other comparable jurisdictions. Repair or maintenance measures are not eligible.