

# CHECK PRESENTATION TOOLS

## NIPSCO's Energy Efficiency Program for Business Customers

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### What is NIPSCO's Energy Efficiency Program for Business Customers?

The program offers incentives for installing energy-efficient equipment to electric and gas business customers located in the NIPSCO service territory.

### Check Presentation Form

If you're interested in holding a Check Presentation Event for your recent Energy Efficiency project, begin by completing and submitting this form.

### Energy Efficiency Fact Sheet

The Energy Efficiency Fact Sheet provides information about NIPSCO's Energy Efficiency Program for Business Customers that can be used by your team when creating a press release or conducting local media outreach.

### Energy Efficiency Frequently Asked Questions (FAQ)

The Energy Efficiency FAQ provides information about NIPSCO's Energy Efficiency Program for Business Customers that can be used by your team when creating a press release or conducting local media outreach.

### Energy Efficiency Sample Questions

The Energy Efficiency Sample Questions can be utilized by local media interested in covering your event. They can use the recommended sample questions as an outline during event coverage.

### Energy Efficiency Sample Questions and Answers

The Energy Efficiency Sample Questions and Answers are for internal use only. If local media will be attending your event, or if your event will be open to the public, the sample questions and answers will help your team prepare to answer questions about the NIPSCO Energy Efficiency Program for Business Customers.

Visit [nipsco.com/business](https://nipsco.com/business) or to speak with a program representative, call TRC toll free at **1-800-299-2501** or email **[NIPSCO.Savings@TRCcompanies.com](mailto:NIPSCO.Savings@TRCcompanies.com)** for more information.

*NIPSCO's energy efficiency programs are administered by TRC, a third-party implementation specialist that helps homes and businesses save energy.*

**Check Presentation Request Form**  
**NIPSCO's Energy Efficiency Program for Business Customers**



We require a minimum of two weeks notice for check presentation event details (location, date, time). Once the check presentation details are finalized, TRC will send an invitation out to all responsible parties.

**Main Contact Name**  **Check Presentation Date/Time**

**Telephone**  **Email**

**Customer Information**

Company Name (as shown on your last tax return)		Name you would like on the check (only if different)	
Contact	Title	Email	
Project Site Address	City	State	Zip
Office Phone	Cell Phone	Fax	

**Check Presentation Site**

Check Presentation Site Address	City	State	Zip
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**Project Information** (TRC can support filling out this section if requested.)

Incentive Amount	Project Description (measures installed, unique measures, Non-Profit, multiple projects, etc.)
kWh Savings	
Therms Savings	
Project Cost	
Project Number	

**Who will be attending the check presentation?**

From Customer Company	Title
From Trade Ally Company	Title
From NIPSCO	Title
From TRC	Title

**Are there any other special guests attending?**

Name	Title
Company	Affiliation to Customer

**Photo Release Permission**

Please Initial

NIPSCO's Energy Efficiency Program may use and publish photographs taken at the check presentation including the use of the business name, location and the names of the people in the photo. <b>I understand I am responsible for completing and assigning the NiSource Photo Release Form on page 3 of this document.</b>	YES	NO
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**Social Media Permission**

Please Initial

NIPSCO's Energy Efficiency Program may use and publish information and photographs taken at the check presentation on NIPSCO's social media to create awareness around the program. <b>I understand I am responsible for completing and assigning the NiSource Photo Release Form on page 3 of this document</b>	YES	NO
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**Case Study Permission**

Please Initial

NIPSCO's Energy Efficiency Program may write and distribute a case study on my project, which may include project cost, savings and incentive information. If yes, we may contact you at a later date for a separate release form to be signed.	YES	NO
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**Press Release Review**

Please Initial

I understand I am responsible for writing and distributing press releases and handling all media outreach prior and following the event.	YES	NO
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**Agreement & Signature**

I have read, understand and agree to the selections specified above. By my signature (type in your name for electronic signatures) below, I hereby certify that this information is accurate.		
Authorized Representative	Title	Date

**Upon Completion**

Upon completion, email this form to: Cory Dambach, Senior Marketing Manager, TRC CDambach@TRCcompanies.com
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Photo/Video/Audio Authorization & Release Form

In consideration of the promises exchanged and other good and valuable consideration (the sufficiency of which is hereby agreed to), I grant to NiSource Corporate Services Company and NIPSCO, and their affiliates (collectively, "NiSource") the perpetual, worldwide, royalty-free, and irrevocable authorization, right and license to use, record, reproduce, photograph, video, display, broadcast, transmit, cache, store, maintain, modify, create derivative works based on, and publish my name, photograph, image, persona, biographical information, voice, actions, statements, opinions, performance and likeness, in whole or in part, individually or in conjunction with other matters, for use in materials including, without limitation, advertising, promotional, corporate, training, recruitment, public relations and sales materials and information releases (collectively, the "Materials") in any and all media, whether now known or later invented, including, without limitation, print and electronic media (e.g., television, radio, websites, social media platforms) or in other NiSource endeavors for NiSource's business purposes and/or in connection with its products and services (collectively, "Permitted Uses"). I agree that any such use, reproduction and publication of the Materials need not be submitted to me for approval. NiSource, its assigns and transferees shall own the Materials and may use and copyright them without the requirement of further consideration and without territorial or time restrictions. NiSource shall only use the Materials in a manner consistent with the terms of this Authorization and Release.

If I choose to participate in an interview, I agree that NiSource has the right to attribute the statements made by me during the interview to me, which is an expression of my personal experience and opinions, and that all of my comments regarding NiSource and/or its products and/or services are true and that they were made of my free will and without the promise of payment.

I agree that I will receive no financial compensation for granting this Authorization and Release or any Permitted Use of the Materials. I agree that the inclusion of the Materials in any print or electronic publication produced by, or for the benefit of, NiSource confers no ownership or special rights whatsoever to me. NiSource is under no obligation to use any Materials. Employees of NiSource agree that the rights granted in this Authorization and Release shall survive regardless of their employment status with NiSource.

I warrant and represent that: (A) I am over the age of 18 and have the full right and authority to enter into this Authorization and Release and grant the rights described herein, and if a minor child is identified below, I am the parent or legal guardian of the subject minor child and have full authority to execute this Authorization and Release and agree to all of the terms herein on such child's behalf; and (B) this Authorization and Release does not in any way conflict with any existing commitment on my part. I agree to indemnify and hold harmless NiSource from and against any and all third-party claims arising out of or relating to my breach of these warranties. I release and indemnify NiSource and its employees and representatives from any claims of liability or damages by me, or any person claiming through me, in connection with my participation and cooperation in the production of the Materials, any Permitted Use of the Materials, or my authorizations granted. I shall not challenge or contest the validity of this Authorization and Release. This Authorization and Release is intended to be as broad and inclusive as permitted by law, and if any portion hereof is deemed invalid, the remainder will continue in full force and effect. This Authorization and Release is to be interpreted under the laws of the State of Indiana, and I submit to the exclusive jurisdiction of the courts within the State of Indiana and waive all objections to the jurisdiction or venue of such courts. By my signature below, I acknowledge that I have read and understand this Authorization and Release, agree to be legally bound by its terms, and understand NiSource's reliance on it. I understand that this Authorization and Release is intended to be binding on my heirs, successors, family members, executors and estate.

The following information must be provided:					
Date	Subject Name (Please Print) (If Applicable, also include name of subject minor child)	Street Address	Phone #	Signature	Employee ID # (If Applicable) or Age

# FACT SHEET

## NIPSCO's Energy Efficiency Program for Business Customers



NIPSCO's Energy Efficiency Program for Business Customers offers cash incentives and technical assistance to commercial and industrial customers for implementing energy efficiency improvements in their facilities. The incentives help offset the cost of installing energy efficiency measures, improve operations, reduce maintenance costs and reduce energy usage for years to come.

### Programs

- Prescriptive Incentive Program
- Custom Incentive Program
- Retro-Commissioning (RCx) Incentives (Within Custom Incentives Program)
- Small Business Direct Install (SBDI) Program
- New Construction Program
- Business Online Marketplace

### The Program Offers:

- Cash incentives for purchasing and installing high-efficiency equipment such as:
  - Lighting fixtures and controls
  - Unitary HVAC and chillers
  - Boilers and controls
  - Commercial cooking equipment
  - Refrigeration
  - Motor controls/VFDs
  - Compressed air systems
  - Agricultural equipment
- Cash incentives as well as technical project assistance to building owners and design firms for energy-efficient new construction/renovation projects
- Access to NIPSCO's extensive list of approved contractors through the Trade Ally Network
- Incentives that are paid out 6 to 8 weeks after project completion
- Marketing and positive press opportunities

### By the Numbers (as of January 2025; since January 2016)

- 13,896 projects completed
- \$64+ million in incentives paid
- 612+ million kWh in completed energy savings
- 11.4+ million therms in completed energy savings
- 520,012 tons of CO<sub>2</sub> emissions saved; the equivalent of preventing 2,615 railcars of coal from being burned, removing 110,037 cars from the road, or removing 63,354 houses from the electric grid

### Eligibility

- Eligible NIPSCO customers include those currently billed under electric Rates 520, 521, 522, 523, 524, 525, 526, 531 Tier 1, 532, 533, 541, 543 or 544 and natural gas Rates 321, 325 or 351 (NIPSCO's Depend-a-Bill rate). This includes agricultural, large commercial, governmental, industrial, institutional and non-profit customers.
- Customers participating in the Midstream Program by purchasing qualifying equipment from a participating dealer, are not eligible to participate in the Prescriptive/Custom Program or any other NIPSCO program for an incentive on the same piece of purchased equipment.

Visit [nipsco.com/business](https://nipsco.com/business) or to speak with a program representative, call TRC toll free at **1-800-299-2501** or email [NIPSCO.Savings@TRCcompanies.com](mailto:NIPSCO.Savings@TRCcompanies.com) for more information.

*NIPSCO's energy efficiency programs are administered by TRC, a third-party implementation specialist that helps homes and businesses save energy.*

# FREQUENTLY ASKED QUESTIONS (FAQ)

## NIPSCO's Energy Efficiency Program for Business Customers



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### What is NIPSCO's Energy Efficiency Program for Business Customers?

The program offers incentives for installing energy-efficient equipment to electric and gas business customers located in the NIPSCO service territory.

### Who can participate?

The program is for business customers with an active NIPSCO electric or gas account that pay an energy efficiency charge on their electric bill.

### How does the Energy Efficiency Program for Business Customers work?

Business customers can receive cash incentives for qualifying energy efficiency upgrades including lighting fixtures, lighting controls, HVAC systems, compressed air, refrigeration, building controls, commercial cooking equipment and more.

### What incentives are available?

Incentives vary depending on the pre-approved measures or the custom energy efficiency technologies installed. You can find the most up to date measure list on the NIPSCO website. The four main incentive types within the program are: Prescriptive, Custom (including Retro-Commissioning), New Construction, and Small Business Direct Install (SBDI). Details on each incentive type are available at [Nipsco.com/Biz](https://www.nipsco.com/Biz)

### What are the benefits of the NIPSCO Energy Efficiency Program for Business Customers?

Our incentives allow customers to make energy efficiency improvements while offsetting the upfront project costs. The money customers save on energy consumption can pay off the initial investment in a short time. This program also helps improve the property value with energy-saving equipment that can help reduce energy costs. Finally, many customers enjoy the positive press they receive from doing a project.

### Are residential customers eligible for the program for business customers?

Residential customers are not eligible for the program for business customers. Residential customers are; however, eligible for a whole portfolio of incentives through NIPSCO's Residential Energy Efficiency program. Find out more about residential incentives at [Nipsco.com/Save](https://www.nipsco.com/Save)

### How long does it take to get an incentive check?

The customer will receive a check approximately 6 to 8 weeks after final inspection.

### How can I find out more?

Visit [Nipsco.com/Biz](https://www.nipsco.com/Biz) or call 1-800-299-2501 or email [NIPSCO.Savings@TRCcompanies.com](mailto:NIPSCO.Savings@TRCcompanies.com) for more information.

Visit [nipsco.com/business](https://www.nipsco.com/business) or to speak with a program representative, call TRC toll free at **1-800-299-2501** or email [\*\*NIPSCO.Savings@TRCcompanies.com\*\*](mailto:NIPSCO.Savings@TRCcompanies.com) for more information.

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## SAMPLE QUESTIONS

### NIPSCO's Energy Efficiency Program for Business Customers



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#### Possible questions to ask about NIPSCO's Energy Efficiency Program for Business Customers program:

1. What is NIPSCO's Energy Efficiency Program for Business Customers and how does it help NIPSCO customers?
2. Why is it important for commercial and industrial (C&I) property owners to make energy efficiency a priority?
3. What are some of the motivations that drive customers to seek out this program?
4. What type of equipment is eligible for incentives?
5. Is there a cap on the amount of project incentives a business can receive?
6. Where can customers find information about program eligibility?
7. What are the first steps a customer should take to submit a project? Do projects need to be pre-approved?
8. Are there resources available to assist a customer if they are completing a project application?
9. How many customers have participated in the program to date? What are the resulting energy and cost savings?
10. How much has NIPSCO provided in incentives to its C&I customers?
11. Does NIPSCO have other energy efficiency programs available for small business or residential customers?
12. What is a trade ally and how does a company become one?
13. How many trade allies/contractors are participating in this program and what kind of services do they provide?

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**Possible questions and answers regarding the NIPSCO's Energy Efficiency Program for Business Customers program:**

- 1. What is NIPSCO's Energy Efficiency Program for Business Customers and how does it help NIPSCO customers?**  
NIPSCO's Energy Efficiency Program for Business Customers offers cash incentives and technical assistance to commercial and industrial customers for implementing energy efficiency improvements in their facilities. The incentives help offset the cost of installing energy efficiency measures, improve operations, reduce maintenance costs and reduce energy usage for years to come.
- 2. Why is it important for commercial and industrial (C&I) property owners to make energy efficiency a priority?**  
Energy Efficiency helps create a better community and world. Energy efficiency improvements help your community keep energy costs as low as possible by helping to reduce the need to construct new energy centers. Energy efficiency investments help the economy by allowing businesses to invest savings back into the business and providing employment opportunities for businesses that offer energy efficiency services. Lastly, it is the "greenest" source of energy because it eliminates unnecessary waste and requires no new types of generating equipment.
- 3. What are some of the motivations that drive customers to seek out this program?**

  - Energy efficiency is the lowest cost, long-term way to meet energy needs and keep energy costs as low as possible.
  - Energy efficiency is a low-risk investment for businesses and realized project savings typically out-perform estimated project savings.
  - NIPSCO's incentives offset some or all of the capital cost of installing more efficient equipment.
  - Technical assistance is provided along every step of the way, ensuring a seamless path to the completion of projects and incentive payment receipt.
  - The program offers a Trade Ally Network of energy efficiency professionals to help business customers identify and prioritize projects.
- 4. What type of equipment is eligible for incentives?**  
Purchasing and installing high-efficiency equipment such as lighting fixtures and controls, unitary HVAC and chillers, boilers and controls, commercial cooking equipment, refrigeration, motor controls/VFDs, compressed air systems, and agricultural equipment are eligible for cash incentives.
- 5. Is there a cap on the amount of project incentives a business can receive?**  
Yes, there is a cap on the amount a business can receive per project. Prescriptive, Small Business Direct Install (SBDI) and New Construction projects receive up to 100% of the total measure cost, including material, labor and applicable taxes. Custom projects receive up to 75% of installed cost, including material, labor and applicable taxes. Retro-Commissioning projects receive up to 100% of installed cost, including material, labor and applicable taxes. Program year incentive amount cap per project is \$500,000 per year per fuel type, and program absolute incentive cap per customer is \$1,000,000 per year per fuel type.
- 6. Where can customers find information about program eligibility?**  
Program eligibility can be found on the NIPSCO website. Program eligibility varies per program, so make sure to visit the appropriate program webpage (e.g. Small Business Direct Install). Visit [nipsco.com/Biz](http://nipsco.com/Biz) to learn more.
- 7. What are the first steps a customer should take to submit a project? Do projects need to be pre-approved?**  
Submitting a project is easy. Visit the NIPSCO website to learn how to submit your energy efficiency project. Follow the steps online to receive your incentive check as soon as possible. Yes, some projects require pre-approval. More information about pre-approval is also available on the NIPSCO website.



**8. Are there resources available to assist a customer if they are completing a project application?**

Of course! We have a team available to help you each step of the way. Contact information can be found on the NIPSCO website. In addition, make sure to watch the online tutorial for step-by-step instructions.

**9. How many customers have participated in the program to date? What are the resulting energy and cost savings?**

To date, 13,896 projects have been completed. This results in a total of over 612 million kWh and 11.4 million therms in completed energy savings and 520,012 tons of CO2 emissions saved; the equivalent of preventing 2,615 railcars of coal from being burned, removing 110,037 cars from the road, or removing 63,354 houses from the electric grid. (As of January 2025. Since 2016.)

**10. How much has NIPSCO provided in incentives to its C&I customers?**

NIPSCO has provided over \$64 million in incentives to its C&I customers. (As of January 2025. Since 2016.)

**11. Does NIPSCO have other energy efficiency programs available for small business or residential customers?**

NIPSCO's Energy Efficiency Program for Business Customers includes the Small Business Direct Install (SBDI) Program. This program is designed to encourage energy-saving projects involving the installation of new, high-efficiency equipment or systems. NIPSCO also has a wide variety of programs for eligible residential customers. Learn more by visiting [Nipsco.com/Save](https://nipsco.com/Save)

**12. What is a trade ally and how does a company become one?**

Trade Allies are suppliers, firms or contractors that are involved in the installation of high-efficiency equipment or systems and have been pre-approved by TRC—our third-party program implementer. Interested individuals or companies can learn more about becoming a Trade Ally by visiting [trcsavesenergy.com/TradeAlly/BecomeTradeAlly](https://trcsavesenergy.com/TradeAlly/BecomeTradeAlly). If you have any further questions, call the program at 1-800-299-2501 or email [NIPSCO.Savings@TRCcompanies.com](mailto:NIPSCO.Savings@TRCcompanies.com).

**13. How many trade allies/contractors are participating in this program and what kind of services do they provide?**

There are nearly 250 approved trade allies/contractors participating in the network. Services include but are not limited to: Boilers, chillers, commercial cooking and refrigeration equipment, compressed air, energy audits, HVAC and optimization, lighting and controls, motor controls/VFDs, pipe insulation, steam traps and so much more.

A full list of services can be found by visiting [portal.trcsavesenergy.com/TradeAllySearch](https://portal.trcsavesenergy.com/TradeAllySearch)

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