

EFFICIENCY MAINE

COMMERCIAL & INDUSTRIAL PRESCRIPTIVE INITIATIVES

FUNDING OPPORTUNITY NOTICE (FON)

**Long-Term Care Retrofits
CIPI FON-011-2023 Revision**

**Opening: October 19, 2022
Revised: October 10, 2023**

**Application Deadline: ~~October 31, 2023~~ July 1, 2024
Project Completion Deadline: ~~June 1, 2024~~ March 30, 2025**



<u>CONTENTS:</u>	Page
Section 1: Overview and Instructions	3
Section 2: Project Eligibility	6
Section 3: Application Requirements	13
Section 4: Submittal Instructions	13
Section 5: Project Approval and Incentive Offer Process	14
Section 6: Project Completion Process	14

APPLICATION DOCUMENTS:

- 1) Attachment A: FON Project Application and Commitment Form**
- 2) Attachment B: Long-Term Care Retrofits Cost-effective Lighting Investment Calculator (Lighting Projects)**
- 3) Qualified Partner Material Price Quote**

APPENDIX A: Sample Documents

- Scope of Work Sample**
- Project Acceptance Form Sample**

SECTION 1: OVERVIEW AND INSTRUCTIONS

1.1 Purpose

Through this Funding Opportunity Notice (FON or “opportunity”) Efficiency Maine is seeking applications for energy efficiency projects involving heating, ventilation, and air conditioning (HVAC), lighting, and water heating in Maine’s long-term care facilities. This initiative falls under Efficiency Maine’s Commercial and Industrial Prescriptive Initiatives (CIPI) and is referred to as the Long-Term Care Electrification Retrofits Funding Opportunity Notice. This initiative offers higher incentives than typically provided under the CIPI, with the intent to accelerate the conversion to whole building high-efficiency air-source heat pump HVAC equipment in long-term care facilities across the state.

1.2 Funding Description

This FON provides enhanced incentives for qualifying projects to upgrade HVAC, lighting, and water heating systems in long-term care facilities. The chart below has incentive information on the qualifying equipment and see section 2.9 for a description of the criteria used to determine which equipment (or “measures”) qualifies for these incentives. LED retrofit lighting projects will receive an incentive based on \$0.36 per estimated kWh saved in the first year, capped at 85% of total measure cost.

Single- or Multi-Zone Heat Pumps				Energy Recovery Ventilators (ERV)		
Zone	Min. HSPF	Min. HSPF2	FON Incentive	Measure Code	Sensible Heat Recovery	FON Incentive
1	12.5	9.5 ductless/8.1 ducted	\$1,800/unit	ERV	≥ 55% to < 65%	\$2.25/CFM
2	10.0	8.5	\$2,200/unit		≥ 65% to < 75%	\$2.50/CFM
3			\$2,600/unit		≥ 75% to < 85%	\$2.75/CFM
Heat pump retrofit projects must be sized and configured, informed by the current heating system capacity or a Manual J calculation. The heat pump must be configured as the primary heating system. Buildings that heat with natural gas are not eligible. Incentives are capped at 85% of invoiced project cost.					≥ 85%	\$3.00/CFM
				CFM is Cubic Feet Per Minute. Incentives are capped at 90% of total material costs (without labor).		

Heat Pump Rooftop Units (Ventilation)			
Heating Section of Existing System (MBh)	Required Heat Pump RTU* Heating Capacity (MBh)	Minimum Required Efficiency Criteria (Heating)	Incentive per Unit
60-80	24	8.5 HSPF or 7.2 HSPF2	\$5,000
81-120	36		\$8,000
121-160	48	2.0 COP	\$10,000
161-200	60		\$15,000
201-300	90		\$20,000
301-400	120		\$25,000
401-450	132		\$25,000
Heat Pump Rooftop Units must be sized and configured to serve the whole building, or whole zone. *Heating Capacity at 17°F. RTU must be all electric including supplemental heat. Incentives are capped at 85% of invoiced project cost.			

Long-Term Care Retrofits - Revised
CIPI FON-011-2023

Variable Refrigerant Flow (VRF) Systems				
Measure Code	Measure	Heating Capacity Btu per Hour	Criteria (SEER, IEER or HSPF)	Incentive
VRF	Single-Phase VRF Air-Cooled Heat Pump <u>with or without</u> Heat Recovery	< 65,000	≥ 10 HSPF or 9 HSPF2	\$12.00/sq.ft.
	VRF Air-Cooled Heat Pump <u>without</u> Heat Recovery	≥ 65,000 and < 135,000	≥ 2.3 COP	\$15.00/sq.ft.
		≥ 135,000 and < 240,000	≥ 2.1 COP	
		≥ 240,000	≥ 2.1 COP	
	VRF Air-Cooled Heat Pump <u>with</u> Heat Recovery	≥ 65,000 and < 135,000	≥ 2.3 COP	\$18.00/sq.ft.
		≥ 135,000 and < 240,000	≥ 2.1 COP	
		≥ 240,000	≥ 2.1 COP	

VRF system must be configured as the primary heating system and will meet the required building heating load. **Incentives are capped at 90% of invoiced project costs.**

Heat Pump Water Heater Systems		
HPWH Integrated Storage - Gallons	Minimum Qualifying Efficiency Criteria	Incentive
80	ENERGY STAR®	\$2,800
120	ENERGY STAR®	\$4,000
Split-system with 80 gallon minimum	ENERGY STAR®	\$4,000

Incentives are capped at 90% of total material costs (without labor).

Package Terminal Heat Pumps		
Measure Code	Heating Capacity Btu per Hour	FON Incentive
PTHP	< 7,000	\$690
	≥ 7,000 and ≤ 15,000	\$720
	> 15,000	\$770

Incentives are capped at 90% of total material costs (without labor).

Vertical Packaged Terminal Heat Pumps		
Measure Code	Heating Capacity Btu per Hour	FON Incentive
VPTHP	< 7,000	\$1,100
	≥ 7,000 and ≤ 15,000	\$1,350
	> 15,000	\$1,600

Incentives are capped at 90% of total material costs (without labor).

Long-Term Care Retrofits - Revised CIPI FON-011-2023

1.3 FON Schedule

Efficiency Maine will accept applications for the Long-Term Care Electrification Retrofits FON from October 19, 2022, through ~~October 31, 2023~~ **July 1, 2024**, or until funding has been exhausted. The CIPI team will review the applications and issue incentive offers in the form of a pre-approval offer email to applicants who meet the criteria within this FON, and as funding allows.

FON Schedule	
FON Issue Date:	October 19, 2022 – Revised October 10, 2023
Rolling Application Period:	October 19, 2022 – July 1, 2024*
Project Completion Deadline:	March 30, 2025

*Or until funding has been exhausted

1.4 FON Informational Webinars

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

- Tuesday October 31, 2023, at 8:00 AM - [TO REGISTER, CLICK HERE](#)
- Thursday November 2, 2023, at 12:00 PM - [TO REGISTER, CLICK HERE](#)
- Wednesday November 8, 2023 at 8:00 AM - [TO REGISTER, CLICK HERE](#)

1.5 Project Scoping Assistance

Efficiency Maine offers a virtual building consultation service if you are not sure what energy efficiency solutions may exist in your building. If you wish to take advantage of this no-cost, no obligation service,

[click here](#) and we will contact you to set up a time to discuss solutions best suited for your building and how to get started.

1.6 Design Guidance for Air-Source Heat Pump (ASHP) Systems

Efficiency Maine requires all new ASHP systems to meet the whole building heat load requirements. The following guidance is provided to assist in properly designing ASHP systems to ensure building occupants are comfortable through Maine's heating season.

Step One: Calculate the Manual J heating requirement for each apartment OR determine the current heating system heating capacity. The whole building must be part of this calculation.

Step Two: Use the output of the Manual J or the current heating system heating capacity to design the new heat pump system:

- If using the current heating system heating capacity, the proposed ASHP design heating capacity at 5°F must be within 60% to 100% of the current heating system heating capacity.
 - If 5°F is not available, the heating capacity at 17°F shall be used.
- If using a Manual J calculation, the proposed design heating capacity at 5°F must be within 80% to 120% of the Manual J design load.
 - If 5°F is not available, the heating capacity at 17°F shall be used.

Step Three: Once you've determined an ASHP design that matches rated capacity to the capacity percent ranges, select ASHP equipment that meets the efficiency criteria as described in Section 2.9.

SECTION 2: PROJECT ELIGIBILITY

2.1 Eligible Facilities

2.1.1 Only licensed senior long-term care facilities in Maine, which include assisted-living facilities, continuing care communities, and nursing homes are eligible. Stand-alone independent living facilities and other health care facilities are not eligible through this FON but may qualify for other Efficiency Maine incentives. See <https://www.energymaine.com/at-work/long-term-care-retrofits/> for more information.

2.1.2 Eligible Building types are:

- Assisted-living program facilities
- Continuing care communities
- Nursing homes
- Memory care facilities
- Hospice facilities

2.1.3 Ineligible Buildings Spaces include:

- Hospitals
- Independent living facilities

- 55-and-older living facilities
- Adult day services facilities

2.2 Eligible High-Performance Heat Pump Projects

An eligible heat pump retrofit project is limited to the heat pump solutions listed in section 2.9 for high-efficiency heat pumps. Heat pumps must meet the specified energy efficiency criteria, which an Efficiency Maine Qualified Partner (QP) can determine and **serve as the primary heating and cooling system for the whole building**. Efficiency Maine will confirm eligibility during a review of an application. The heat pumps must be installed and configured as the primary heating system and the existing system may be configured for supplemental heating, if necessary. Projects must be completed by a QP. A Qualified Partner can be found by using the locator at <https://www.energymaine.com/at-work/qualified-partners/>. To use the locator simply enter your ZIP code and desired radius before selecting “Heat Pumps and Cooling Solutions” in the “Services” menu.

2.3 Eligible Variable Refrigerant Flow (VRF) System Projects

An eligible VRF system retrofit project is limited to one of the systems listed in section 2.9. VRF projects must meet the specified energy efficiency criteria, which a QP can determine. Efficiency Maine will confirm eligibility during a review of an application. **The installed VRF system must be installed and configured as the primary heating system for the whole building**. Project incentives for this category will cover a portion of the project cost. Projects must be completed by a QP. A Qualified Partner can be found by using the locator at <https://www.energymaine.com/at-work/qualified-partners/>. To use the locator simply enter your ZIP code and desired radius before selecting “Heat Pumps and Cooling Solutions” in the “Services” menu.

2.4 Eligible Heat Pump Rooftop Units (RTUs)

An eligible RTU system retrofit project is limited to one of the systems listed in section 2.9. Replacing existing rooftop units (RTUs) with heat pump systems can significantly lower energy consumption while providing building ventilation, heating, air conditioning, and dehumidification. Project incentives for this category will cover a portion of the equipment cost. The replacement RTU must be all electric including the RTUs back-up heat. In addition, projects must be completed by a QP. A Qualified Partner can be found by using the locator at <https://www.energymaine.com/at-work/qualified-partners/>. To use the locator simply enter your ZIP code and desired radius before selecting “Heat Pumps and Cooling Solutions” in the “Services” menu.

2.5 Eligible Energy Recovery Ventilator (ERV) Projects

ERVs are often used to condition outside air that ventilates into a building, taking the load off a heating or cooling system and making them more efficient. For this FON, an eligible project is limited to the ERV solution and criteria listed in section 2.9. ERV projects must meet the specified energy efficiency criteria, which a QP can determine. Efficiency Maine will confirm eligibility during a review of an application. In addition, projects must be completed by a QP. A Qualified Partner can be found by using the locator at <https://www.energymaine.com/at-work/qualified-partners/>. To use the locator simply enter your ZIP

code and desired radius before selecting “Heat Pumps and Cooling Solutions” in the “Services” menu.

2.6 Eligible Heat Pump Water Heating Projects

An eligible heat pump water heater retrofit project is limited to the systems listed in section 2.9. Replacing existing hot water heaters with heat pump systems can significantly lower energy consumption while providing domestic hot water needs. Project incentives for this category will cover a portion of the equipment cost. Projects must be completed by a QP. A Qualified Partner can be found by using the locator at <https://www.energymaine.com/at-work/qualified-partners/>. To use the locator simply enter your ZIP code and desired radius before selecting “Heat Pump Water Heaters” in the “Services” menu.


2.7 Eligible Lighting Projects

An eligible lighting project includes only the interior and exterior LED solutions listed in section 2.9. Lighting products must be certified under the applicable ENERGY STAR® or DesignLights Consortium standards for each type. Projects must pass CIPI’s cost-effectiveness test, as demonstrated through the completion of a “Long-Term Care Retrofits Cost-effective Lighting Investment Calculator,” Attachment B. This calculator will help guide applicants in the planning of eligible solutions under this FON and must be submitted as part of the lighting project application. Projects must be completed by a QP or identified self-installer on the business’s staff; a list of Qualified Partners can be found by using the locator at <https://www.energymaine.com/at-work/qualified-partners/>. To use the locator simply put in your ZIP code and desired radius before selecting “Lighting Solutions” in the “Services” menu. The QP installer or product supplier will be able to complete the calculator.


2.8 Eligible Packaged Terminal Heat Pump (PTHP) and Vertical Packaged Terminal Heat Pump (VPTHP) Projects

An eligible PTHP and VPTHP retrofit project includes the heat pump solutions listed in section 2.9. These heat pumps must meet the energy efficiency criteria, which an Efficiency Maine Qualified Partner (QP) can determine, and Efficiency Maine will confirm during a review of an application. In addition, projects must be completed by an Efficiency Maine Qualified Partner (QP). A Qualified Partner can be found by using the QP locator at <https://www.energymaine.com/at-work/qualified-partners/>. To use the locator simply enter your ZIP code and desired radius before selecting “Heat Pumps and Cooling Solutions” in the “Services” menu.

2.9 Eligible Solutions


Single or Multi-Zone Heat Pumps			
Zone(s)	Minimum HSPF/HSPF2	Description	Example Image
1 to 3 Indoor Units	12.5/10.4 for single-zone 10.0/8.5 for multi-zone	<p>High-Performance Mini-Split Heat Pump System</p> <ul style="list-style-type: none"> • Incentives are capped at 85% of invoiced project cost. • System must serve as the primary heating and cooling system. • Heat pump retrofits must be sized and configured as a whole building system. 	<p>A mini-split heat pump outdoor unit.</p> 


Heat pump retrofit projects must be configured as the primary heating and cooling system, informed by the current heating system capacity or a Manual J calculation. Buildings that heat with natural gas are not eligible. **Incentives are capped at 85% of invoiced project cost.**


Variable Refrigerant Flow Systems				
Measure Code	Measure	Heating Capacity Btu per Hour	Criteria (SEER, IEER or HSPF)	Example Image
VRF	Single-Phase VRF Air-Cooled Heat Pump with or <u>without</u> Heat Recovery	< 65,000	≥ 10 HSPF or 9 HSPF2	
	VRF Air-Cooled Heat Pump <u>without</u> Heat Recovery	≥ 65,000 and < 135,000	≥ 2.3 COP	
		≥ 135,000 and < 240,000	≥ 2.1 COP	
		≥ 240,000	≥ 2.1 COP	
	VRF Air-Cooled Heat Pump <u>with</u> Heat Recovery	≥ 65,000 and < 135,000	≥ 2.3 COP	
		≥ 135,000 and < 240,000	≥ 2.1 COP	
		≥ 240,000	≥ 2.1 COP	


VRF system must be used as the primary heating system and provide heat to the whole building. **Incentives are capped at 90% of invoiced project cost.**


Long-Term Care Retrofits - Revised
CIPI FON-011-2023





Heat Pump Rooftop Units (Ventilation)			
Heating Section of Existing System (MBh)	Required Heat Pump RTU* Heating Capacity (MBh)	Minimum HSPF/Heating COP at 17°F	Example Image
60-80	24	8.5 HSPF/7.2 HSPF2	
81-120	36	8.5 HSPF/7.2 HSPF2	
121-160	48	2.0 COP	
161-200	60	2.0 COP	
201-300	90	2.0 COP	
301-400	120	2.0 COP	
401-450	132	2.0 COP	
HSPF is Heating Seasonal Performance Factor, COP is the Coefficient of Performance. HSPF2 values are available for models manufactured after 1/1/2023. Incentives are capped at 85% of invoiced project cost.			



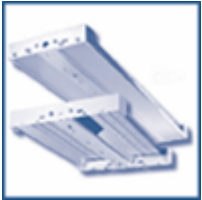


Energy Recovery Ventilators	
Sensible Heat Recovery	Example Image
≥ 55%	
Incentives are capped at 90% of total material costs (without labor).	


Packaged Terminal Heat Pumps				
Measure Code	Cooling Capacity	Minimum Cooling Criteria* (EER)**	Minimum Criteria* Heating (COP)**	Example Image
PTHP	< 7,000	13.0	3.3	
	≥ 7,000 and ≤ 15,000	11.5		
	> 15,000	10.8		
	*Retrofit only. Must replace existing packaged terminal air conditioners (PTACs). PTHP systems must have active (reverse cycle) defrost or be able to run in heat pump mode below freezing temperatures. **EER is Energy Efficiency Ratio. COP is the heating Coefficient of Performance.			
Incentives are capped at 90% of total material costs of the units (without labor).				




Vertical Packaged Terminal Heat Pumps				
Measure Code	Cooling Capacity	Minimum Cooling Criteria* (EER)**	Minimum Heating Criteria* (COP/HSPF2)**	Example Image
VPTHP	< 7,000	11.0	3.3 COP/ 6.3 HSPF2	
	≥ 7,000 and ≤ 15,000			
	> 15,000			
	*Retrofit only. VPTHP systems must have active (reverse cycle) defrost or be able to run in heat pump mode below freezing temperatures. **EER is Energy Efficiency Ratio. COP is the heating Coefficient of Performance. HSPF is Heating Seasonal Performance Factor.			
Incentives are capped at 90% of total material costs of the units (without labor).				


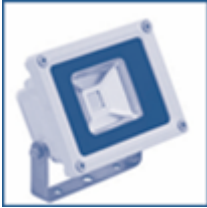
Heat Pump Water Heater Systems			
Details	HPWH Integrated Storage	Minimum Qualifying Efficiency Criteria	Example Image
Must be a retrofit project. Must be installed outside the thermal envelope of the buildings. Retrofit project baseline must be electric resistance, propane, or oil-fired water heater. Projects with a natural gas baseline or existing heat pump hot water heater are not eligible. Incentives are capped at 90% of total material costs (without labor).	80 gallons	ENERGY STAR®	
	120 gallons	ENERGY STAR®	
	Split-system with 80 gallon minimum	ENERGY STAR®	

Interior Lighting	
Efficiency Maine Measure Code	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: energystar.gov/productfinder/product/certified-light-fixtures/results
	<p style="text-align: center;">LED Refrigerated Case Fixture</p> <ul style="list-style-type: none"> • Strip lights in refrigerator cases, vertically mounted along refrigerator case door mullions. • Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of Vertical Refrigerated Case Luminaires – see the following link for a complete list of qualified products: designlights.org/search
	<p style="text-align: center;">LED Horizontal Refrigerated Case Fixture</p> <ul style="list-style-type: none"> • Strip lights in refrigerator cases, horizontally mounted along refrigerator case shelves or canopies. • Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of Horizontal Refrigerated Case Luminaires – see the following link for a complete list of qualified products: designlights.org/search
	<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: designlights.org/search

	<p>S52</p>	<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: designlights.org/search
	<p>S61</p>	<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: designlights.org/search
	<p>S62</p>	<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
	<p>S71</p>	<p style="text-align: center;">LED Stairwell/Passageway Luminaires</p> <ul style="list-style-type: none"> • Corner- or surface-mounted luminaires that provide lighting in stairwells and passageway. • Luminaires must include integral controls or operate off remote sensors. • Controls must revert luminaires to lower-power, lower-light output state when no occupants are in the vicinity.
	<p>S81</p>	<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>S82</p>	<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: designlights.org/search
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Exterior Lighting		
	<p>S8</p>	<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: designlights.org/search
	<p>S11</p>	<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: designlights.org/search
	<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: 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: 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: designlights.org/search

SECTION 3: APPLICATION REQUIREMENTS

Each applicant must submit the documentation listed below to be considered for incentives under this opportunity. This documentation must include a material price quote obtained by the applicant from a Qualified Partner or from a licensed self-installer on the business’s staff. Material quotes must include the make and model of each product used in the upgrade, the quantity of each, and the costs to the customer. Installation quotes for lighting projects must also be provided. If multiple buildings within a long-term care facility wish to participate in the FON, each building would be considered a separate project and therefore each building would require its own application and be subject to these requirements. The list of required documentation follows:

HVAC and Water Heating Projects:

- Attachment A: FON Project Application and Commitment Form
- Qualified Partner Material Price Quote to Customer

Additional documents for HVAC project applications:

- AHRI Certificate
- Building layout or floor plan documentation with square footage
- Selection report (for ERV projects)
- Piping diagram or selection report (for VRF application)

Lighting Projects:

- Attachment A: FON Project Application and Commitment Form
- Attachment B: Long-Term Care Retrofits Cost-effective Lighting Investment Calculator
- Qualified Partner Material Price Quote to Customer

**Efficiency Maine reserves the right to request additional information as needed prior to project approval.*

Applications that are incomplete will not be accepted by Efficiency Maine and will be returned to the applicant via email.

SECTION 4: SUBMITTAL INSTRUCTIONS

Project applications must include all materials (appropriate attachments) as requested in Section 3 and are to be emailed to CIP@efficiencymaine.com by the program applicant. The email subject line must include "CIPI FON-011-2023".

For questions throughout the process, applicants are encouraged to speak with a Qualified Partner (using the locator tool described in section 2) or to contact the Program Team at (207) 213-6247 or CIP@efficiencymaine.com.

SECTION 5: PROJECT APPROVAL AND INCENTIVE OFFER PROCESS

The process to apply for a project incentive starts with obtaining pre-approval. This must be done prior to ordering, procuring, or installing any equipment or materials. By applying, the applicant is making a representation to Efficiency Maine that all information provided in connection with the application is complete and accurate at the time of submission. The intentional provision of any false or misleading information, or the intentional omission of material information, will result in the application being deemed ineligible. Efficiency Maine recognizes that, depending on the nature of a proposed project, third-party vendor, installer, or energy service companies (ESCOs) may assist in the preparation, submittal, and processing of an application on behalf of a customer. Notwithstanding the participation of a third-party vendor, installer or ESCO, Efficiency Maine considers the customer to be the FONs Applicant and requires the customer to be a direct party to the application. Efficiency Maine requires direct communication with the customer as necessary for review and evaluation of an application. Because no project approval or incentive award is guaranteed, no third-party vendor, installer or ESCO should make any firm commitment of incentive award funds in advance of a final notice of award to the customer.

For applications received and accepted by the deadline listed in section 1.3, Efficiency Maine will review the data submitted to ensure accuracy. ***Incomplete applications will not be accepted for review and the applicant will be notified in writing by email.*** Efficiency Maine reserves the right to conduct pre-inspections at project sites and/or to request additional information during the review process. A representative from Efficiency Maine may schedule site inspection visits through the point of contact listed in the FON Project Application and Commitment Form (Attachment A), during the pre-approval period.

Once Efficiency Maine completes its review, it will make a formal incentive pre-approval offer through an "Approved Scope of Work" emailed to the applicant and the installer. The Approved Scope of Work and Terms and Conditions will be sent to the applicant and will indicate the approved scope of work and

Long-Term Care Retrofits - Revised

CIPI FON-011-2023

project financials including costs and estimated payback and the approved project incentive pending project completion. Incentives received by the applicant may be taxable by the federal, state, and local government. A W9 will be sent with the Approved Scope of Work to ensure correct tax information of the applicant. If the applicant wishes to accept this incentive offer, the applicant, and the installer (QP) must sign the Approved Scope of Work and Terms and Conditions and return them with the completed W9 for the applicant via email to the contact listed in section 4.


SECTION 6: PROJECT COMPLETION PROCESS

Upon completion of all work as outlined in the Approved Scope of Work (see section 1.3 for project completion deadline), the applicant and the installing contractor must sign and return the Customer Project Acceptance Form along with any material invoices to the email address listed in Section 4. Efficiency Maine will conduct a final project review and process the applicant’s incentive(s). Once the final project review has been completed, payment will be processed to the customer. Efficiency Maine reserves the right to conduct a post-installation inspection during the final project review. A representative from Efficiency Maine will schedule site inspection visits through the point of contact listed in the FON Project Application and Commitment Form (Attachment A). Efficiency Maine will conclude all approved incentive payments by December 30, 2024.

APPENDIX A: Sample Documents

Included in Appendix A is a sample of an Approved Scope of Work with Terms and Conditions, and a Project Completion Form. Note that the project Scope of Work and Project Completion Form for lighting projects are created by the Long-Term Care Retrofits Cost-effective Lighting Investment Calculator.

Scope of Work (SOW) Sample:



COMMERCIAL & INDUSTRIAL PRESCRIPTIVE LIGHTING SOLUTIONS
LONG-TERM CARE RETROFIT APPLICATION
SCOPE OF WORK (APPROVED) TERMS AND CONDITIONS
Cost-effective Lighting Investment Calculator (CLIC) CIPI FON-011-2023

Customer Name: Long-Term Care Facility
 Qualified Partner #1: Company A
 Qualified Partner #2: Company B
 Facility Name: LTC Facility
 Installation Address: 123 State St
 City: Augusta State: Maine Zip: 04330
 Reference Number: CLIC43901

This Approved Scope of Work Form is part of the Funding Opportunity Notice (FON) for the Efficiency Maine Commercial & Industrial Prescriptive Initiative. When executed by the Parties and submitted with CIPI FON-011-2023, constitute agreement to the following Terms & Conditions:

1. APPLICANT ELIGIBILITY REPRESENTATIONS. Applicant represents that the following statements are true:
 - a. Applicant is a non-residential customer of electric utilities in the State of Maine,
 - b. Applicant's primary business function is not to generate power to be sold into a power market,
 - c. Applicant has the authority to contract for retrofit work in the Facility in connection with the Measures listed,
2. AGREEMENT AS TO THE MEASURES. Applicant agrees to have an Installation Contractor perform retrofit work at the Facility in connection with the Measures identified on the attached Section C to this Scope of Work. In consideration of the Contractor's performance of such work, Applicant agrees to pay Installation Contractor for Measures installed at the Facility, based on the Estimated Costs listed on said Section C for the number of completed units for each Measure upon receipt of invoice; provided the Contractor may collect a deposit from Customer prior to performing such work, in which case the final invoice shall be net of such deposit.
3. AGREEMENT AS TO INCENTIVE AMOUNTS.
 - a. Subject to the other terms of this Scope of Work, Applicant's obligation to pay for the installation and Measures shall be reduced by an amount (the "incentive") provided under the Efficiency Maine CIPI FON-011-2023, which amount shall be equal to \$0.36 per 1st years saved kWh or capped at 85% of the measure cost.


Section B. Summary of Project Financials and Energy Savings						
Estimated Annual kWh Savings:		87,355				
Average cost per kWh:		\$0.21				
Estimated Annual Energy Cost Savings:		\$18,344.59				
Estimated Monthly Energy Cost Savings:		\$1,528.72				
Total Labor Costs:		\$13,837.50				
Total Material Costs:		\$38,603.50				
Total Taxes on Materials:		\$2,123.19				
Total Ancillary Costs:		\$2,600.00				
Total Project Costs (including tax):		\$57,164.19				
Estimated Incentives:		\$31,448.00				
Estimated Cost to Customer:		\$25,716.19				
Est. Simple Payback (years):		1.40				

Section C. List of Measures						
Measure Description	Location	Qty	Labor Cost	Material Cost	Total Cost	Estimated Incentive
Integrated Retrofit Kit for LED 2x4 Interior Fixture <SOW	Receptionist	15	\$562.50	\$1,275.00	\$1,837.50	\$468.00
LED Surface-Mounted Downlight	Lobby	10	\$375.00	\$750.00	\$1,125.00	\$1,521.00
Integrated Retrofit Kit for LED 2x4 Interior Fixture <SOW	Hallways	192	\$7,200.00	\$19,200.00	\$26,400.00	\$21,609.00
LED 2x4 Recessed Fixture <SOW	Restrooms	12	\$450.00	\$1,080.00	\$1,530.00	\$177.00
Retrofit Kit for LED Direct Linear Ambient Luminaires <SOW	Patient Rooms	80	\$3,000.00	\$6,000.00	\$9,000.00	\$3,164.00
LED Pole-Mounted Streetlight 100W - 250W	Exterior Parking Lot	30	\$1,687.50	\$8,250.00	\$9,937.50	\$3,274.00
LED Outdoor Wall Pack 30 - 60W	Exterior Wallpacks	10	\$562.50	\$2,048.50	\$2,611.00	\$1,235.00

Long-Term Care Retrofits - Revised CIPI FON-011-2023

Participating Customer _____	Date _____
Participating Qualified Partner _____	Date _____

Project Acceptance Form (PAF) Sample:



COMMERCIAL & INDUSTRIAL PRESCRIPTIVE LIGHTING SOLUTIONS
LONG-TERM CARE RETROFIT APPLICATION
PROJECT ACCEPTANCE FORM
Cost-effective Lighting Investment Calculator (CLIC) CIPI FON-011-2023

Facility Name: Long-Term Care Facility
 Qualified Partner #1: Company A
 Qualified Partner #2: Company B
 Facility Name: LTC Facility
 Installation Address: 123 State St
 City: Augusta State: Maine Zip: 04330
 Reference Number: CLIC43901

This Project Acceptance Form ("Form") is part of the Commercial & Industrial Prescriptive Lighting Solutions Initiative. The Form is to be executed in connection with the installation of energy efficiency retrofit measures by the Participating Qualified Partner and the above listed Facility ("Parties"). This Form, together with the Scope of Work, constitute the full Agreement between the Parties.

By signing below, the Parties confirm the measures initialed in Section C of this Form (below) have been installed in the specified quantities and that associated equipment is operational. Additionally, by signing below, the Qualified Partner certifies that all applicable permits have been obtained and all hazardous and nonhazardous materials have been disposed of in accordance with federal, state and local regulations.

The Applicant must review and initial each row in Section C. Both the Installing Contractor and the Applicant must sign, and return this document as outlined in FON CIPI-011-2023 Section 6. The project incentive will not be paid until the signed/initialed Form is received by the date outlined in CIPI FON-011-2023 Section 6.

Participating Customer _____	Date _____
Participating Qualified Partner _____	Date _____
Efficiency Maine Representative _____	Date _____

Section C. List of Measures

Measure Description	Location	Quantity Installed	Initials to Accept
Integrated Retrofit Kit for LED 2x4 Interior Fixture <50W	Receptionist	15	
LED Surface-Mounted Downlight	Lobby	10	
Integrated Retrofit Kit for LED 2x4 Interior Fixture <50W	Hallways	192	
LED 2x4 Recessed Fixture <50W	Restrooms	12	
Retrofit kit for LED Direct Linear Ambient Luminaires <50W	Patient Rooms	80	
LED Pole-Mounted Streetlight 100W - 250W	Exterior Parking Lot	30	
LED Outdoor Wall Pack 30 - 60W	Exterior Wallpacks	10	
Total		349	