



BUSINESS ENERGY EFFICIENCY PROGRAMS

2023 SMALL BUSINESS DIRECT INSTALL INCENTIVES PROGRAM

The Small Business Direct Install (SBDI) Incentive Program presents a great opportunity for businesses classified under the Small General Services (2M) rate class to save money now and over the long term by upgrading to more energy-efficient technologies. By participating in the SBDI program, small businesses may earn incentives that reduce the cost to complete energy-saving lighting and HVAC projects. Small business customers also benefit from the use of registered service providers, whose expertise ensures your business achieves the greatest possible energy savings. SBDI incentive rates are capped at \$8,000 per Ameren Missouri account number in program year 2023. Additional eligible measures will still be incentivized, but at the Standard Pre-Approval rates. Visit [AmerenMissouri.com/GetStarted](https://www.AmerenMissouri.com/GetStarted) for more details.

INTERIOR LIGHTING INCENTIVES



Linear Fluorescent One-for-One Replacements

Existing Equipment	LED Type A (Plug & Play)	LED Hybrid ¹	LED Type B (Direct Wire) ²	LED Type C (External Driver)	LED Retrofit Kit ³	LED Fixture Replacement
Fluorescent T12	18¢ per watt reduced	18¢ per watt reduced	28¢ per watt reduced	28¢ per watt reduced	42¢ per watt reduced	48¢ per watt reduced
Fluorescent T8					40¢ per watt reduced	46¢ per watt reduced
Fluorescent T5	23¢ per watt reduced	23¢ per watt reduced	35¢ per watt reduced	35¢ per watt reduced	42¢ per watt reduced	48¢ per watt reduced
			Incentive with Network Controls ⁴ added		+12¢ per watt reduced	+12¢ per watt reduced

- Replacements will be incentivized on a one-for-one basis.
- New lamps must have a lamp life of ≥ 50,000 hours.

¹If an LED replacement lamp can operate as either Type A (operates with existing ballast), or Type B (Direct Wire) it's considered an "LED Hybrid" and will receive the LED Hybrid incentive rate. LED Hybrid lamps will not be incentivized at either the Type B or Type C rate.

²A "Direct Wire" Lamp uses the existing tombstones and bypasses the ballast.

³Equipment is considered a retrofit kit when the existing fixture body is used but the tombstones are removed or abandoned.

⁴Networked Controls, at minimum, consist of an intelligent network of individually addressable luminaires and control devices, allowing for application of multiple control strategies, programmability, building level control, zoning and rezoning using software.

Exit Sign Replacements

Existing Equipment	Efficient Equipment	STANDARD Incentive	SBDI Incentive
Incandescent Exit Sign	LED or Electroluminescent (ELD)	\$16 per sign	\$20 per sign
CFL Exit Sign			

- Efficient exit signs must use 5 watts or less

Incandescent and Halogen Replacements

Existing Equipment	Efficient Equipment	STANDARD Incentive	SBDI Incentive
A-Series ≥ 40 watts	LED ≤ 20 watts	\$2 per lamp	\$5 per lamp
Halogen MR-16 ≥ 35 watts	LED ≤ 13 watts	\$5.50 per lamp	\$12.50 per lamp
Halogen BR/R ≥ 45 watts	LED ≤ 14 watts BR/R		
Halogen PAR ≥ 48 watts	LED ≤ 20 watts PAR		

- Replacements will be incentivized on a one-for-one basis

HID Replacements

Existing Equipment	Efficient Equipment	STANDARD Incentive	SBDI Incentive
Interior HID	LED lamp (using existing ballast)	30¢ per watt reduced	44¢ per watt reduced
Interior HID	LED Direct wire (using existing socket)	35¢ per watt reduced	50¢ per watt reduced
Interior HID	New LED fixture	50¢ per watt reduced	63¢ per watt reduced

- Direct wire is a retrofit that uses the same fixture, but bypasses the existing ballast
- Replacements will be incentivized on a one-for-one basis

Linear Fluorescent Replacements

Existing Equipment	Efficient Equipment	STANDARD Incentive	SBDI Incentive
Fluorescent T8	LED Type A (Plug and Play)	18¢ per watt reduced	38¢ per watt reduced
	LED Hybrid		
	LED Type B (Direct Wire)	28¢ per watt reduced	50¢ per watt reduced
	LED Type C (External Driver)		
Fluorescent T12	LED Type A (Plug and Play)	18¢ per watt reduced	38¢ per watt reduced
	LED Hybrid	28¢ per watt reduced	50¢ per watt reduced
	LED Type B (Direct Wire)		
	LED Type C (External Driver)		
Fluorescent T5	LED Type A (Plug and Play)	23¢ per watt reduced	38¢ per watt reduced
	LED Hybrid	35¢ per watt reduced	50¢ per watt reduced
	LED Type B (Direct Wire)		
	LED Type C (External Driver)		

- Replacements will be incentivized on a one-for-one basis
- A "Direct Wire" lamp uses the existing tombstones and bypasses the ballast
- LEDs must have a lamp life of ≥ 50,000 hours

Linear Fluorescent Fixture & Retrofit Kits

Existing Equipment	Efficient Equipment	STANDARD Incentive	SBDI Incentive
Fluorescent T8	LED Retrofit Kit	42¢ per watt reduced	55¢ per watt reduced
	LED Fixture	48¢ per watt reduced	63¢ per watt reduced
Fluorescent T12	LED Retrofit Kit	40¢ per watt reduced	55¢ per watt reduced
	LED Fixture	46¢ per watt reduced	63¢ per watt reduced
Fluorescent T5	LED Retrofit Kit	42¢ per watt reduced	55¢ per watt reduced
	LED Fixture	48¢ per watt reduced	63¢ per watt reduced

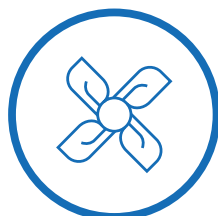
- Equipment is considered a retrofit kit when the existing fixture body is used but the tombstones are removed or abandoned
- Replacements will be incentivized on a one-for-one basis
- LEDs must have a kit or fixture life of ≥ 50,000 hours

Occupancy Sensors

Existing Equipment	Efficient Equipment	STANDARD Incentive	SBDI Incentive
No Existing Occupancy Sensor	Fixture-Mounted Occupancy Sensor > 60 Watts	9¢ per kWh saved	11¢ per kWh saved
No Existing Occupancy Sensor	Remote-Mounted Occupancy Sensor > 150 Watts		

- All sensors must be hard-wired and control interior lighting
- Kilowatt-hour savings will be determined with actual wattage controlled, actual baseline hours of use and deemed 24% reduction in annual operating hours
- Occupancy sensor measures cannot be used in conjunction with Networked Controls.

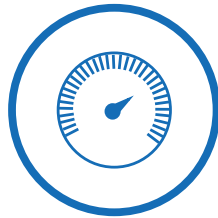
NON-LIGHTING INCENTIVES



HVAC

Existing/Baseline Equipment	Size	Baseline Efficiency	Efficient Equipment	STANDARD Incentive	SBDI Incentive
Packaged DX	< 5.5 tons (< 65kbtu)	13 SEER	High-Efficiency Packaged or Split System DX	\$25 per ton per SEER/IEER improvement	\$63 per ton per SEER/IEER improvement
	5.5-11.5 tons (65 -135kbtu)	11.2 IEER			

- "High Efficiency" is considered a unit more efficient than IECC 2009.
- Equipment being replaced must be less than or equal to the inefficient equipment baseline.



HVAC Controls

Existing/Baseline Equipment	Efficient Equipment	STANDARD Incentive	SBDI Incentive
Non-Programmed Thermostat	Learning/Smart Thermostat (controlling ≥ 4 tons of cooling)	\$190 per thermostat	\$250 per thermostat
Non-Programmed Thermostat	Learning/Smart Thermostat (controlling < 4 tons of cooling)	\$32 per ton	\$63 per ton
Constant Speed Supply Fan on Packaged Heating and Cooling Equipment	Advanced Rooftop Unit (RTU) Controls	\$140 per ton	\$175 per ton
Space with No Demand Control Capability	Demand Control Ventilation	\$160 per 1,000 sq. ft.	\$188 per 1,000 sq. ft.

- A learning thermostat is one that has the capability to sense occupancy or modify operating parameters without user input. The mode that provides this capability must be enabled.
- Thermostat measure must be controlling a system with mechanical cooling.
- Advanced Rooftop Controls must integrate air-side economization, supply-fan speed control (by installing a variable speed drive), and demand controlled ventilation. This measure is for retrofit of an existing HVAC unit.
- The standard Demand Control Ventilation measure does not apply to systems with terminal reheat.

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