

EFFICIENCY MAINE

AGRICULTURAL FAIR ASSISTANCE PROGRAM (AFAP)

FUNDING OPPORTUNITY NOTICE (FON)

Opening: August 31, 2022

Applications Due: November 30, 2022

Project Completion Deadline: May 1, 2023



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APPLICATION DOCUMENTS

Attachment A: Lighting Project Application

Attachment B: Heat Pump Project Application

SECTION 1: Agricultural Fair Assistance Program

1.1 Background

In 2019, the Legislature enacted LD 1186, An Act to Address Electricity Costs of Agricultural Fairs, directing the Trust to administer a new program to help agricultural fairs reduce their electricity costs through the most cost-effective opportunities available. The new law established the Agricultural Fair Assistance Program (AFAP) Fund to support this program. The Public Utilities Commission assesses each electric utility an amount necessary to collect the total value of demand charges paid by approximately 25 agricultural fairs in the State during the prior year and transfers this amount to the AFAP Fund.

SECTION 2: Funding Opportunity Notice Information

2.1 Funding Description

Through this Funding Opportunity Notice (FON) Efficiency Maine Trust (EMT) in collaboration with the Maine Association of Agricultural Fairs (MAAF) is offering qualifying fairs (see section 3.1) the opportunity to purchase and install efficient LED lighting and high-performance heat pumps for heating and air conditioning. This FON provides technical assistance and financial incentives to support reduction in energy consumption and peak load demand.

2.2 Informational Webinar

Efficiency Maine will conduct three webinar presentations to inform interested parties on the specifics of this FON. It is not mandatory, but recommended, that the applicant attend. The webinar schedule appears below. To participate, please register using the links below to your desired date.

- September 15, 2022 at 8:00 AM - TO REGISTER, [CLICK HERE](#)
- September 20, 2022 at 12:00 PM - TO REGISTER, [CLICK HERE](#)
- September 28, 2022 at 7:00 PM - TO REGISTER, [CLICK HERE](#)

2.3 FON Schedule

Efficiency Maine, in collaboration with the Maine Association of Agricultural Fairs, will accept applications for eligible projects (see Section 4) beginning on September 1, 2022 and continue through November 30, 2022. Efficiency Maine and the Agricultural Fair Association will jointly review the applications and issue incentive offers. Preapproval offers will be sent by email to applicants who meet the criteria within this FON, as funding allows. Selected applicants must accept their offer prior to

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purchasing and installing the approved project equipment. All project installations must be completed, and final documentation submitted, by October 1, 2023, to receive their approved incentive.

FON Issue Date:	August 25, 2022
Informational Webinars:	09/15/2022 – 8:00 AM 09/20/2022 – 12:00 PM 09/28/2022 – 4:00 PM
Deadline for applications:	11/30/2022 by 3:00 p.m. Eastern Time (US)
Announcement of award:	12/30/2022
Project Completion Deadline:	10/1/2023

SECTION 3: Eligibility Criteria

3.1 Agricultural Fair Assistance Eligibility Criteria

The Agricultural Fair Assistance Program is available to fairs that incur electric demand charges (kW), as indicated on their electric bill (see Central Maine Power and Versant examples below). Each application must include copies of the following electric bills:

- a) Month prior to the date of the latest fair dates;
- b) Period of the latest fair dates; and
- c) Month following the latest fair dates.

Central Maine Power Customers

Your Central Maine Power Delivery Service Account Detail

Prior Balance for Central Maine Power Delivery		\$410.90
Payments received - Thank you		-\$410.90
Balance Forward		\$0.00
Delivery Charges		
Delivery Charges: MGS Secondary 1 Phase (12/09/2021 - 01/07/2022)		
Service Charge - Single Phase		+\$30.01
Delivery Service:	5,962 KWH	+\$42.26
Demand		
Measured	19.36 KW	
Billed	19.36 KW	+\$332.41
Maine Sales Tax		+\$22.26
Total Current Delivery Charges		\$426.94
Central Maine Power Account Balance		\$426.94

Versant Power Customers


Versant Power (Service 1 Rate Code M-2)		
Distribution	25.362 kW @ 10.5100	\$266.55
Transmission	25.362 kW @ 14.5700	\$369.52
Stranded Costs	9643 kWh @ 0.0008	\$7.71
Conservation Charge	9643 kWh @ 0.00524	\$50.53
Customer Charge		\$56.21
Maine State Sales Tax		\$41.28
Balance Forward		\$0.00
Total Versant Power Delivery Charges Due		\$487.98

3.2 Project Eligibility




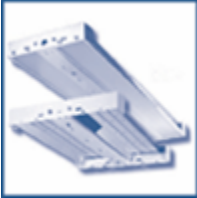
Eligible fairs may upgrade interior and exterior lighting by installing LED fixtures or LED retrofit kits intended to eliminate fluorescent lighting. They can also upgrade heating and cooling equipment with high-performance heat pumps. Following are more details on these eligible projects.

3.2.1 Eligible Lighting Projects



Eligible lighting projects include only the interior and exterior LED solutions listed in the tables below. Lighting products must be certified under the applicable ENERGY STAR® or DesignLights Consortium (DLC) standards for each fixture type.



Interior Fixture Description	
	<p style="text-align: center;">Recessed, Surface and Pendant-Mounted LED Downlight</p> <ul style="list-style-type: none"> • Includes recessed, surface or pendant-mounted ceiling and downlights. • Must be qualified by ENERGY STAR® - See the following link for a complete list of qualified products: www.energystar.gov/productfinder/product/certified-light-fixtures/results

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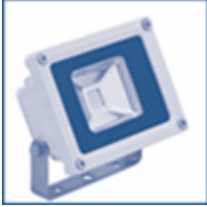
	<p style="text-align: center;">LED Interior Luminaires</p> <ul style="list-style-type: none"> • Common recessed, suspended, or surface-mounted fixtures intended to provide ambient lighting in settings such as office spaces, schools, retail stores, and other commercial environments. • Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of 1x4, 2x2 and 2x4 Luminaires for Ambient Lighting of Interior Commercial Spaces – see the following link for a complete list of qualified products: www.designlights.org/search
	<p style="text-align: center;">LED Retrofit Kits for Interior Luminaires</p> <ul style="list-style-type: none"> • Integrated-style kits are troffer retrofit kits that replace all reflectors and optical systems of existing luminaires. • Linear-style kits are tube-shaped or strip-style retrofit kits for troffers. These products do not replace the optical systems and leave the basic form of the existing luminaire intact. • Does not include tube-style, linear replacement lamps in settings such as office spaces, schools, retail stores, and other commercial environments. • Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of Linear or Integrated Retrofit Kits for 1x4, 2x2 and 2x4 Luminaires – see the following link for a complete list of qualified products: www.designlights.org/search
	<p style="text-align: center;">LED High/Low Bay Fixtures</p> <ul style="list-style-type: none"> • Pendant or surface-mounted fixtures specific for indoor high ceiling spaces. • Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of High-bay, Low-bay or High-bay Aisle Luminaires – see the following link for a complete list of qualified products: www.designlights.org/search
	<p style="text-align: center;">LED Retrofit Kits for High/Low Bay Fixtures</p> <ul style="list-style-type: none"> • Integrated-style kits that replace all reflectors and optical systems of existing luminaires. Does not include screw-in lamps intended as HID replacements. • Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of Retrofit Kits for High-bay or Low-bay Luminaires for Commercial and Industrial Buildings – see the following list of qualified products: www.designlights.org/search

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	<p style="text-align: center;">LED Linear Ambient Luminaires</p> <ul style="list-style-type: none"> • Recessed, suspended, or surface-mounted fixtures, no wider than 12", intended to provide ambient lighting in indoor spaces. May be designed to be installed end-to-end to create long chains. • May be described as direct, indirect, semi-direct, semi-indirect, or general ambient. • Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of Direct Linear Ambient Luminaires or Linear Ambient Luminaires w/Indirect component – see the following link for a complete list of qualified products: www.designlights.org/search
	<p style="text-align: center;">LED Retrofit kits for Linear Ambient Luminaires</p> <ul style="list-style-type: none"> • Retrofit kits for "strip" luminaires and other types of linear ambient luminaires. • Do not employ existing lamp holders for "pin" bases. • Must be listed on the DesignLights Consortium's Qualified Products List with a minimum Standard classification – with the Primary Use of Retrofit Kits for Direct Linear Ambient Luminaires – see the following link for a complete list of qualified products: www.designlights.org/search

Exterior Lighting		
	S8	<p style="text-align: center;">LED Retrofit Kits for Exterior Luminaires</p> <ul style="list-style-type: none"> • Integrated-style kits that replace all reflectors and optical systems of existing luminaires Does not include screw-in lamps. • Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of Retrofit Kits for Outdoor Pole/Arm-mounted Area, Roadway or Decorative Luminaires, Full-Cutoff Wall-Mounted Area Luminaires, Parking Garage or Fuel Pump Canopy Luminaires – see the following link for a complete list of qualified products: www.designlights.org/search
	S11	<p style="text-align: center;">LED Outdoor Area Fixture</p> <ul style="list-style-type: none"> • Typical street lights or parking lot lights. Does not include utility pole-mounted fixtures. • Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of Outdoor Pole/Arm-mounted Area and Roadway or Decorative Luminaires – see the following link for a complete list of qualified products: www.designlights.org/search

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	<p>S13</p>	<p style="text-align: center;">LED Wall Packs</p> <ul style="list-style-type: none"> • Typical walkway or security lights, affixed to a building wall. • Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of Outdoor Full-Cutoff and Semi-Cutoff Wall-mounted Luminaires – see the following link for a complete list of qualified products: www.designlights.org/search
	<p>S17</p>	<p style="text-align: center;">LED Canopy Flood</p> <ul style="list-style-type: none"> • Canopy luminaires for vehicular and pedestrian areas. • Ceiling mounted luminaires for use outdoors or in locations open to elements. • Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of Parking Garage or Fuel Pump Canopy Luminaires – see the following link for a complete list of qualified products: www.designlights.org/search
	<p>S23</p>	<p style="text-align: center;">Spot Lights</p> <ul style="list-style-type: none"> • Directional luminaires intended to highlight objects and areas in outdoor lighting. Does not include LED screw-in lamps. • Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of Landscape/Accent Flood and Spot or Architectural Flood and Spot Luminaires – see the following link for a complete list of qualified products: www.designlights.org/search

3.2.2 Eligible High-Performance Heat Pump Projects

Eligible heat pump retrofit projects include the heat pump solutions listed the table below. Only buildings that are occupied for at least 6 months in a calendar year may participate and are limited to 5 single zone system or 2 multizone systems with no more than 4 indoor units. Heat pump systems must replace oil, propane, or electric heating equipment and existing air-conditioning. The applicant must include a photo of the existing heating system when applying. Heat pumps cannot be used for air-conditioning only. The equipment efficiency criteria are listed below:

Heat Pump Type	Minimum HSPF	Example Image
Single Zone	12.5	
2 Zones	10.0	

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3 Zones	10.0	A high-performance heat pump outdoor unit.
4 Zones	10.0	

SECTION 4: APPLICATION PROCESS

Eligible fairs may submit a project application for a lighting project or heat pump project or both. Eligible fairs seeking funding assistance for lighting retrofits must complete the Lighting Inventory and Application (Attachment A). Eligible fairs seeking funding assistance for the installation of heat pumps must complete the Heat Pump Application (Attachment B). Deadline for submitting project application(s) is provided in section 2.3.

Project applications must include the documentation listed in the table below. Email the materials to AFAP@efficiencymaine.com with a subject line that indicates “AFAP FON-2023.”

Attachment A: Lighting Retrofit Project	Attachment B: Heat Pump Project
Electric Bills (see section 3.1)	Electric Bills (see section 3.1)
Equipment Specification (ENERGY STAR® or DLC Approved)	Equipment Specification (cut-sheet)
Equipment Cost Invoice (price quote)	Equipment Cost Invoice (price quote)
Installation Cost Invoice (Price quote)	Installation Cost Invoice (Price quote)

SECTION 5: Project Application Approval & Award

For applications received by the deadline listed in section 2.3, Efficiency Maine will review the data submitted to ensure completeness and accuracy. Efficiency Maine reserves the right to conduct pre-inspections at project site and/or to request additional information. Once the review has been completed, representatives from Efficiency Maine and the Maine Association of Agricultural Fairs will evaluate and score each application using the following criteria:

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Scoring Category	Maximum Points
1. Project Scope a. Was the application submitted with appropriate back-up documentation? b. Does the equipment meet the eligibility requirements? c. Is the proposed heating equipment sized correctly for the intended building and/or zone?	40
2. Project Cost a. What is the level of matching funds from the fair? (Note: Lower ratios of project costs to matching funds will yield more award points.) b. Are the material costs reasonable for the project’s scope of work?	30
3. Project Timeline a. How long will it take to complete the work? (Note: Projects that can be completed sooner will receive more award points.)	30
Total	100

Efficiency Maine and the Maine Association of Agricultural Fairs intend to award incentive funds starting with the highest scoring application to the lowest, until all funds are allocated.

SECTION 6: Project Completion Process

Fairs approved for financial incentives will be notified by email along with an Approved Scope of Work that must be signed by the contact person and the equipment installation contractor as listed in the approved application.

Upon completion of all installation work consistent with the Approved Scope Work, the applicant must contact Efficiency Maine through the email listed in Section 4 and request a Customer Project Incentive Acceptance Form. Upon receipt the applicant and the installing contractor must completed the form, sign and return to the email address listed in Section 4. For quality control purposes, Efficiency Maine reserves the right to conduct inspection of the project as part of the final review process. Once the final project review has been completed, payment will be processed and sent to the applicant.