

## Lighting Retrofit Incentive Application for Business Customers

A Cash Incentive Energy Efficiency Program brought to you by:



### IMPORTANT INSTRUCTIONS:

**Step 1: Determine Eligibility:** Written pre-approval is required if the potential incentive is greater than \$20,000. Contact The Utility for pre-approval. See last page of application for detailed Terms and Conditions.

**Step 2: Install Equipment.** See last page of application for detailed Terms and Conditions.

**Step 3: Complete and Submit Application.** A completed application and all required supporting documents must be received by The Utility within 90 days of installation. Incomplete applications will cause delays in payment or denial of the application.

Email the application and supporting documentation to: [rebate@brightenergysolutions.com](mailto:rebate@brightenergysolutions.com)

OR

Mail or fax the application and all supporting documentation to:

**Watertown Municipal Utilities**  
901 4th Ave SW  
Watertown SD 57201  
Phone: (605) 882-6233  
Fax: (605) 882-6238

Please note: Watertown Municipal Utilities and its supplemental power supplier, Missouri River Energy Services, are offering this Bright Energy Solutions Program. Watertown Municipal Utilities and Missouri River Energy Services together will be referred to as "The Utility" throughout this document.



Please visit [www.brightenergysolutions.com](http://www.brightenergysolutions.com) for more information about the Bright Energy Solutions® Programs.

# Lighting Retrofit Incentive Application for Business Customers

# 2020

DID THIS PROJECT RECEIVE WRITTEN PRE-APPROVAL? <input type="checkbox"/> Yes <input type="checkbox"/> No				
<b>Customer Information (Please Print)</b>				
Company Name		Contact Name		Date Submitted
Installation Address		City	State	ZIP Code
Mailing Address		City	State	ZIP Code
Phone		Installation (Completion) Date		
Email Address (By providing your email address, you are granting The Utility permission to send emails regarding this project and/or updates on our incentive programs.)		<b>Building Use – Please Check One:</b> <input type="checkbox"/> Office <input type="checkbox"/> Retail <input type="checkbox"/> 24-hour Facility <input type="checkbox"/> Warehouse <input type="checkbox"/> Restaurant <input type="checkbox"/> Lodging <input type="checkbox"/> Grocery/Supermarket <input type="checkbox"/> Manufacturing School: <input type="checkbox"/> Elementary/Secondary <input type="checkbox"/> College      Healthcare: <input type="checkbox"/> Clinic <input type="checkbox"/> Hospital <input type="checkbox"/> Other/Miscellaneous: _____		
Municipality Utility Name & Account Number				
How did you learn about the program? <input type="checkbox"/> My Utility <input type="checkbox"/> Contractor/Supplier <input type="checkbox"/> Community Event <input type="checkbox"/> Mailing <input type="checkbox"/> Bill Insert <input type="checkbox"/> Other: _____				
Is the Space Air Conditioned? <input type="checkbox"/> Yes <input type="checkbox"/> No	<b>Facility Hours of Operation</b>			
	Hours per Day	Days per Week	Weeks per Year	Hours per Year (hours X days X weeks)

<b>Vendor/Contractor Information</b>				
Company Name		Contact Name		Phone
Address		City	State	ZIP Code
Fax		Email Address (By providing the vendor's email address, you are granting The Utility permission to send emails regarding this project and updates on our incentive programs.)		

<b>Payment Information</b>				
Please process payment to: <input type="checkbox"/> Customer (listed above) <input type="checkbox"/> Vendor/Contractor (listed above) <input type="checkbox"/> Alternative Recipient				
<i>If payment is to be made to an Alternative Recipient, please complete the remainder of this section:</i>				
Company Name		Contact Name		Phone
Address		City	State	ZIP Code

## General Equipment Eligibility

- All fixtures must operate a minimum of 1,800 hours per year to be eligible.
- The installation of energy-efficient lighting and associated equipment must result in a reduction in electric load.
- All equipment must be new or retrofitted with new components per the program specifications and installed in facilities within the service territory of The Utility. Existing equipment must be removed and properly disposed of – not reused or sold for use elsewhere.
- If any equipment listed in this program is required by code, the offer of an incentive for such equipment is null and void.
- All fixtures shall be installed indoors, except where noted.
- All fixture installations must be permanent, except for the installation of screw-in or plug-in lamps.
- All fixtures, lamps, and ballasts must be UL or ETL listed to U.S. safety standards for operation as installed and must meet all applicable codes and regulations.
- Customers are responsible for the proper disposal/recycling of lamps and ballasts and must appropriately document such disposal as required by this application and applicable law.

A. LED Technologies					
Installed Equipment	Specifications		Incentive Per Unit	Quantity	Total Incentive
NOTE - Other LED	Indoor DesignLights™ or ENERGY STAR certified fixtures and retrofit kits not noted here may be eligible for an incentive under the Custom Incentive section on page 5. Contact your local municipal utility for details.				
LED ENERGY STAR Screw-in LED Replacement Lamp	600 lumens or more. Spec sheet showing ENERGY STAR certification required. Indoor installations only.		\$1.50		
	Less than 600 lumens. Spec sheet must be included verifying ENERGY STAR certification. Indoor installations only.		\$1.50		
LED ENERGY STAR Screw-in Flood or Spot LED Replacement Lamp	420 lumens or more. Flood or spot reflector lamps only (such as BR or PAR lamps). Spec sheet must be included verifying ENERGY STAR certification. Indoor installations only.		\$3.00		
LED Lamp 2 Pin or 4 Pin Base	2 or 4 pin base LED lamp replacing compact fluorescent lamp. 4 pin LED lamp must be listed on the DesignLights Consortium (DLC) Qualified Product List. See <a href="http://www.DesignLights.org">www.DesignLights.org</a> . Indoor installations only.		\$4.00		
LED ENERGY STAR Recessed Downlight Fixture or Retrofit Kit	LED recessed replacement downlight fixture 18 watts or less replacing 60 watt or larger incandescent fixture. Complete replacement unit required including housing trim, reflector, lens, heat sink, driver and light source. Must be ENERGY STAR LED lighting certified. Indoor installations only.		\$6.00		
4' LED Linear Lamp DLC QUALIFIED	Replacing T8 or T12 Fluorescent	LED lamp must be listed on the DesignLights Consortium (DLC) Qualified Product List under 4' Linear Replacement Lamps or U-Bend Replacement Lamps. See <a href="http://www.DesignLights.org">www.DesignLights.org</a> . Indoor installations only. Custom incentive may be considered for Type B and Type C installations.	\$3.00		
8' LED Linear Lamp DLC QUALIFIED	Replacing T8 or T12 Fluorescent	LED lamp must be listed on the DesignLights Consortium (DLC) Qualified Product List under 8' Linear Replacement Lamps. See <a href="http://www.DesignLights.org">www.DesignLights.org</a> . Indoor installations only. Custom incentive may be considered for Type B and Type C installations.	\$4.00		
LED Exit Sign	Replace or retrofit existing sign. New fixture must use 8 watts or less including battery charger if applicable. Must meet State Fire Marshall codes.		\$8.00		
LED Reach-in Refrigerated Case Lighting (DLC Qualified Only)	Replace existing T12 or T8 fluorescent lamps and ballasts. Available for retrofits in existing refrigerated display cases. The existing fluorescent fixture end connectors and ballasts must be completely removed for a retrofit project to qualify (wiring may be reused.) Spec sheet must be included verifying DesignLights, or DesignLights Premium listing. See <a href="http://www.DesignLights.org">www.DesignLights.org</a> .		\$25.00 Per Door Vertical Lighting – DLC Qualified		
			\$30.00 Per Door Vertical Lighting – DLC Premium Qualified		
			\$3.00 Per Lamp Foot Horizontal Lighting – DLC Qualified		
			\$4.00 Per Lamp Foot Horizontal Lighting – DLC Premium Qualified		
	Occupancy sensor controlling LED case lighting. Sensors in new refrigerated cases or installed in existing cases. LED must serve as the only source of light for the case. Incentive is per door. Sensor may control more than one door.		\$5.00 Per Door		
LED Automobile Traffic Signal	Incentive per lamp replaced. LED must replace conventional incandescent system.		\$25.00		
LED Pedestrian Signal	Incentive per sign. LED must replace conventional incandescent system.		\$22.00		
<b>Subtotal</b>				<b>\$</b>	

B. Lamps Only - Reduced Wattage Fluorescent T8 (Used in place of standard wattage T8 lamps)				
Installed Equipment	Specifications	Quantity	Incentive Per Unit	Total Incentive
4ft T8 28W or less	Incentive paid per lamp installed. Reduced wattage lamps used in place of standard wattage T8 lamps.		\$1.00	
			<b>Subtotal</b>	<b>\$</b>

C. Controls and Sensors				
Installed Equipment	Specifications	Incentive Per Unit	Quantity	Total Incentive
Occupancy Sensors	Occupancy sensors installed to control single fixtures or groups of fixtures.	\$0.06 Per Watt Controlled		
			Controlled Watts	
Daylighting Sensors	Daylighting controlled fixtures.	\$0.07 Per Watt Controlled		
			Controlled Watts	
Combined Occupancy and Daylighting Sensors	Fixtures controlled by both occupancy and daylighting sensors.	\$0.10 Per Watt Controlled		
			Controlled Watts	
DLC Networked Lighting Controls	Systems must be listed on the DLC Networked Lighting Controls Qualified Products List in order to qualify. See <a href="http://www.designlights.org">www.designlights.org</a> for details. May not be combined with other "standalone" sensor rebates. High End Trim is required at 80% or lower. Daylighting control must be deployed where side and top lighting is available as defined in IECC 2015. Occupancy sensing controls must be configured in occupancy or vacancy mode with 20 minutes timeout or less. System must be commissioned to comply with the above requirements. Spec sheets for connected LED fixtures must be provided along with invoices and detailed plans to verify the controlled wattage.	\$0.12 Per Watt Controlled		
			Controlled Watts	

Networked Lighting Commissioning Agent: I certify that the networked lighting control requirements listed above are met, and that the system has been commissioned and proven to be working as designed.

Company Name: \_\_\_\_\_

Agent Name: \_\_\_\_\_

Agent Signature: \_\_\_\_\_

Occupancy Sensor Controlling LED Refrigerated Case Lighting	Sensors in new refrigerated cases or installed in existing cases. LED must serve as the only source of light for the case. Incentive is per door. Sensor may control more than one door.	\$5.00 Per Door	Number of Doors	
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**Note: Incentives are offered for only one type of lighting control for any given light fixture.** **Subtotal** \$

**D. Custom Lighting (Items not listed in above sections.)**

**IMPORTANT:** This section is for items not found in sections above ONLY, unless otherwise approved by Bright Energy Solutions staff. All LED products must be ENERGY STAR® certified or DesignLights™ Consortium approved to be considered for incentives. Approved products can be found at [www.energystar.gov](http://www.energystar.gov) and [www.designlights.org](http://www.designlights.org).

For assistance and verification of incentives, please contact your local participating municipal utility.

If not provided below, detailed calculations and assumptions must be attached with this application, and must be sufficient to verify the demand and energy reductions claimed. Attach additional supporting documents and specifications as necessary.

Please describe, in detail, the **EXISTING or BASELINE** equipment (quantity, make, model, type, efficiency rating, wattage, etc.). **T12 lighting systems are considered to be obsolete and as such the “baseline” for all T12 systems will be that of an equivalent T8 system.** All wattages shown for existing or baseline T12 lighting must be that of an equivalent T8 fixture. Actual wattages can be used for T12HO and T12VHO fixtures.

Please describe, in detail, the **PROPOSED** equipment (quantity, make, model, type, efficiency rating, wattage, etc.):

**Custom kW (Demand) Reduction Incentive Calculation**

kW Demand of Existing Equipment (A)					
kW Demand of Proposed Equipment (B)					
kW Demand Saved (A - B)	=		(C)	kW Saved (C) x	Annual Hours of Operation =
kW Demand Saved (C) x \$270	=		<b>Total Incentive – Section E – Custom Lighting</b>		

Summary of Incentives	
Subtotal Section A: LED Technologies	\$
Subtotal Section B: Lamps Only - Reduced Wattage Fluorescent T8	\$
Subtotal Section C: Controls and Sensors	\$
Subtotal Section D: Custom Lighting	\$
<b>Total Incentive: (Not to exceed 75% of total project cost, or 100% of product price if project is customer self-installed.)</b>	<b>\$</b>

PLEASE COMPLETE THE FOLLOWING TWO PAGES PRIOR TO SUBMITTING THIS APPLICATION.

**Equipment Removed**

		QTY	IF REMOVED EQUIPMENT IS NOT LISTED IN THE LEFT-HAND COLUMN, PLEASE LIST IT BELOW.  PLEASE INCLUDE LAMP WATTAGES AND BALLAST DESCRIPTIONS.	QTY
Fluorescent T12 – 4ft <input type="checkbox"/> Magnetic ballast <input type="checkbox"/> Electronic ballast	1 lamp		T5 HO High Bay Fixture – Lamps Per Fixture = _____	
	2 lamp		T8 High Bay Fixtures – Lamps Per Fixture = _____	
	3 lamp			
	4 lamp			
Fluorescent T8 – 4ft	1 lamp			
	2 lamp			
	3 lamp			
	4 lamp			
Fluorescent T12 – 8ft <u>60W</u> Lamps <input type="checkbox"/> Magnetic ballast <input type="checkbox"/> Electronic ballast	1 lamp			
	2 lamp			
Fluorescent T12 – 8ft <u>75W</u> Lamps <input type="checkbox"/> Magnetic ballast <input type="checkbox"/> Electronic ballast	1 lamp			
	2 lamp			
High Output Fluorescent T12HO – 8ft <input type="checkbox"/> Magnetic ballast <input type="checkbox"/> Electronic ballast	1 lamp			
	2 lamp			
4' T8 Lamps				
8' T8 Lamps				
Incandescent Lamps – LIST WATTAGE HERE: _____				
Incandescent Lamps – LIST WATTAGE HERE: _____				
Mercury Vapor	250W			
	400W			
	1000W			
High Pressure Sodium	250W			
	400W			
	1000W			
Metal Halide	250W			
	400W			
	1000W			
Incandescent Exit Sign				
Fluorescent Exit Sign				

## Certifications and Signature

I hereby certify that: 1. The information contained in this application is accurate and complete; 2. All installation is complete and the unit(s) is operational prior to submitting application; 3. All rules of this incentive program have been followed; 4. I have read and understand the terms and conditions applicable to this incentive program as set forth in this application, including those set forth on the last page of this application form. Any old lighting equipment replaced has been properly disposed of or recycled in accordance with applicable State and Federal regulations. Replaced equipment must not be reused or sold for use in another location.

The customer agrees to verification of equipment installation which may include a site inspection by a program or utility representative. The customer understands that it is not allowed to receive more than one incentive from this program on any piece of equipment. The customer agrees to indemnify, defend, hold harmless and release The Utility from any claims, damages, liabilities, costs and expenses (including reasonable attorneys' fees) arising from or relating to the removal, disposal, installation or operation of any equipment or related materials in connection with the programs described in this application, including any incidental, special or consequential damages.

Please sign and complete all information below.

Customer Signature	Print Name		
	Title (if applicable)	Date	

### Member Utility Use Only

Date Received	Pre-Inspected? <input type="checkbox"/> Yes <input type="checkbox"/> No	Date Inspected:  Initials:	Post-Inspected? <input type="checkbox"/> Yes <input type="checkbox"/> No	Date Post-Inspected:  Initials:
Incentive Approved <input type="checkbox"/> Yes <input type="checkbox"/> No	Amount :\$		Date Approved	
Utility or Program Representative				



**ELIGIBILITY:**

- These incentives are offered by Missouri River Energy Services and its participating members. For questions regarding eligibility, call your local utility listed on the cover page of this application.
- Commercial, industrial, and governmental customers who purchase electricity from The Utility are eligible to participate in the Bright Energy Solutions® Lighting Retrofit Incentive Program. Eligible equipment must be connected to an electric service billed under a commercial or industrial rate class by The Utility. Excludes equipment for residential spaces such as apartments.
- This program is applicable only to equipment that meets the detailed equipment specifications and requirements described in this application. The Utility will determine, in its discretion, whether such specifications and requirements are satisfied.
- Customers may not receive more than one incentive for each piece of equipment installed under this program or any combination of Bright Energy Solutions programs.

**TERMS AND CONDITIONS:**

1. **Incentive Offer:** Projects, including all required installation, must be completed by December 31, 2020. A signed application and itemized invoices for materials and labor must be submitted to the participating utility at the address located on the cover page of this application **within 90 calendar days of project completion**. Please keep a copy for your records.
2. **Proof of Purchase:** This application must have complete information and be submitted with an invoice(s) itemizing the new equipment purchased and labor costs. The invoice(s) must indicate date of purchase, size, type, make, model and total project cost. The AHRI Certificate of Product Ratings is not available or applicable the manufacturer (OEM) specification sheets must also be included.
3. **Compliance:**
  - a) All projects must comply with federal, state, and local codes.
  - b) All equipment must be new or retrofitted with new components per the program specifications. Used or rebuilt equipment is not eligible for incentives. Existing equipment must be removed and properly disposed of.
  - c) Equipment must meet specification requirements and be purchased, installed and operating prior to submitting an incentive application.
  - d) Equipment must not be used to qualify and receive payment for energy savings from any wholesale electricity market.
  - e) Customers may only receive one incentive per piece of qualifying equipment.
  - f) **All projects for which more than \$20,000 in incentive payments is sought must be approved by The Utility in writing prior to the commencement of the project.** Receipt of pre-approval does not guarantee incentive payments will be made. Incentive payments will be made only upon the customer's satisfaction of all terms and conditions of this program.
  - g) All terms and conditions of this application must be satisfied by the customer.
4. **Payment:** Once completed paperwork is submitted, incentive payments are usually made within 4-8 weeks. Incomplete applications will either delay payments or be denied. The Utility reserves the right to refuse payment and participation if the customer or the customer's contractor violates program rules and procedures.
5. **Inspection:** The Utility may conduct an inspection of the customer's facility to survey any installed projects. All projects exceeding \$10,000 of incentives will be inspected prior to incentive payment. The Utility may inspect customer records relating to incentives sought by the customer.
6. **Information Sharing:** The Utility reserves the right to publicize your participation in this program, unless you specifically request otherwise in writing. Information contained in this application may be shared with state boards, commissions, departments, and other Bright Energy Solutions participating utilities.
7. **Program Discretion:** Incentives are available on a first-come, first-served basis. This program and its incentive amounts are subject to change or termination without notice at the discretion of The Utility. Neither pre-approval of a project, nor any other action by The Utility, will entitle a customer to an incentive payment until the application is finally approved by The Utility. The Utility reserves the right to load manage (cycle on or off) customer equipment that qualifies for incentives under this program.
8. **Logo Use:** Customers or trade allies may not use the name or logo of Bright Energy Solutions, The Utility, or any other participating utility in any marketing, advertising, or promotional material without written permission.
9. **Disclaimers:** The Utility
  - a) does not endorse any particular manufacturer, product, labor or system design by offering these programs;
  - b) will not be responsible for any tax liability imposed on the customer as a result of the payment of incentives;
  - c) does not expressly or implicitly warrant the installation or performance of installed equipment or any contractor's quality of work (contact the equipment manufacturer or contractor for warranties);
  - d) is not responsible for the proper disposal/recycling of any waste generated as a result of this project;
  - e) is not liable for any damage, injury, or loss of life arising from or relating to the removal, installation, or operation of any equipment, or any other action taken by the customer or The Utility, in connection with a project undertaken by the customer under the programs described in this application;
  - f) does not guarantee that a specific level of energy or cost savings will result from the implementation of energy efficiency measures or the use of products funded under this program.

**INCENTIVE LIMIT:**

- Eligible customers may purchase and install qualifying equipment and receive an energy efficiency incentive of up to \$100,000 per customer, per calendar year. Payments for larger incentives may be allowed at the discretion of The Utility.
- An incentive exceeding \$20,000 must receive written approval from The Utility BEFORE project commencement.
- Total incentive will not exceed 75 percent of the project cost, including installation. If self-installed, incentives for items of equipment can be up to the purchase price of a specific item, but shall not exceed the Bright Energy Solutions incentives set by Missouri River Energy Services.
- Incentives for particular items of equipment and/or systems are limited as set forth in this application.