

EFFICIENCY MAINE

COMMERCIAL & INDUSTRIAL PRESCRIPTIVE INITIATIVES

FUNDING OPPORTUNITY NOTICE (FON)

**Outdoor Lighting Retrofits
CIPI FON-022-2026**

Opening: September 8, 2025

**Application Deadline: November 30, 2025
Project Completion Deadline: January 31, 2026**



CONTENTS:

Section 1: Overview and Instructions

Section 2: Project Eligibility

Section 3: Application Requirements

Section 4: Submittal Instructions

Section 5: Project Approval and Incentive Offer Process

Section 6: Project Completion Process

APPLICATION DOCUMENTS:

- 1) Attachment A: FON Project Application and Commitment Form**
- 2) Attachment B: Outdoor Lighting Retrofits Cost-effective Lighting Investment Calculator (CLIC) Tool**
- 3) Qualified Partner Price Quote**
- 4) Supplier Material Quote**

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 outdoor lighting LED retrofits. This initiative falls under Efficiency Maine’s Commercial and Industrial Prescriptive Initiatives (CIPI) and is referred to as the Outdoor Lighting Retrofits Funding Opportunity Notice, FON-022-2026. This initiative offers higher incentives than typically provided under the CIPI, with the intent to accelerate the conversion to efficient LED lighting around businesses across the state.

1.2 Funding Description

This FON provides enhanced incentives for qualifying projects to upgrade outdoor lighting to efficient LED options. The chart below has incentive information on the qualifying equipment and see section 2.2 for a description of the criteria used to determine which equipment (or “measures”) qualifies for these incentives. See the incentive considerations below.

Exterior LED Lighting	
Measure(s)	FON Incentive
Exterior LED lighting for retrofits of existing buildings (as outlined in section 2.2)	\$0.30/kWh of first year energy savings
Project incentive not to exceed 80% of the total measure cost*.	

*Incentive Considerations:

- The labor rate is capped at \$110/hour.
- Ancillary costs will be reviewed as part of the pre-approval process and may not be eligible as a Measure Cost.
- Additional labor hours beyond what is calculated by the CLIC tool will not be included as a Measure Cost.
- Lift rental costs will be reviewed and backup documentation such as rental quotes may be requested.
- Contractor mark-up on materials is not to exceed 30%.

1.3 FON Schedule

Efficiency Maine will accept applications for the Outdoor Lighting Retrofits FON from September 8, 2025, through **November 30, 2025**, 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:	September 8, 2025
Rolling Application Period:	September 8, 2025 - November 30, 2025
Project Completion Deadline:	January 31, 2026

*Or until funding has been exhausted

1.4 FON Informational Webinars

Efficiency Maine will conduct two 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.

- Thursday September 18, 2025, at 8:00 AM - [TO REGISTER, CLICK HERE](#)
- Tuesday September 23, 2025, at 8:00 AM - [TO REGISTER, CLICK HERE](#)


SECTION 2: PROJECT ELIGIBILITY




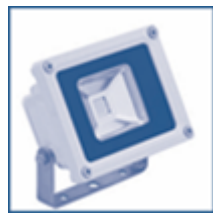
2.1 Eligible Projects

An eligible lighting project includes only the exterior LED solutions listed in section 2.2. 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 "Outdoor Lighting 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.efficiencymaine.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.

Lighting fixtures mounted on utility poles or placed indoors are not eligible for this opportunity. See [efficiencymaine.com/at-work/lighting-solutions/](https://www.efficiencymaine.com/at-work/lighting-solutions/) for more information on other lighting incentives and opportunities.

2.2 Eligible Solutions

Exterior Lighting		
	S8	<p>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>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>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>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>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 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. The list of required documentation follows:

Required Documents:

- ☐ Attachment A: FON Project Application and Commitment Form
- ☐ Attachment B: Outdoor Lighting Retrofits Cost-effective Lighting Investment Calculator
- ☐ Qualified Partner Installation Price Quote to Customer

- ☐ Supplier Material Quote

**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-022-2026".

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 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.

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 and installation 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 February 15, 2026.