

EFFICIENCY MAINE

COMMERCIAL & INDUSTRIAL PRESCRIPTIVE INITIATIVES

FUNDING OPPORTUNITY NOTICE (FON)

School Lighting Retrofits

CIPI FON-023-2026

Opening: November 7, 2025

Application Deadline: June 30, 2026

Project Completion Deadline: August 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: School 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 LED lighting retrofits in Maine public PreK-12 schools¹. This initiative falls under Efficiency Maine’s Commercial and Industrial Prescriptive Initiatives (CIPI) and is referred to as the School Lighting Retrofits Funding Opportunity Notice, FON-023-2026. This initiative offers higher incentives than typically provided under the CIPI, with the intent of accelerating the conversion to efficient LED lighting in schools across the state.

1.2 Funding Description

This FON provides enhanced incentives for qualifying projects to upgrade 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.

LED Lighting	
Measure(s)	FON Incentive
LED lighting retrofits (as outlined in section 2.2)	\$0.34/kWh of first year energy savings*
*Project incentive not to exceed 80% of the total measure cost. The FON incentive has been raised from \$0.26/kWh of first year energy savings to \$0.34 kWh of first year energy savings.	

***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 School Lighting Retrofits FON from November 7, 2025, through **June 30, 2026**, 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:	November 7, 2025
Rolling Application Period:	November 7, 2025 - June 30, 2026
Project Completion Deadline:	August 31, 2026

*Or until funding has been exhausted

¹ Including Indian education and unorganized territory schools.

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.

- Wednesday November 19, 2025, at 8:00 AM - [TO REGISTER, CLICK HERE](#)
- Tuesday December 2, 2025, at 8:00 AM - [TO REGISTER, CLICK HERE](#)


SECTION 2: PROJECT ELIGIBILITY





2.1 Eligible Projects

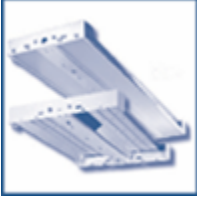



An eligible lighting project includes only the LED lighting solutions listed in section 2.2. Lighting products must be certified under the applicable DesignLights Consortium standards for each type. Projects must pass CIPI’s cost-effectiveness test, as demonstrated through the completion of a “School 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.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.

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




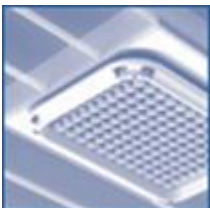
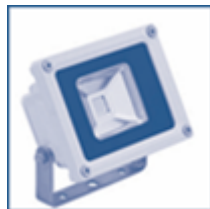
2.2 Eligible Solutions

Interior Lighting	
Efficiency Maine Measure Code	Description
	<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: www.designlights.org/search

	<p>S32</p>	<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: www.designlights.org/search
	<p>S51</p>	<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>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: www.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: www.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 of 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: www.designlights.org/search

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 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

School Lighting Retrofits

CIPI FON-023-2026

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: School 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-023-2026".

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-

School Lighting Retrofits CIPI FON-023-2026

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 September 15, 2026.