

Upgrade your T12 fluorescent lighting now –
Incentives will never be higher!
These special incentives expire March 31, 2012



INCENTIVE APPLICATION
JUNE 1, 2011 THROUGH MAY 31, 2012

Indoor Lighting

How to Participate in *Smart Ideas for Your Business*[®]

1. Check Project and Equipment Eligibility

- ✓ Project must be a new improvement at an existing facility that results in a permanent reduction in electrical usage (kWh).
- ✓ All installed equipment must meet or exceed the specifications given in the application and be installed in facilities served by ComEd. Customers must have a valid ComEd account number on a ComEd non-residential rate.

2. Submit Pre-Approval Application to Reserve Funds

- ✓ We strongly recommend that you submit a pre-approval application to set aside or “reserve” the incentive for your project. Pre-approval is required for some types of projects and for all custom applications. Check the specifications pages for details.
- ✓ For pre-approval, fill out and submit the Applicant Information form (check the “Pre-Approval” box) and the Incentive Worksheet for the measures that you plan to install. Be sure to keep a copy of the application for your records.
- ✓ Once submitted, your application will be reviewed. Upon approval, incentive funds will be set aside for your project for 90 days (or the end of the program year). A pre-installation inspection may be required. If so, you may be contacted to schedule a pre-installation inspection.

3. Install Equipment or Perform Project Work

- ✓ The incentive reservation allows you 90 days to complete your project. Contact ComEd’s *Smart Ideas* team for specific questions about reservations and extensions.
- ✓ Verify that the equipment installed meets or exceeds the specifications and requirements found on the Specifications pages.

4. Submit Final Application

- ✓ Submit a final application as soon as possible after the project is completed. You may simply revise the pre-approval application and check the “Final Application” box. The final application must be submitted within 60 days of the project completion date. The Final Application must include the Final Application Agreement page signed by the customer. Additionally, attach the following documentation: a scope of work (detailed project description), dated and itemized invoices for the purchase and installation of all equipment installed, and specification sheets for all equipment installed verifying that it meets the program specifications.
- ✓ The program team will review your final application. You may be contacted during the final review to schedule a post inspection.

5. Receive Incentive Payment

- ✓ The incentive check will be sent four to six weeks after the final project approval.

Submit Application to:
E-mail: ComEdSmartIdeas@kema.com
ComEd *Smart Ideas for Your Business*[®]
120 E. Liberty Dr. #290 • Wheaton, IL 60187

Fax: 630-480-3436
Call: 888-806-2273
Visit our Website:
www.ComEd.com/BizIncentives

*Pre-Approval Application for Prescriptive & Custom Projects
Custom applications and certain measures on incentive applications require a pre-approval application to reserve funding. Please see the Incentive worksheets pages for additional information. Pre-approval of an application is not a guarantee of an incentive. The actual incentive will be based on the equipment installed and the energy savings as determined in the final application. Funds will be reserved for 90 days unless an applicant is granted an extension. The program team reserves the right to contact the customer before the reservation expiration date to ensure that the project is moving forward. If the project is not underway, the reservation will be cancelled. Funds that have been reserved are not transferable to other projects, facilities and/or customers. A waiting list may be established if funds become fully subscribed.

APPLICANT INFORMATION (REQUIRED)

Use for both pre-approval and final application. Keep a copy for your records.

Pre-approval Date _____

Attach:

- Incentives worksheet for measures installed
- Specification sheets for new equipment
- Scope of work with type, quantity and wattage of old and new equipment

Estimated Project Completion Date _____

Estimated Project Cost _____

Actual Project Cost _____

Final Application Date _____

Please update project cost and completion date below.

Attach:

- Incentives worksheet for measures installed
- Signed final application agreement (next page)
- Updated scope of work (detailed project description)
- Dated, itemized invoices for the purchase and installation of all equipment
- Equipment specification sheets showing that equipment installed meets program specifications

Actual Project Completion Date _____

NAME OF COMPANY

NAME AS IT APPEARS ON YOUR UTILITY BILL

BUSINESS TYPE (Check One)

- | | | | | | |
|--------------------------------------|---|--------------------------------------|------------------------------------|---|---|
| <input type="checkbox"/> Office | <input type="checkbox"/> Retail/Service | <input type="checkbox"/> Hotel/Motel | <input type="checkbox"/> Grocery | <input type="checkbox"/> Light Industry | <input type="checkbox"/> College/University |
| <input type="checkbox"/> School/K-12 | <input type="checkbox"/> Restaurant | <input type="checkbox"/> Medical | <input type="checkbox"/> Warehouse | <input type="checkbox"/> Heavy Industry | <input type="checkbox"/> Miscellaneous |

NAME OF CONTACT PERSON

TITLE

TELEPHONE

()

FAX

()

E-MAIL ADDRESS

ADDRESS WHERE MEASURES INSTALLED

CITY WHERE MEASURES INSTALLED

STATE

ZIP + 4

YOUR MAILING ADDRESS

YOUR CITY

STATE

ZIP + 4

COMED ACCOUNT NUMBER (WHERE MEASURES INSTALLED)

TAXPAYER ID NUMBER (SSN/FEDERAL EIN)

TAX STATUS FROM W9

- Individual/Sole Proprietor Corporation Partnership Other

- Limited Liability Company Exempt

Enter tax classification _____ (D=disregarded entity C=corporation P=partnership)

CONTRACTING COMPANY

CONTRACTOR CONTACT NAME

CONTRACTOR PHONE

()

CONTRACTOR E-MAIL

CONTRACTOR MAILING ADDRESS

CONTRACTOR CITY

STATE

ZIP + 4

As an eligible customer, I verify the information is correct and request consideration for participation under this program.

CUSTOMER SIGNATURE (COMED CUSTOMER)

PRINT NAME

TOTAL INCENTIVE REQUESTED*

DATE

*Incentive cannot exceed 100 percent of the incremental measure cost and 50 percent of the total project cost and must meet all program terms and conditions.

FINAL AGREEMENT (REQUIRED)

As an eligible ComEd customer, I certify that work was completed on this project between June 1, 2011, and May 31, 2012. My decision to acquire and install the energy efficiency measures can be demonstrated by documentation indicating contract dates after March 1, 2011. The energy efficiency measures are for use in my business facility and not for resale.

I understand that project documentation, including product specification sheets and copies of dated invoices for the purchase and installation of the measures, is required, and I am submitting that documentation with this final application. (Further information on documentation requirements is available in the Policy and Procedures Manual at www.ComEd.com/BizIncentives, or by calling the program hotline at 888-806-2273).

I understand that the location or business name on the invoice must be consistent with the application information. Final applications and all required supporting documentation must be received by May 15, 2012.

I agree to verification by the utility or their representatives of both sales transactions and equipment installation.

I understand that these incentives are available to all customers who pay into the Energy Efficiency and Demand Response Adjustment (Rider EDA) and receive their electricity over ComEd wires, regardless of retail electric supplier.

I certify that the information on this application is true and correct, and that the taxpayer ID number and tax status is the applicant's. I understand that incentives over \$600 will be reported to the IRS unless the applicant is exempt or a corporation. I understand that incentive payments assume related energy benefits over a period of five years or for the life of the product, whichever is less.

I agree that if: (1) I do not install the related product(s) identified in my application or (2) I remove the related product(s) identified in my application before a period of five years or the end of the product life, whichever is less, then I shall refund a prorated amount of incentive funds to ComEd based on the actual period of time in which the related product(s) were installed and operating (or the full amount if the product was never installed). This is necessary to assure that the project's related energy benefits will be achieved.

I understand that the program may be modified or terminated without prior notice.

I understand that the final application and all required documentation must be received by the ComEd *Smart Ideas for Your Business*® program within 60 days of project completion. I understand that this documentation must prove that all equipment has been purchased and installed.

I certify that this project involves a facility improvement that results in improved energy efficiency. I certify that replaced equipment has been permanently removed. I also certify that all materials removed, including lamps and PCB ballasts, have been permanently taken out of service and disposed of in accordance with local codes and ordinances, and that no resale of replaced equipment has or will take place. I certify that I have complied with any applicable codes or ordinances. Information about hazardous waste disposal can be found at: www.epa.gov/epawaste/hazard/index.htm.

In no case will ComEd pay more than 100 percent of the incremental measure costs and 50 percent of the total cost of the project. I understand that ComEd or its representatives have the right to ask for additional information at any time. ComEd's *Smart Ideas for Your Business* program will make the final determination of incentive levels for this project.

The program has a limited budget. Applications will be processed until allocated funds are reserved or spent. Final applications must be received by May 15, 2012, to be eligible for funding in Program Year 4.

I understand that my company may be recognized as a program participant in promotional materials; however, project details will not be released without prior consent. If I choose to opt out of any recognition, I will indicate my choice in a written letter.

I understand that ComEd does not guarantee the energy savings and does not make any warranties associated with the measures eligible for incentives under this program and, further, that ComEd has no obligations regarding and does not endorse or guarantee any claims, promises, work or equipment made, performed or furnished by any contractors or equipment vendors that sell or install any energy efficiency measures.

I understand that in the event the application received pre-approval and funds were reserved based upon the application, such pre-approval or reservation, including the specific dollar amount of reservation, did not represent a guarantee that such funds will be paid. Payment of incentives will be based upon the final application and program terms and conditions, as well as the availability of funds.

I have read and understand the program requirements, measure specifications and terms and conditions set forth in this application and agree to abide by these requirements. Furthermore, I concur that I must meet all eligibility criteria in order to be paid under this program.

CUSTOMER SIGNATURE (COMED CUSTOMER)	PRINT NAME	DATE
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FOR FINAL APPLICATIONS, SIGN AND SUBMIT ONLY AFTER ALL EQUIPMENT HAS BEEN INSTALLED. A CUSTOMER SIGNATURE IS REQUIRED FOR PAYMENT.

PAYMENT RELEASE AUTHORIZATION (OPTIONAL)

Complete this section ONLY if incentive payment is to be paid to an entity other than the ComEd customer listed on the Applicant Information page.

I am authorizing the payment of the incentive to the third party named below and I understand that I will not be receiving the incentive payment from ComEd. I also understand that my release of the payment to a third party does not exempt me from the program requirements outlined in the measure specifications and Terms & Conditions.

Authorized by:

CUSTOMER SIGNATURE (COMED CUSTOMER)	PRINT NAME	DATE
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Check should be made payable to:

PAYEE: COMPANY/INDIVIDUAL NAME

MAILING ADDRESS

CITY	STATE	ZIP + 4
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TELEPHONE ()	TAXPAYER ID NUMBER (SSN#/FEIN OF PAYEE)
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TAX STATUS

- Individual/Sole Proprietor
 Corporation
 Partnership
 Other
 Limited Liability Company
 Exempt

Enter tax classification _____ (D=disregarded entity C=corporation P=partnership)

TERMS AND CONDITIONS

Commonwealth Edison Company (ComEd) is offering prescriptive and custom incentives under the ComEd *Smart Ideas for Your Business*® program to facilitate the implementation of cost-effective energy efficiency improvements for non-residential (commercial and industrial) customers.

Funds are limited and subject to availability.

Program Effective Dates

Smart Ideas for Your Business energy efficiency incentives are offered until approved funds are exhausted or May 31 of each program year, whichever comes first. The effective dates of Program Year 4 (June 1, 2011, through May 31, 2012) of the *Smart Ideas for Your Business* program, and application submittal requirements are as follows:

- ✓ Projects with a final completion date before June 1, 2011, are not eligible for an incentive.
- ✓ All Program Year 4 *Smart Ideas for Your Business* projects must be completed and final applications received no later than May 15, 2012.
- ✓ Subsequent program year budgets and plans will be made available toward the end of the existing program year. At the current time, ComEd has a commitment to provide this program through May 31, 2012.

Program and Project Eligibility

The *Smart Ideas for Your Business* program offers both prescriptive incentives for some of the more common energy efficiency measures and custom incentives for those eligible improvements not included on the list of prescriptive measures. Program incentives are available under the Smart Ideas for Your Business program to non-residential customers within ComEd's service territory. These incentives are available to all non-residential customers who pay into the Energy Efficiency and Demand Response Adjustment (Rider EDA) and receive their electricity over ComEd wires, regardless of retail electric supplier.

Public buildings such as government buildings, municipal facilities and public schools should refer to the Illinois Department of Commerce and Economic Opportunity (DCEO) Program (www.illinoisenergy.org).

Custom projects must involve measures that result in a reduction in electric energy usage due to an improvement in system efficiency. Projects that result in reduced energy consumption without an improvement in system efficiency are not eligible for a custom incentive. However, projects that involve an automated control technology such as energy management system programming may be eligible for an incentive. All projects must meet ComEd's cost-effectiveness requirements.

Projects involving measures covered by the prescriptive incentive portion of the program are not eligible for a custom incentive. However, the applicant has the option to apply for a custom incentive for projects that involve a combination of prescriptive incentive measures and measures that are not eligible for prescriptive incentives. For example, a chiller system upgrade project that includes a chiller replacement could be a custom project, even though the chiller replacement would normally go through the prescriptive portion.

Project requirements under the *Smart Ideas for Your Business* program include the following:

- ✓ Projects must involve new equipment installed at an existing facility that results in a permanent reduction in electrical energy usage (kWh).
- ✓ Equipment must be installed and operational.
- ✓ Projects that are NOT eligible for an incentive include the following:
 - Fuel switching (e.g. electric to gas or gas to electric)
 - Changes in operational and/or maintenance practices or simple control modifications not involving capital costs
 - On-site electricity generation
 - Projects involving gas-driven equipment in place of electric equipment (such as a chiller)
 - Projects focused primarily on power factor improvement
 - Projects that involve peak-shifting (and not kWh savings)
 - Renewables
- ✓ Any measures installed at a facility must be sustainable and provide 100 percent of the energy benefits as stated in the application for a period of five years or for the life of the product, whichever is less. If the customer ceases to be a delivery service customer of ComEd, or removes the equipment or systems at any time during the five-year period or the life of the product, the customer may be required to return a prorated amount of incentive funds to ComEd.

Incentive Payment Limits

For both the prescriptive and custom programs, the total incentive paid cannot exceed 100 percent of the incremental measure cost and 50 percent of the total project cost. The definition of incremental measure cost depends on whether the measure being installed is considered to be a replacement or a retrofit. For replacement measures, the incremental measure cost is defined as the cost to purchase and install the energy efficient equipment minus the cost to purchase and install similar equipment that would meet federal and local energy standards but not qualify for an incentive under this program. For retrofit measures, the incremental measure cost is simply the cost to purchase and install the qualifying measures. Contractor labor costs can be considered in the project cost. Internal customer labor costs cannot be included in the project cost.

Customers may receive up to \$1 million per program year (June 1 through May 31), per facility, for any combination of prescriptive or custom incentives, as follows:

- 100% of the calculated incentive up to \$100,000
- 50% of the calculated incentive above \$100,000
- Maximum \$1 million per program year (June 1 through May 31)

A "facility" is defined as contiguous property for which a single customer is responsible for paying the ComEd electricity bill.

TERMS AND CONDITIONS

Final Application

The final application must be submitted within 60 days of project completion. Project documentation, including dated invoices for the purchase and installation of the measures and product specification sheets, is required.

The location or business name on the invoice must be consistent with the application information. Final applications and all required supporting documentation must be received by May 15, 2012, to be eligible for funds in Program Year 4.

The project invoice must provide sufficient detail to separate the project cost from the cost of other services, such as repairs and building code compliance. ComEd reserves the right to request additional supporting documentation as deemed necessary to ensure measure eligibility and verify that the expected energy savings will occur. All customer information will be held in confidence. Requested information could include equipment purchase dates, installation dates, proof that the equipment is operational, manufacturer specifications, warranty information and proof of customer co-payment.

Application Review Process

Pre-approval of an application is not a guarantee that the final application will be approved or a guarantee of an incentive payment. ComEd will review final applications for eligibility and completeness. Completed applications will be reviewed in the order received. Funds are reserved for the project when ComEd receives a complete pre-approval application and determines that the project meets the program eligibility requirements. Applicants who submit incomplete applications will be notified of deficiencies upon review of the application and could lose their place in line in the review process until all requested information is received. Applicants are encouraged to call the program hotline at 888-806-2273 if they have any questions about documentation requirements.

Inspections

ComEd reserves the right to inspect all projects to verify compliance with program rules and verify the accuracy of project documentation. This may include pre-installation and/or post-installation inspections, detailed lighting layout descriptions, metering, data collection, interviews and utility bill data analyses. The customer must allow access to project documents and the facility where the measures were installed for a period of five years after receipt of incentive payment by ComEd.

Requirements for Custom Project Electricity Savings Calculation

The annual electricity savings must be calculated for custom projects using industry accepted engineering algorithms or simulation models. The applicant must estimate the annual electricity usage of both the existing and proposed equipment based on the current operation of the facility. If the existing equipment is at the end of its useful life, the applicant must substitute equipment that would meet the applicable federal and local energy codes when calculating the annual energy savings.

The applicant must be able to clearly describe the method used to calculate the savings. The applicant must provide all assumptions used in the calculations and document the source for these assumptions.

The method and assumptions used by the applicant to calculate the annual savings will be reviewed by ComEd. ComEd is solely responsible for the final determination of the annual energy savings to be used in calculating the incentive amount. ComEd also reserves the right to require specific measurement and verification activities including monitoring both before and after the retrofit and to base the incentive payment on the results of these activities.

ComEd may need to conduct inspections both before and after the retrofit projects to verify equipment and operation conditions. The applicant is required to submit a pre-approval application while the existing equipment is still in operation to allow ComEd the opportunity to verify the existing equipment.

Tax Liability

Incentives are taxable and, if more than \$600, will be reported to the IRS unless the customer is tax exempt. ComEd is not responsible for any taxes that may be imposed on your business as a result of your receipt of this incentive.

Disclaimer

ComEd does not guarantee the energy savings and does not make any warranties associated with the measures eligible for incentives under this program. ComEd has no obligations regarding and does not endorse or guarantee any claims, promises, work or equipment made, performed or furnished by any contractors or equipment vendors that sell or install any energy efficiency measures.

In consideration of the services provided by ComEd as part of this program, you agree that, other than the energy cost savings realized by your company, ComEd is entitled to 100% of the benefits and rights associated with the measures, including without limitation PJM products and all other attributes, credits or products associated therewith under any regional initiative or federal, state or local law, program regulation or program, and you waive, and agree not to seek, any right to the same.

INDOOR LIGHTING INCENTIVES WORKSHEET

New T5 or T8 Fluorescent Fixtures with Electronic Ballast

T8/T5 PROJECT SUMMARY

Fill in the brief project description below or attach an itemized project plan.
(See example: replacing 100 metal halide fixtures with 100 T8 fixtures)

Type of equipment to be replaced	Quantity of equipment to be replaced	Wattage of equipment to be replaced	Total wattage of old equipment	Type of new fixture to be installed	Quantity of new equipment	Wattage of new equipment	Total wattage of new equipment	Difference (old wattage minus new)
400W metal halide	100	458W	45,800	6-lamp 4-ft T8	100	220W	22,000	23,800

Equipment Type	Incentive per Unit (A)	Unit	Number of Units (B)	Incentive (A X B)
New T8 or T5 Fluorescent Fixtures with Electronic Ballast (Note: Pre-Approval Application is Required)	\$0.40 per Watt reduced	Watts reduced (from project summary above):		
	Incentive is capped at \$150 per new fixture	Number of new fixtures installed:		






Lighting Controls

Type of Sensor	Type of Fixture	Number of Fixtures (A)	Watts per Fixture (B)	Watts Controlled A x B
Occupancy	6-lamp 4-ft T8	100	220W	22,000

Equipment Type	Incentive per Unit (A)	Unit	Number of Units (B)	Incentive (A X B)
Occupancy Sensors	\$0.11 per Watt controlled	Watts controlled:		
Occupancy Sensor plus Daylighting Controls	\$0.15 per Watt controlled	Watts controlled:		
Time Clocks for Lighting	\$0.05 per Watt controlled	Watts controlled:		
Daylighting Controls	\$0.09 per Watt controlled	Watts controlled:		
Bi-Level Stairwell/Hall/Garage Fixtures with Integrated Sensors	\$25 per fixture installed	Number of fixtures installed:		
Plug Load Occupancy Sensor	\$20 per sensor installed	Sensors installed:		

INDOOR LIGHTING INCENTIVES WORKSHEET (CONT.)

Quick Guide to Incentives for Popular T12-to-T8 Upgrades

Popular T12 to T8 Upgrades		Applicable Incentives for Each Fixture				
	Retrofit 4-ft 4-lamp T12 to 4-ft 4-lamp T8	4-ft High Performance T8 Lamp and Ballast	\$7	\$5 per lamp installed	Number of lamps installed:	4
	Retrofit 4-ft 4-lamp T12 to 4-ft 2-lamp T8 and install reflector to maintain light levels	4-ft High Performance T8 Lamp and Ballast	\$7	\$5 per lamp installed	Number of lamps installed:	2
		Remove 4-ft Lamp and Install Reflector	\$14	\$12 per lamp removed	Number of lamps removed:	2
	Retrofit 2-lamp 4-ft T12 U-tube to 2-lamp 2-ft T8 and install reflector to maintain light levels	2-ft T8 Lamp and Ballast	\$5	\$3 per lamp installed	Number of lamps installed:	2
		Remove 4-ft Lamp and Install Reflector	\$14	\$12 per lamp removed	Number of lamps removed:	1
	Retrofit 2-lamp 4-ft T12 to 2-lamp 4-ft T8	4-ft High Performance (or Reduced Wattage) T8 Lamp and Ballast	\$7	\$5 per lamp installed	Number of lamps installed:	2
	Retrofit 2-lamp 8-ft T12 to 4-lamp 4-ft T8	One 8-ft T12 Lamp to two 4-ft HP T8 Lamps	\$7	\$5 per lamp installed	Number of lamps installed:	4

These special incentives expire March 31, 2012: Upgrade your T12 fluorescent lighting now — Incentives will never be higher!

Please note: Projects must be completed and final applications submitted by March 31, 2012

INDOOR LIGHTING INCENTIVES WORKSHEET (CONT.)

Equipment Type	Incentive per Unit (A)	Unit	Number of Units (B)	Incentive (A X B)
Fluorescent Lighting Retrofits				
8-foot Reduced Wattage T8 Lamp and Ballast	\$8 \$6 per lamp installed	Number of lamps installed:		
8-foot Reduced Wattage T8 Lamp Only	\$1.50 \$1 per lamp installed	Number of lamps installed:		
4-foot Reduced Wattage T8 Lamp and Ballast	\$7 \$5 per lamp installed	Number of lamps installed:		
4-foot Reduced Wattage T8 Lamp Only	\$1.50 \$1 per lamp installed	Number of lamps installed:		
4-foot High Performance T8 Lamp and Ballast	\$7 \$5 per lamp installed	Number of lamps installed:		
4-foot U-Tube T8 Lamp and Ballast	\$5 \$3 per lamp installed	Number of lamps installed:		
3-foot T8 Lamp and Ballast	\$7 \$5 per lamp installed	Number of lamps installed:		
2-foot T8 Lamp and Ballast	\$5 \$3 per lamp installed	Number of lamps installed:		
Retrofit T12 Fixtures with T5 Lamps and New Electronic Ballast	\$7 \$5 per lamp installed	Number of lamps installed:		
Retrofit 54W T5 Lamps with ≤51W High Output T5 Lamps	\$1 per lamp installed	Number of lamps installed:		
One 8-ft T12 Lamp to two 4-ft HP T8 Lamps	\$7 \$5 per lamp installed	Number of lamps installed:		
One 8-ft T12 Lamp to two 4-ft RW T8 Lamps	\$7 \$5 per lamp installed	Number of lamps installed:		
Permanent Lamp Removal (Pre-Approval Application Required)				
Remove 2-foot Lamp	\$5 \$3 per lamp removed	Number of lamps removed:		
Remove 3-foot Lamp	\$7 \$5 per lamp removed	Number of lamps removed:		
Remove 4-foot Lamp	\$8 \$6 per lamp removed	Number of lamps removed:		
Remove 8-foot Lamp	\$10 \$8 per lamp removed	Number of lamps removed:		
Remove 2-foot Lamp and Install Reflector	\$8 \$6 per lamp removed	Number of lamps removed:		
Remove 3-foot Lamp and Install Reflector	\$12 \$10 per lamp removed	Number of lamps removed:		
Remove 4-foot Lamp and Install Reflector	\$14 \$12 per lamp removed	Number of lamps removed:		
Remove 8-foot Lamp and Install Reflector	\$18 \$16 per lamp removed	Number of lamps removed:		

INDOOR LIGHTING INCENTIVES WORKSHEET (CONT.)

Equipment Type	Incentive per Unit (A)	Unit	Number of Units (B)	Incentive (A X B)
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Metal Halide Lamps and Fixtures

Integrated Ballast Ceramic Metal Halide Lamps ≤ 25W	\$5 per lamp installed	Number of lamps installed:		
Pulse Start or Ceramic Retrofit Kit (HID retrofit only) ≤ 100W	\$30 per kit installed	Number of kits installed:		
Pulse Start or Ceramic Retrofit Kit (HID retrofit only) 101-200W	\$40 per kit installed	Number of kits installed:		
Pulse Start or Ceramic Kit (HID retrofit only) 201-350W	\$50 per kit installed	Number of kits installed:		
150-249W Metal Halide Lamp to ≤ 149W Ceramic Discharge Metal Halide Lamp	\$10 per lamp installed	Number of lamps installed:		
250-399W Metal Halide Lamp to ≤ 249W Ceramic Discharge Metal Halide Lamp	\$15 per lamp installed	Number of lamps installed:		
400-849W Metal Halide Lamp to ≤ 399W Ceramic Discharge Metal Halide Lamp	\$20 per lamp installed	Number of lamps installed:		
≥850W Metal Halide Lamp to ≤ 849W Ceramic Discharge Metal Halide Lamp	\$25 per lamp installed	Number of lamps installed:		

Induction Lighting

Replace or Retrofit 400-600 Watt Fixture with ≤399 Watt Induction Fixture	\$45 per fixture	Number of fixtures installed:		
Replace or Retrofit 250-399 Watt Fixture with ≤249 Watt Induction Fixture	\$35 per fixture	Number of fixtures installed:		

CFL Lighting

Hardwired Compact Fluorescent Fixtures ≤ 29W	\$25 per fixture installed	Number of fixtures installed:		
Hardwired Compact Fluorescent Fixtures ≥ 30W	\$50 per fixture installed	Number of fixtures installed:		
High Wattage CFLs (≥ 40W)	\$10 per lamp installed	Number of lamps installed:		
Cold Cathode Fluorescent Lamps	\$5 per lamp installed	Lamps installed:		

INDOOR LIGHTING INCENTIVES WORKSHEET (CONT.)

Equipment Type	Incentive per Unit (A)	Unit	Number of Units (B)	Incentive (A X B)
LED Lighting				
LED, T-1, or Electroluminescent Exit Signs	\$20 per sign	Number of signs:		
ENERGY STAR® Qualified LED Lamp	\$10 per lamp	Number of lamps installed:		
LED Refrigerated Display Case Lighting	\$20 per door	Number of doors:		
LED "Open" Sign	\$40 per sign	Number of signs:		
LED Channel Sign ≤ 2 feet Interior	\$10 per letter	Number of letters:		
LED Channel Sign > 2 feet Interior	\$25 per letter	Number of letters:		
ENERGY STAR® Qualified LED Fixture	\$15 per fixture	Number of fixtures installed:		
LED Track or Monopoint Fixtures	\$15 per fixture/ fixture head	Number of fixtures installed:		
TOTAL WORKSHEET INCENTIVES				

INDOOR LIGHTING INCENTIVES WORKSHEET (CONT.)

All Other Lighting Measures

Use this section to apply for incentives for lighting retrofits and replacements that are not listed above. To qualify for an incentive of \$0.05 per kWh saved, lighting projects must have a payback period between one and seven years and must meet the specifications in this application (starting on page 12). If you need more room, you may attach a separate sheet.

Existing Lighting System

Type/Description	Number of Fixtures (A)	Fixture Wattage (B)	Annual Hours of Operation (C)	Total Annual kWh A x B x C/1000
Total kWh of Existing System (D)				

New/Proposed Lighting System

Type/Description	Number of Fixtures (A)	Fixture Wattage (B)	Annual Hours of Operation (C)	Total Annual kWh A x B x C/1000
Total kWh of New/Proposed System (F)				

Incentive Calculation

Incentive	Annual Electric Savings in kWh (D-F):		X \$0.05 =
Measure Life	Estimated Life of Measure (in Years):		
Payback Period	$\frac{\text{Total Project Cost}}{\text{Estimated Annual Electric Savings (in Dollars)}}$	_____	=

Note: Project payback period must be more than one year and less than seven years for project to be eligible for incentive.

INDOOR LIGHTING SPECIFICATIONS

Measure	Definition	Specifications	Incentive
New T8/T5 Fluorescent Fixtures with Electronic Ballast (Pre-Approval Required)	<p>Replacing one or more existing fixtures with new fixtures containing T8 or T5 lamps and electronic ballasts. Incentives are only available for new fixtures. Retrofit kits are not considered to be new fixtures. This incentive can be used in highbay and lowbay fluorescent applications.</p> <p>A pre-approval application is required for this measure.</p>	<p>The T8 or T5 lamps must have a color rendering index (CRI) ≥ 80.</p> <p>The electronic ballast must be high frequency (≥ 20 kHz), UL listed, and warranted against defects for five years.</p> <p>Ballasts must have a power factor (PF) ≥ 0.90. Ballasts for 4-foot lamps must have total harmonic distortion (THD) ≤ 20 percent at full light output. For 2- and 3-foot lamps, ballasts must have THD ≤ 32 percent at full light output. High output T5/T8 lamps also qualify for this incentive.</p>	<p>Incentives for this measure are calculated based on the reduction in connected Watts at \$0.40 per Watt reduced.</p> <p>Maximum incentive is \$150 per installed fixture.</p>
Occupancy Sensors	<p>Passive infrared, ultrasonic detectors and fixture-integrated sensors or sensors with a combination thereof are eligible.</p>	<p>All sensors must be hard-wired and control interior lighting fixtures. The incentive is per Watt controlled. Please provide an inventory of the controlled fixtures with the Pre-Approval Application or Final Application.</p>	<p>\$0.11 per Watt controlled</p>
Occupancy Sensors Plus Daylighting Controls	<p>Installing both occupancy sensors and daylighting controls to control the same fixture.</p>	<p>See specifications for occupancy sensor and daylighting controls measures.</p>	<p>\$0.15 per Watt controlled</p>
Time Clocks for Lighting	<p>Installing time clocks on interior and exterior lighting.</p>	<p>Clocks must control on/off schedule of lighting equipment and must have a three-hour back-up system to maintain the program schedule during power outages. Astronomical time clocks (where on-off times are in accordance with sunrise and sunset) are required for outdoor lighting when photocells are not in use.</p>	<p>\$0.05 per Watt controlled</p>
Daylighting Controls	<p>Incentives are available for new daylight sensor controls in spaces with reasonable amounts of sunlight exposure and areas where task lighting is not critical.</p>	<p>The controls can be on/off, stepped, or continuous (dimming). The on/off controller should turn off artificial lighting when the interior illuminance meets the desired indoor lighting level. Daylight sensor controls must be calibrated. Incentive is per Watt controlled.</p>	<p>\$0.09 per Watt controlled</p>
Bi-Level Stairwell/ Hall/ Garage Fixtures	<p>Replacing existing 4 ft. two-lamp T12 fixtures with hardwired 4 ft. two-lamp T8 fluorescent fixtures with electronic ballasts and manufacturer integrated occupancy sensors. Used in areas where code requires lighting 24 hours a day (such as stairwells, halls, and garages)</p>	<p>Fixtures with manual override capabilities are not eligible. During occupied periods, the fixture should operate at full light output. During unoccupied periods, the fixture should operate at lower light output and wattage. This measure is not also eligible for the occupancy sensor or T12 to T8 incentive.</p>	<p>\$25 per fixture</p>
Plug Load Occupancy Sensor	<p>This incentive applies to passive infrared and/or ultrasonic detectors only.</p>	<p>Plug-load sensors must control electricity using equipment in offices or cubicles, including lighting, shared copiers, and/or printers.</p>	<p>\$20 per sensor installed</p>

INDOOR LIGHTING SPECIFICATIONS (CONT.)

Measure	Definition	Specifications	Incentive
Reduced Wattage 8-foot T8 Lamp and Ballast	Replacing existing 8-foot T12 lamps and magnetic ballasts with reduced wattage 8-foot T8 lamps and electronic ballasts.	Lamps must have a minimum mean lumens per Watt (MLPW) of 90 and must have a nominal wattage of 57W or less. A manufacturer's specification sheet must accompany the application.	\$8 \$6 per lamp installed
Reduced Wattage 8-foot T8 Lamp Only	Replacing 59-Watt T8 lamps with reduced wattage 8-foot T8 lamps.	Lamps must have a minimum MLPW of 90 and must have a nominal wattage of 57W or less. A manufacturer's specification sheet must accompany the application.	\$1.50 \$1 per lamp installed
High Performance 4-foot T8 Lamp and Ballast	Retrofitting T12 magnetic ballasted fixtures with high performance T8 lamps and electronic ballasts.	This measure is based on the Consortium for Energy Efficiency (CEE) high performance T8 specification (www.cee1.org) and is summarized below. A list of qualified lamps and ballasts can be found at: http://www.cee1.org/com/com-lt/com-lt-main.php3 . Both the lamp and ballast must meet the specification in order to qualify for an incentive. A manufacturer's specification sheet must accompany the application (see table 1).	\$7 \$5 per 4-ft lamp installed
Reduced Wattage 4-foot T8 Lamp and Ballast	Retrofitting T12 magnetic ballasted fixtures with new reduced wattage T8 lamps and electronic ballasts.	The lamps and ballasts must meet the Consortium for Energy Efficiency (CEE) specification (www.cee1.org). Qualified lamps and ballast products can be found at http://www.cee1.org/com/com-lt/com-lt-main.php3 . Both the lamp and ballast must qualify in order to receive an incentive for the system. Incentives are calculated per lamp installed. A manufacturer's specification sheet must accompany the application (see table 2).	\$7 \$5 per 4-ft lamp installed

Table 1. High Performance 4-Foot T8 Lamps and Ballasts

Performance Characteristics for Systems				
Mean System Efficiency		≥ 90 Mean Lumens per Watt (MLPW) for Instant Start Ballasts		
		≥ 88 MLPW for Programmed Rapid Start Ballasts		
Performance Characteristics for Lamps				
Color Rendering Index (CRI)		≥ 80		
Minimum Initial Lamp Lumens		≥ 3100 Lumens*		
Lamp Life		≥ 24,000 Hours		
Lumen Maintenance or Minimum Mean Lumens		≥ 94% or ≥ 2900 Mean Lumens		
Performance Characteristics for Ballasts				
Ballast Efficacy Factor (BEF)		Instant Start Ballast (BEF)		
BEF=(BFx100)/Ballast Input Watts	Lamps	Low BF≤0.85	Norm 0.85< BF≤ 1.0	High BF ≥ 1.01
	1	> 3.08	> 3.11	NA
	2	> 1.60	> 1.58	> 1.55
	3	≥ 1.04	≥ 1.05	≥ 1.04
	4	≥ 0.79	≥ 0.80	≥ 0.77
		Programmed Rapid Start Ballast (BEF)		
	1	≥ 2.84	≥ 2.84	NA
	2	≥ 1.48	≥ 1.47	≥ 1.51
	3	≥ 0.97	≥ 1.00	≥ 1.00
	4	≥ 0.76	≥ 0.75	≥ 0.75
Ballast Frequency	20 to 33 kHz or ≥ 40 kHz			
Power Factor	≥ 0.90			
Total Harmonic Distortion	≤ 20%			

*For lamp with color temperatures ≥ 4500K, 2950 minimum initial lamp lumens are allowed.

INDOOR LIGHTING SPECIFICATIONS (CONT.)

Table 2 . Reduced Wattage 4-Foot Lamps and Ballasts

Performance Characteristics for Lamps ¹		
Mean System Efficacy	≥ 90 MLPW	
Color Rendering Index (CRI)	≥ 80	
Minimum Initial Lamp Lumens	≥ 2585 Lumens for 28 W ≥ 2400 Lumens for 25 W	
Lamp Life ²	≥ 18,000 hrs at three hours per start	
Lumen Maintenance or Minimum Mean Lumens ³	≥ 94% or ≥ 2430 Lumens for 28 W ≥ 2256 Lumens for 25 W	
Performance Characteristics for 28 and 25W Ballasts		
Ballast Frequency	20 to 33 kHz or ≥ 40 kHz	
Power Factor	≥ 0.90	
Total Harmonic Distortion	≤ 20%	
Performance Characteristics for Ballasts ⁴ , 28W Systems		
Ballast Efficacy Factor (BEF) BEF = (BF x 100)/Ballast Input Watts	Instant-Start Ballast (BEF)	
	Lamps	All Ballast Factor Ranges
Based on: type of ballast, number of lamps driven by ballast, and ballast factor	1	≥ 3.52
	2	≥ 1.76
	3	≥ 1.16
	4	≥ 0.88
Performance Characteristics for Ballasts ⁴ , 25W Systems		
Ballast Efficacy Factor (BEF) BEF = (BF x 100)/Ballast Input Watts	Instant-Start Ballast (BEF)	
	Lamps	All Ballast Factor Ranges
Based on: type of ballast, number of lamps driven by ballast, and ballast factor	1	≥ 3.95
	2	≥ 1.98
	3	≥ 1.32
	4	≥ 0.99

¹ Lamps ≥ 4500 K and/or 24000 hours have a system efficiency specified ≥ 88 MLPW. Minimum initial and mean lumen levels are specified as follows: for 28 W lamps, limits are 2600/2340. For 25 W lamps, limits are 2300/2185.
² Life rating is based on an instant Start Ballast tested in accordance with ANSI protocols. When used for Program Start Ballast, life may be increased depending upon the operating hours per start.
³ Mean lumens measures at 7,200 hours.
⁴ Multi-Voltage Ballasts must meet or exceed the listed Ballast Efficiency Factor when operated on at least one of the intended operating voltages

Measure	Definition	Specifications	Incentive
Reduced Wattage 4-foot T8 Lamp Only	Incentives are also available when replacing 32 Watt T8 lamps with reduced wattage T8 lamps when an electronic ballast is already present.	The lamps must be reduced wattage and meet the Consortium for Energy Efficiency (CEE) specification (www.cee1.org). Qualified products can be found at: http://www.cee1.org/com/com-lt/com-lt-main.php3 . The nominal wattage of the new lamp must be 28W (≥ 2585 Lumens) or 25W (≥ 2400 Lumens) to qualify. A manufacturer's specification sheet must accompany the application.	\$1.50 \$1 per lamp installed
U-Tube T8 Lamps and CEE Qualified Ballasts	Replacing existing U-tube T12 lamps and magnetic ballasts with U-tube T8 lamps and CEE qualified electronic ballasts.	The lamp must have a color rendering index (CRI) ≥ 80. Qualified ballasts can be found at: http://www.cee1.org/com/com-lt/com-lt-main.php3 . A manufacturer's specification sheet must accompany the application.	\$5 \$3 per lamp installed
2 and 3-foot T8 Lamps and Ballasts	Replacing existing T12 lamps and magnetic ballasts with T8 lamps and electronic ballasts.	The lamp must have a color rendering index (CRI) ≥ 80 and the ballast must have a total harmonic distortion (THD) ≤ 32 percent at full light output, and the power factor (PF) must be ≥ 0.90. A manufacturer's specification sheet must accompany the application.	\$5 \$3 per 2-foot lamp installed \$7 \$5 per 3-foot lamp installed

INDOOR LIGHTING SPECIFICATIONS (CONT.)

Measure	Definition	Specifications	Incentive
Permanent Lamp Removal (Pre-approval Required)	<p>Permanent removal of existing fluorescent lamps. Permanent lamp removal is the net reduction in the total quantity of lamps after a project is completed.</p> <p>This measure is applicable when retrofitting from T12 lamps to T8 or T5 lamps or reconfiguring a T8 fixture to reduce the number of lamps. Removing lamps from a T12 fixture that is not being retrofitted with T8 or T5 lamps does not qualify for this incentive. Fixture removal is not eligible under this measure.</p>	<p>Customers are responsible for determining whether or not to use reflectors in combination with lamp removal in order to maintain adequate lighting levels. Lighting levels are expected to meet the Illuminating Engineering Society of North America (IESNA) recommended light levels. Unused lamps, lamp holders, and ballasts must be permanently removed from the fixture and disposed of in accordance with local regulations.</p> <p>A pre-approval application is required for lamp removal projects.</p>	<p>\$5 - \$10 \$3 - \$8 per lamp removed \$8 - \$18 \$6 - \$16 per lamp when reflector is installed</p>
Retrofit T12 Fixtures with T5 Lamps and New Electronic Ballast	Retrofitting T12 fixtures with T5 lamp and new electronic ballasts.	Must be 4-ft T5 lamps. The electronic ballast must be high frequency ($\geq 20\text{kHz}$) and warranted against defects for five years. Ballasts for 4-foot lamps must have total harmonic distortion (THD) ≤ 20 percent at full light. The retrofit kit must be UL/cUL listed and must not void the fixture's UL listing.	\$7 \$5 per lamp installed
Reduced Wattage T5 High Output Lamp	Replace 54W T5 High Output lamp with $\leq 51\text{W}$ T5 High Output lamp.	The nominal wattage of the reduced wattage T5HO lamps must be 51W or less to qualify.	\$1 per lamp
Integrated Ballast Ceramic Metal Halide Lamps	Replacing incandescent lamps with integrated, electronic, self-ballasted metal halide lamp	Qualifying lamps are 25 Watt or less integrated ballast ceramic metal halide PAR lamps with a rated life of 10,500 hours or greater.	\$5 per lamp installed
Metal Halide — Pulse Start or Ceramic	<p>Retrofits of probe start high intensity discharge fixtures with either pulse start metal halide or ceramic metal halide fixtures.</p> <p>The wattage listed in the measure description is the nominal wattage of the lamp in the new kit.</p>	Total replacement wattage must be lower than existing wattage to ensure energy savings. Retrofit kits must be used on existing mercury vapor, standard metal halide or high pressure sodium fixtures only.	<p>$\leq 100\text{W}$ \$30 per kit</p> <p>101-200W \$40 per kit</p> <p>201-350W \$50 per kit</p>

INDOOR LIGHTING SPECIFICATIONS (CONT.)

Measure	Definition	Specifications	Incentive
Ceramic Discharge Metal Halide Lamps	Retrofits of probe start high intensity discharge fixtures with ceramic discharge metal halide lamps.	Total replacement nominal wattage must be lower than existing nominal wattage to ensure energy savings. Lamps must be used in existing mercury vapor, standard metal halide or high pressure sodium fixtures only. New lamps must be compatible with existing ballast and socket.	150-249W MH lamp to <149W ceramic discharge lamp \$10 per lamp 250-399W MH lamp to <249W ceramic discharge lamp \$15 per lamp 400-849W MH lamp to <399W ceramic discharge lamp \$20 per lamp ≥850W MH lamp to <849W ceramic discharge lamp \$25 per lamp
Induction Lighting Fixtures	One for one replacement or retrofit of existing incandescent, mercury vapor, T12 High Output fluorescent, T12 Very High Output fluorescent, standard metal halide, or high pressure sodium fixtures in interior installations with new induction fixtures or retrofits.	The induction fixture or retrofit must have a color rendering index (CRI) of 80 or above and a mean efficacy of 50 or above. The wattage of the new fixtures must be lower than the wattage of the fixture being replaced. The wattage range given in the measure name is the complete fixture wattage, not the nominal lamp wattage, for both pre-existing and new fixtures. The retrofit must not void the fixture's UL listing.	Replace 400-600W fixture with ≤399W induction fixture: \$45 per fixture Replace 250-399W fixture with ≤249W induction fixture: \$35 per fixture
Hardwired Compact Fluorescent Fixtures	For interior hardwired CFL fixtures, only complete new fixtures or modular hardwired retrofits with hardwired electronic ballasts qualify. Screw in CFLs are not eligible for an incentive.	The CFL ballast must be programmed start or programmed rapid start with a power factor (PF) ≥90 and a total harmonic distortion (THD) ≤ 20 percent.	≤29W: \$25 per fixture installed ≥30W: \$50 per fixture installed
High-Wattage Screw-in CFLs	Screw-in lamps that replace an incandescent or high-intensity discharge (HID) lamp only.	High-wattage (≥40W) CFL must have efficacy of ≥40 lumens per Watt (LPW).	\$10 per lamp installed
Cold Cathode Fluorescent Lamps	All cold cathode fluorescent lamps (CCFLs) must replace lamps that are between 10 and 100 Watts.	Cold cathode lamps may be medium (Edison) or candelabra base. Product must be rated for at least 18,000 average life hours.	\$5 per lamp installed

INDOOR LIGHTING SPECIFICATIONS (CONT.)

Measure	Definition	Specifications	Incentive
LED Exit Signs	Replace or retrofit an existing incandescent or fluorescent exit sign with a high-efficiency electroluminescent, photoluminescent, T1 cold cathode or light-emitting diode (LED) exit sign.	All new exit signs or retrofit exit signs must be UL924 listed, have a minimum lifetime of 10 years, and have an input wattage \leq 5 Watts per face.	\$20 per sign installed
ENERGY STAR® Qualified LED Lamp	Replacing incandescent lamps 20-100 watts with LED integral lamps (screw-in base lamps or pin-type replacement lamps, such as MR-16s).	Lamp wattage must be $<$ 20 watts and meet current ENERGY STAR® criteria. See www.energystar.gov for more information.	\$10 per lamp
LED Refrigerated Display Case Lighting	Replacing fluorescent refrigerated case lighting with light emitting diode (LED) source illumination. Fluorescent lamps, ballasts, and associated hardware are replaced with pre-fabricated LED light bars and LED driver units	LED lighting must: <ul style="list-style-type: none"> • Be tested to IESNA LM-79-08 — an industry standardized test procedure that measures the performance qualities of LED luminaires and integral lamps — by a third-party DOE-accredited lab • Carry a warranty on the light source and power supplies of three years or more • Have a minimum efficacy of 35 lumens per Watt • Have a CRI of 70 or above 	\$20 per door
LED “Open” Sign	Replacing an existing neon “open” sign with an LED “open” sign.	Replacement signs cannot use more than 20 percent of the input power of the sign that is being replaced.	\$40 per sign
LED Channel Signs	Retrofitting or replacing incandescent, HID, argon-mercury or neon-lighted channel letter signs with LED channel signs.	Replacement signs cannot use more than 20 percent of the input power of the sign that is being replaced. Maximum letter height determines incentive.	\$10 per letter \leq 2 ft. \$25 per letter $>$ 2 ft.
ENERGY STAR® Qualified LED Fixtures	Replacing incandescent lamps or fixtures 40W or more with LED recessed, surface or pendant-mounted fixture.	The LED fixture must meet current ENERGY STAR® criteria. See www.energystar.gov for more information.	\$15 per fixture
Track or Mono-Point LED Fixtures	Replacing incandescent fixtures with ceiling mounted tracks, fixed single head, or adjustable aim can LED fixtures.	The product must meet the Design Lights Consortium (DLC) specifications for track or mono-point fixtures. See www.designlights.org .	\$15 per fixture (or \$15 per fixture head if new track fixture is installed with multiple heads)