



## 2024 Incentive Application Business Lighting

# Ready to get your incentive? Follow these simple steps.

This application is for projects completed between January 1, 2024 and December 31, 2024. Pre-approval is not required for this prescriptive program. Incentives are available on a first-come, first-served basis. For more detailed information, refer to the Terms and Conditions included with this application.

### Annual Member Incentive Cap

- » Business or farm with a commercial utility rate code—\$30,000 cap.
- » Farm with a residential utility rate code—\$15,000 cap.

### Step 1 Determine Eligibility

Equipment must be new (used equipment is not allowed) and installed in a commercial, industrial, or farm facility that is a Great Lakes Energy electric member, as well as meet minimum requirements set forth in this document. Projects must result in reduced electric energy usage due to improvement in the system efficiency; control upgrades may also qualify. Equipment must operate a minimum of 1,800 hours per year unless otherwise specified. Applications with fewer hours may use the custom program. Incentives for prescriptive measures may not exceed 75 percent of the total project cost, unless otherwise specified.

### Step 2 Install Equipment

After ensuring your project will qualify, purchase and install the equipment. New equipment must be installed and old equipment removed. Only new products that are exact product types listed in this form are eligible for prescriptive incentives.

### Step 3 Submit Application

Application must be submitted with complete information within six months of project completion. Application must include:

- An IRS Form W-9 for payee (or completed Section 5 on page 2 of this application).
- The entire completed application, including the completed incentive worksheets and the signed member information page.
- Itemized invoices from the installing contractor(s) and/or vendor(s) for the project. Invoices must include a separate line item for each incentive measure, as well as the date, quantity, unit cost, size, type, make, and model of installed items, and labor costs, if applicable.
- Specification/data sheets for all equipment for which an incentive is requested.

### Step 4 Payment

Once completed paperwork is submitted, your final application will be reviewed and processed for payment. Incentive payments are usually mailed within six to eight weeks.

**Submit your documents online.**

Call **888.485.2537 ext. 8957** for questions about this application.



Online  
[gtlakes.com/energy-wise](https://gtlakes.com/energy-wise)



**SECTION 1: Utility Member Information** (please print)

Member Name (as shown on your electric utility bill):			
Member Mailing Address:	City:	State:	ZIP:

**SECTION 2: Job Site Information**

Job Site Name (if different than member name):	Project Contact Person Name:		
Project Contact Telephone: <input type="checkbox"/> Home/Office Number <input type="checkbox"/> Mobile Number	Project Contact Email:		
Job Site Street Address (physical location):	City:	State: MI	ZIP:
Electric Utility Company at Job Site:	Electric Utility Acct #:	Project Completion Date:	
What is the predominant use of the building space where equipment was installed? (check one) <input type="checkbox"/> Office <input type="checkbox"/> Retail <input type="checkbox"/> Warehouse <input type="checkbox"/> Restaurant <input type="checkbox"/> Grocery/Supermarket <input type="checkbox"/> Manufacturing <input type="checkbox"/> Lodging <input type="checkbox"/> School: K-12 <input type="checkbox"/> School: College <input type="checkbox"/> Healthcare facility <input type="checkbox"/> Farm (commercial meter) <input type="checkbox"/> Farm (residential meter) <input type="checkbox"/> Other/Misc. _____			
How did you learn about the program? <input type="checkbox"/> My Utility <input type="checkbox"/> Utility Website <input type="checkbox"/> Newspaper <input type="checkbox"/> Community Event <input type="checkbox"/> Mail/Bill insert <input type="checkbox"/> Contractor <input type="checkbox"/> Other			

**SECTION 3: Trade Ally (Contractor) Information**

Trade Ally Name (or indicate if self install):	Trade Ally Contact Person Name:		
Trade Ally Telephone:	Contact Email:		
Trade Ally Mailing Address:	City:	State:	ZIP:

**SECTION 4: Payee and Mailing Address**

Make Incentive Check Payable to (payee): <input type="checkbox"/> Member <input type="checkbox"/> Landlord <input type="checkbox"/> Trade Ally or other third party (By checking Landlord or Trade Ally, member is authorizing payment to the third party indicated. See <i>Third-Party Payees</i> section of Terms and Conditions for details.)			
Mail Check to: <input type="checkbox"/> Member Mailing Address (entered at top of this page) <input type="checkbox"/> Job Site Address <input type="checkbox"/> Payee W-9 Address <input type="checkbox"/> Alternate Pay Address (complete below)			
Alternate Pay Address (if checked above):	City:	State:	ZIP:

**SECTION 5: Payee IRS Form W-9 Information** (Submit IRS Form W-9 for payee **OR** fill out this section completely. This section may be omitted only if IRS Form W-9 for payee is submitted.)

Payee Legal Name (as shown on income tax return):	Payee Business Name (if different than payee legal name):		
Payee Legal Address:	City:	State:	ZIP:
Check the appropriate box for federal tax classification; check only one of the following seven boxes: <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> Other tax exempt organization or gov't agency <input type="checkbox"/> LLC - Enter the tax classification (C = C corporation, S = S corporation, P = partnership): _____ Note: For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.			
Payee Tax Identification Number (TIN) (Complete ONE only. Must match payee legal name above.) FEIN #: _____ - _____ OR SSN: _____ - _____ - _____			
Certification: The following certifications are required in order for this form to substitute for the IRS Form W-9. Under penalties of perjury, I certify that: 1. The payee's TIN is correct. 2. The payee is not subject to backup withholding due to failure to report interest and dividend income. 3. The payee is a U.S. citizen. The Internal Revenue Service does not require your consent to any provision of this document other than the certifications required to avoid backup withholding.			
Payee Signature: /s/	Print Name:	Title:	Date:

**SECTION 6: Member Signature** (please read and sign)

The undersigned agrees that the stated energy-efficient measure(s) was (were) installed at the job site address listed above as part of the Energy Wise program. I have read and agree to the Terms and Conditions within this application. I agree to verification of equipment installation, which may include a site inspection by a program or utility representative. I understand that I am not allowed to receive more than one incentive from this program on any individual piece of equipment. I hereby agree to indemnify, hold harmless, and release the utility and program administrator from any actions or claims in regard to the installation, operation, and disposal of equipment (and related materials) covered herein, including liability from any incidental or consequential damages. To the best of my knowledge, the statements made on this application are complete, true, and correct, and I have submitted the appropriate supporting documentation to receive an incentive. I have elected to utilize electronic signatures. I understand and intend that a legal signature is formed by typing my name on this document. If any of the parties do not wish to sign this document electronically, all must opt out together and print a paper copy to sign manually.

Member Signature: /s/	Print Name:	Title:	Date:
--------------------------	-------------	--------	-------

## General Requirements

- The specifications for eligible equipment are listed within each lighting technology on this form. If the technology you are installing is specified differently than how it is listed on this form, please call to verify eligibility. Custom incentives are available for many technologies not listed. Replacements are one-for-one unless specified. Replaced equipment must be removed from service.
- All projects must comply with all applicable electrical, safety, and energy codes. Electrical permits are required for most lighting projects including lamp replacements in some cases. Contact your local authority having jurisdiction for more information.
- Post-installation light levels are expected to meet current IESNA (Illuminating Engineering Society of North America) recommendations.
- Fixtures must be UL or CSA listed and either ENERGY STAR® or DesignLights Consortium® (DLC) qualified as noted.
- Incentive will not exceed 75 percent of the project cost as defined in the Terms & Conditions.
- Measures marked with an asterisk \*\* are eligible for new construction projects with pre-approval.

## Incandescent, Halogen, and CFL Replacement Lamps

- For lamps used indoors and for outdoor lamps not falling into the Exterior Lighting category on page 8.
- Lamp-types and base-types not covered by ENERGY STAR-certified light bulbs or light fixtures lists are not included in this section. LED lamps should appear on the ENERGY STAR-certified light bulbs list. Refer to energystar.gov for qualified product lists.

Equipment Type	Specifications	Incentive Per Unit	Quantity	Total Incentive
<b>LED Lamp or Downlight Replacing CFL*</b>	<ul style="list-style-type: none"> <li>■ ENERGY STAR-qualified LED lamp or downlight (all lamp types listed below) replaces compact fluorescent lamp (CFL). Model #: _____</li> </ul>	<b>\$1 per lamp</b>		\$
<b>LED A-Lamp</b>	<ul style="list-style-type: none"> <li>■ ENERGY STAR-qualified LED A-lamp (general purpose incandescent shape) with 450 to 2600 lumen output replaces existing incandescent or halogen A-lamp. Not for replacing CFLs.</li> </ul>	<b>\$2 per lamp</b>	450-799 lumen LED (approx. 40W-59W incandescent equivalent): Qty: _____ Model #: _____ 800-1099 lumen LED (approx. 60W-74W incandescent equivalent): Qty: _____ Model #: _____ 1100-1599 lumen LED (approx. 75W-99W incandescent equivalent): Qty: _____ Model #: _____ 1600-2600 lumen LED (approx. 100W-150W incandescent equivalent): Qty: _____ Model #: _____	\$
<b>LED Candelabra or Globe Lamp</b>	<ul style="list-style-type: none"> <li>■ ENERGY STAR-qualified LED globe lamp or decorative candelabra-type lamp replaces incandescent or halogen lamp. Model #: _____</li> </ul>	<b>\$4 per lamp</b>		\$
<b>LED MR16 Lamp</b>	<ul style="list-style-type: none"> <li>■ ENERGY STAR-qualified LED MR16 lamp replaces incandescent or halogen MR16 lamp. Model #: _____</li> </ul>	<b>\$3 per lamp</b>		\$
<b>LED Reflector Lamp</b>	<ul style="list-style-type: none"> <li>■ ENERGY STAR-qualified LED PAR, R, or BR lamp replaces incandescent or halogen PAR, R, or BR lamp. Model #: _____</li> </ul>	<b>\$5 per lamp</b>		\$
<b>Page Subtotal</b>				\$

\* Eligible for new construction projects.

## Fluorescent Fixture Relamping with Tubular LED (TLED) Lamps

Specifications	Incentive Per Unit	Quantity	Total Incentive
<ul style="list-style-type: none"> <li>Replace fluorescent lamps in existing fluorescent fixture with new tube-shape LED lamps (TLED).</li> <li>This measure is for TLEDs that use traditional fluorescent-type "tombstone" lamp sockets. Other replacements/retrofits should use the Interior Non-High Bay Fixture Replacement or custom lighting measures.</li> <li>LED tubes appearing in the Linear Replacement Lamps category of the DLC-Qualified Products list are <b>required</b>. Refer to designlights.org.</li> <li>Incentives for TLED lamps used in High Bay fixtures may be submitted using the measure on page 7.</li> </ul>	<b>One T12 2 ft lamp replaced by one TLED 2 ft lamp: \$2.50</b> Model #: _____		\$
	<b>One T12 3 ft lamp replaced by one TLED 3 ft lamp: \$3.50</b> Model #: _____		\$
	<b>One T12 4 ft lamp replaced by one TLED 4 ft lamp. Includes both straight and u-bend lamps: \$5</b> Model #: _____		\$
	<b>One T12 8 ft lamp replaced by two TLED 4 ft lamps: \$10</b> Model #: _____		\$
	<b>One T12 8 ft lamp replaced by one TLED 8 ft lamp: \$10</b> Model #: _____		\$
	<b>One T8 2 ft lamp replaced by one TLED 2 ft lamp: \$1*</b> Model #: _____		\$
	<b>One T8 3 ft lamp replaced by one TLED 3 ft lamp: \$2*</b> Model #: _____		\$
	<b>One T8 4 ft lamp replaced by one TLED 4 ft lamp. Includes both straight and u-bend lamps: \$3*</b> Model #: _____		\$
	<b>One T8 8 ft lamp replaced by two TLED 4 ft lamps: \$6*</b> Model #: _____		\$
	<b>One T8 8 ft lamp replaced by one TLED 8 ft lamp: \$6*</b> Model #: _____		\$
	<b>One T5 2 ft lamp replaced by one TLED 2 ft lamp: \$1</b> Model #: _____		\$
	<b>One T5 3 ft lamp replaced by one TLED 3 ft lamp: \$2</b> Model #: _____		\$
	<b>One T5 4 ft lamp replaced by one TLED 4 ft lamp: \$3</b> Model #: _____		\$
<b>Page Subtotal</b>			\$

\* Eligible for new construction projects.

## Downlight Fixtures and Exit Signs

Type	Specifications	Incentive	Quantity	Total Incentive
<b>LED Downlight Fixture</b>	<ul style="list-style-type: none"> <li>LED downlight fixture replaces existing incandescent or halogen downlight fixture. If replacing CFL downlight, use <i>LED Lamp or Downlight Replacing CFL</i> measure on page 3.</li> <li>Replace incandescent fixture with complete replacement luminaire unit or retrofit kit including trim, reflector, lens, heat sink, driver, and light source.</li> <li>LED recessed downlights should appear on the "ENERGY STAR Certified Light Fixtures" list, and fixture type must contain the word "downlight".</li> </ul> Model #: _____	<b>\$10 per fixture</b>		\$
<b>LED Exit Sign</b>	New fixture or retrofit kit.	<b>\$13 per sign</b>		\$

## Fluorescent Delamping

- Permanently reduce the number of lamps as part of tubular LED (TLED) lighting upgrade. Unused lamps, lamp holders, and ballasts must be permanently removed.
- Existing fluorescent system must be upgraded to TLED system.

Measure	Incentive per Lamp Removed	Number of Lamps Removed	Total Incentive
<b>T12 4 ft lamp removal as part of TLED relamping project</b>	<b>\$5</b>		\$
<b>T12 8 ft lamp removal as part of TLED relamping project</b>	<b>\$10</b>		\$
<b>T8 4 ft lamp removal as part of TLED relamping project</b>	<b>\$5</b>		\$

<b>Page Subtotal</b>	\$
----------------------	----

## Interior Non-High Bay Fixture Replacement\*

- Incentive is **\$0.20 per watt reduced**.
- For replacement of troffer, surface mount, or suspended linear fluorescent equipment with LED.
- Replacement of other architectural or specialty interior low-bay lighting equipment may also qualify.
- Complete new fixtures and retrofit kits are eligible.
- Equipment should appear on the ENERGY STAR or DesignLights Consortium® (DLC) Qualified Products list.
- Refer to the wattage guide tables at the end of this application which offer suggested values for common existing lighting equipment. If project-specific values are available, use them instead of values from the table and provide documentation/evidence of wattage. Do not use the suggested wattage tables for the new equipment—use actual spec sheet or DLC values.
- For new construction projects, a fluorescent equivalent baseline will be used for the Existing Fixture wattage.

Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x \$0.20:</b>
Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x \$0.20:</b>
Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x \$0.20:</b>
Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x \$0.20:</b>
Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x \$0.20:</b>

If more rows are needed, submit a spreadsheet or another copy of this page.

<b>Page Subtotal</b>	<b>\$</b>
----------------------	-----------

\* Eligible for new construction projects.

## High Bay Lighting\*

- Rebate rates (include rate chosen in each section below):
  - » Commercial operating hours and 2-shift operating hours (less than 8,000 hrs/yr): **\$0.30 per watt reduced**
  - » 3-shift operating hours (minimum 8,000 hrs/yr): **\$0.60 per watt reduced**
- Proof of high operating hours may be requested.
- For energy-efficient high bay lighting technologies.
- Indoor applications only. Fixture mounting height 15 feet or higher above the floor. For retrofit or new construction projects.
- Equipment should appear on the ENERGY STAR or DesignLights Consortium® (DLC) Qualified Products list. Refer to designlights.org.
- The Watts/Fixture value in the table refers to the fixture input wattage, not just the bulb wattage.
- Refer to the wattage guide tables at the end of this application which offer suggested values for common existing lighting equipment. If project-specific values are available, use them instead of values from the table and provide documentation/evidence of wattage. Do not use the suggested wattage tables for the new equipment—use actual spec sheet or DLC values.
- For new construction projects, a fluorescent equivalent baseline will be used for the Existing Fixture wattage.

Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x Rate:</b>
Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x Rate:</b>
Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x Rate:</b>
Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x Rate:</b>
Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x Rate:</b>

If more rows are needed, submit a spreadsheet or another copy of this page.

<b>Page Subtotal</b>	\$
----------------------	----

\* Eligible for new construction projects.

## Exterior Lighting\*

- Incentive is \$0.30 per watt reduced.
- For energy-efficient exterior lighting technologies.
- Incentive is for fixtures that operate a minimum of 11 hours/day, 365 days/year.
- Refer to the wattage guide tables at the end of this application which offer suggested values for common existing lighting equipment.
- Equipment should appear on the ENERGY STAR or DesignLights Consortium® (DLC) Qualified Products list.

Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x \$0.30:</b>
Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x \$0.30:</b>
Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x \$0.30:</b>
Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x \$0.30:</b>
Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x \$0.30:</b>

If more rows are needed, submit a spreadsheet or another copy of this page.

<b>Page Subtotal</b>	\$
----------------------	----



### Parking Garage Lighting\*

- Incentive is \$0.60 per watt reduced.
- For indoor parking garage lights operating 24-hours per day, 365 days/yr.
- Equipment should appear on the ENERGY STAR or DesignLights Consortium® (DLC) Qualified Products list.

Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x \$0.60:</b>
Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Subtotal:</b>		<b>Watts Reduced E = (AxB) - (CxD):</b>	<b>Incentive E x \$0.60:</b>

If more rows are needed, submit a spreadsheet or another copy of this page.

### Signage Lighting\*

- For interior or exterior illuminated signs.
- Replace fluorescent, neon, or incandescent sign lighting with LED lighting.
- For new construction, a fluorescent equivalent baseline will be used for the Existing Fixture wattage.
- If the *continuous operation* incentive rate is selected, proof of high operating hours may be requested.
- Incentive rates (indicate type or rate in fixture description below):
  - » **Commercial operating hours (min 1,800 hrs/yr): \$0.20 per watt reduced**
  - » **Dusk-to-dawn operation: \$0.30 per watt reduced**
  - » **Continuous operation: \$0.50 per watt reduced**

Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Incentive Rate Chosen: \$ _____</b>		<b>Subtotal:</b>	<b>Watts Reduced E = (AxB) - (CxD):</b>
			<b>Incentive E x Rate:</b>
Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Incentive Rate Chosen: \$ _____</b>		<b>Subtotal:</b>	<b>Watts Reduced E = (AxB) - (CxD):</b>
			<b>Incentive E x Rate:</b>
Existing Fixture Description:	Existing # Lamps/Fixture:	Existing Watts/Fixture (A):	Existing # of Fixtures (B)
New Fixture Description:	New # Lamps/Fixture:	New Watts/Fixture (C):	New # of Fixtures (D):
<b>Incentive Rate Chosen: \$ _____</b>		<b>Subtotal:</b>	<b>Watts Reduced E = (AxB) - (CxD):</b>
			<b>Incentive E x Rate:</b>

If more rows are needed, submit a spreadsheet or another copy of this page.

<b>Page Subtotal</b>	<b>\$</b>
----------------------	-----------

## Lighting Controls

Measure	Specifications	Incentive	Quantity	Total Incentive
<b>Interior Occupancy Sensors</b>	<ul style="list-style-type: none"> <li>Install ultrasonic, microwave, or passive infrared sensor that turns lights on and off based on occupancy (including high bay). Socket-based sensors and timers do not qualify.</li> <li>Sensors may control more than one fixture.</li> <li>Replacement of existing, operational occupancy sensors is not eligible.</li> <li>Program may request documentation supporting the controlled wattage value.</li> <li>This measure may not be used in tandem with other lighting control measures for the same light fixtures.</li> </ul>	<b>\$0.06 per watt controlled</b>	_____ watts controlled	\$
<b>Interior Occupancy and Daylight Sensor</b>	<ul style="list-style-type: none"> <li>Same as Interior Occupancy Sensor measure above, except must turn lights on and off based on occupancy AND control brightness (continuous dimming or stepped dimming) based on ambient daylight.</li> </ul>	<b>\$0.08 per watt controlled</b>	_____ watts controlled	\$
<b>Interior Daylight Sensor Controls</b>	<ul style="list-style-type: none"> <li>Control brightness (continuous dimming or stepped dimming) based on ambient daylight.</li> </ul>	<b>\$0.06 per watt controlled</b>	_____ watts controlled	\$
<b>Exterior Multi-Step Dimming Occupancy Controls*</b>	<ul style="list-style-type: none"> <li>Occupancy controls operate exterior lights at full power when occupancy is detected and at reduced power when unoccupied.</li> <li>Sensors must control fixture to use no more than 50% of full power when dimmed.</li> </ul>	<b>\$0.15 per watt controlled</b>	_____ watts controlled	\$
<b>Exterior Occupancy Sensor with Daylight Sensor</b>	<ul style="list-style-type: none"> <li>Same as Interior Occupancy Sensor measure, for exterior fixtures, and must prevent light from turning on during daylight.</li> <li>Existing lighting system must operate continuously during night hours.</li> </ul>	<b>\$0.25 per watt controlled</b>	_____ watts controlled	\$
<b>Automated Central Lighting Controls</b>	<ul style="list-style-type: none"> <li>Automatic, centralized, lighting control system such as time clocks, programmable relay panel or computerized building automation system. Independent controls on individual fixtures do not qualify. If system meets requirements of other lighting control measures, applicant must choose one or the other.</li> <li>Control schedule and floor plans must be submitted.</li> </ul>	<b>\$0.06 per sq ft</b>	_____ sq ft	\$

<b>Page Subtotal</b>	\$
----------------------	----

<b>Total Lighting Incentives Requested</b>	\$
--	----

\* Eligible for new construction projects.

## Default Wattages for Existing Lighting Equipment

Suggested values for common existing lighting equipment. If verifiable project-specific values are available, use them instead of values from these tables and provide documentation/evidence of wattage.

T12 Fluorescent Fixtures			
Description	Number of Lamps	Fixture Watts	
		Energy Saving Magnetic Ballast	Electronic Ballast
F40T12 4' 34W	1	42	31
F40T12 4' 34W	2	67	60
F40T12 4' 34W	3	104	91
F40T12 4' 34W	4	144	119
F40T12 4' 40W	1	41	38
F40T12 4' 40W	2	87	71
F40T12 4' 40W	3	141	107
F40T12 4' 40W	4	172	134
F48T12 HO 4' 60W	4	263	-
F40T12 U-bend 34W	1	42	31
F40T12 U-bend 34W	2	67	60
F40T12 U-bend 40W	1	41	38
F40T12 U-bend 40W	2	87	71
F96T12 8' 60W	1	74	67
F96T12 8' 60W	2	113	105
F96T12 8' 75W	1	94	84
F96T12 8' 75W	2	145	133
F96 T12 HO 8' 95W	2	203	170
F96 T12 HO 8' 110W	2	238	205
F96 T12 VHO 8' 185W	2	398	-

Mercury Vapor Fixtures (magnetic ballast)	
Description	Fixture Watts
75W	95
100W	122
175W	205
250W	285
400W	454

T5 Fluorescent Fixtures (electronic ballast)		
Description	Number of Lamps	Fixture Watts
F28T5 4' 28W	1	32
F28T5 4' 28W	2	64
F54T5HO 4' 54W	1	62
F54T5HO 4' 54W	2	120
F54T5HO 4' 54W	3	181
F54T5HO 4' 54W	4	242
F54T5HO 4' 54W	6	363

Standard T8 Fluorescent Fixtures			
Description	Number of Lamps	Fixture Watts	
		Energy Saving Magnetic Ballast	Electronic Ballast
F32T8 4' 25W	1	-	26
F32T8 4' 25W	2	-	43
F32T8 4' 25W	3	-	63
F32T8 4' 25W	4	-	85
F32T8 4' 28W	1	-	25
F32T8 4' 28W	2	-	48
F32T8 4' 28W	3	-	72
F32T8 4' 28W	4	-	97
F32T8 4' 30W	1	40	31
F32T8 4' 30W	2	82	54
F32T8 4' 30W	3	-	77
F32T8 4' 30W	4	-	104
F32T8 4' 32W	1	35	32
F32T8 4' 32W	2	68	58
F32T8 4' 32W	3	100	85
F32T8 4' 32W	4	131	110
F32T8 U-bend 32W	1	37	31
F32T8 U-bend 32W	2	74	58
F32T8 4' 32W (high ballast factor)	4	147	
F32T8 4' 32W (high ballast factor)	6	220	
F32T8 4' 32W (high ballast factor)	8	294	

Pulse Start Metal Halide Fixtures (energy saving magnetic ballast)	
Description	Fixture Watts
70W	85
100W	118
125W	141
150W	173
175W	189
200W	218
250W	272
320W	342
350W	375
400W	425

Metal Halide Fixtures (probe start, magnetic ballast)	
Description	Fixture Watts
70W	93
100W	125
150W	173
175W	208
250W	290
400W	455
1000W	1080

High Pressure Sodium Fixtures (magnetic ballast)	
Description	Fixture Watts
70W	86
100W	130
150W	188
200W	240
250W	290
310W	365
400W	457
600W	665
750W	840
1000W	1100

**INCENTIVE OFFER:** Projects must be implemented (completed) between January 1, 2024 and December 31, 2024. Projects must result in reduced electric energy usage due to improvement in the system efficiency; control upgrades may also qualify. Reduced electric use resulting from peak shaving, demand limiting, power generation, renewable energy (including solar PV and wind), or operating schedule changes will not qualify. This application form is for facilities with a commercial or industrial electric meter or rate code. Farms with a residential or commercial meter may also apply. Other businesses with a residential meter must use the residential programs.

**COMPLIANCE:** a) All projects must comply with applicable federal, state, and local laws, and building codes. b) All equipment must be new or retrofitted with new components per the program specifications. Used equipment is not eligible for incentives. Leased equipment must receive pre-approval BEFORE project initiation or entering into the equipment lease. Existing equipment must be permanently disconnected or removed and not reused elsewhere. c) New equipment must meet specification requirements. d) For prescriptive programs, new equipment must be operational when the application is submitted. e) Only one incentive will be granted for each project. f) Members may submit multiple projects in a calendar year; however, the incentive totals may not exceed the annual incentive cap without utility authorization. g) New construction projects will be considered with prior review and authorization. Note that the measures and incentives listed on the application form are typically intended for retrofit projects; not all measures listed may be available for new construction projects. h) If the project is in a leased building, the term of the lease must be at least three (3) years and a copy of the lease may be requested. i) Up to 24 months of utility usage information may be requested.

**DELIVERY:** Applications must be submitted online.

**PRESCRIPTIVE APPLICATIONS:** Pre-approval is not required for prescriptive incentives unless otherwise specified. However, an incentive will not be provided for projects or equipment that does not precisely meet the requirements provided on the prescriptive application form. Applications must have complete information and be submitted with the supporting documentation specified on the form instructions. Unless otherwise specified, incentives for prescriptive measures may not exceed 75 percent of the total project cost, including materials, sales tax, external labor (i.e. contracted labor), permits, equipment rental, and disposal. To qualify, lighting must be used a minimum of 1,800 hours per year and other equipment must operate a minimum of 1,500 hours per year, unless otherwise specified.

**CUSTOM APPLICATIONS:** Pre-approval is strongly encouraged for all custom projects. If your project does not fit the descriptions on the standard prescriptive incentive application form, it may qualify for a custom incentive. Applications must have complete information and be submitted with the calculations and supporting documentation specified on the form instructions. Unless otherwise specified, incentives for custom measures may not exceed 75 percent of the total project cost, including materials, sales tax, external labor (i.e. contracted labor), permits, equipment rental, and disposal. Note: Internal labor (i.e. non-contracted labor) may not be included in the cost of the project.

**PAYMENT:** Once completed paperwork is submitted, incentive payments are usually mailed within six to eight weeks. Incentive payments are made by check, and may arrive in multiple checks. Incomplete applications will either delay payments or result in denial of application approval. Great Lakes Energy reserves the right to refuse payment and participation if the member or trade ally violates program terms and conditions. Great Lakes Energy must receive 100 percent of the energy savings for the rated life of the product(s) or for a period of three (3) years from receipt of incentive, whichever is less. If the project does not provide the energy savings, if the facility in which the installed projects are located closes or ceases operation within three (3) years from receipt of incentive, or if you cease to be a member of Great Lakes Energy during the following three (3) years, you shall refund a prorated amount of incentive dollars based on the time installed.

**THIRD-PARTY PAYEES:** The Great Lakes Energy member may authorize payment of the incentive directly to a landlord, trade ally, or other third-party payee by selecting the appropriate box in Section 4 on page 2 of the application. In all cases, the third-party payee must either complete Section 5 on page 2 of the application or submit an IRS Form W-9. Program staff reserve the right to contact the member to confirm third-party payee requests.

**TRADE ALLY INFORMATION:** The term "trade ally" refers to the company or contractor who provides or installs equipment for the Great Lakes Energy member. If the project was completed by more than one trade ally (e.g., equipment was purchased from one trade ally but installed by another) and the incentive is being paid to the co-op member, enter the information of the trade ally who installed the equipment in the Trade Ally (Contractor) Information section on page 2 of the application. Trade allies participating in the program must adhere to standards of acceptable business behavior and performance.

**INSPECTION:** Program staff reserve the right to conduct pre-inspections and post-inspections of proposed and installed projects. Some projects may require site verification or phone verification before the incentive will be processed.

**PUBLICITY:** Great Lakes Energy reserves the right to publicize your participation in this program, unless you specifically request otherwise.

**PROGRAM DISCRETION:** Incentives are available on a first-come, first-served basis. Incentive amounts and offerings are subject to change or termination without notice at the discretion of Great Lakes Energy.

**LOGO USE:** Members or trade allies may not use the Great Lakes Energy name or logo in any marketing, advertising, or promotional material without written permission.

**DISCLAIMERS:** Great Lakes Energy: 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 member as a result of the payment of incentives; c) does not expressly or implicitly warrant the performance of installed equipment or contractor's quality of work (contact your contractor for detailed 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 caused by the installation of the equipment or for any damage caused by the malfunction of the installed equipment; f) is not responsible for items (incentive applications, supporting documentation, and/or incentive checks) lost or damaged in the mail.

**ELIGIBILITY:** These incentives are offered to Great Lakes Energy members with active electric service in Michigan only. For questions regarding eligibility, call 888.485.2537 ext. 8957.

**INFORMATION RELEASE:** The member requests and authorizes Great Lakes Energy to release electric usage for the preceding 24 months to Energy Wise program staff, in order to participate in the program. The authorization to release information expires automatically two (2) years after signature date. The member agrees that the program and their contractors may include the member's name, address, electric account number, electric services, and resulting energy savings ("Information") in a database hosted by a contractor of the program and such information may be included in reports or other documentation submitted to Great Lakes Energy, and their contractors and/or the Michigan Public Service Commission ("Reports"). Such parties will treat such information as confidential and the Information in the Reports shall only be in the aggregate.

**RELEASE/INDEMNIFICATION:** Payment of incentives under the Energy Wise program and/or evaluation of applications for incentives shall not deem the program or any of its affiliates, employees, contractors, or agents ("Energy Efficiency Parties") to be responsible for any work completed in connection herewith. The applicant fully releases Energy Efficiency Parties from any and all claims it may have against Energy Efficiency Parties in connection with this application, the incentives, or the work performed in connection with them. In addition, the applicant agrees to defend, indemnify and hold Energy Efficiency Parties harmless from and against any and all claims, losses, demands, or lawsuits by any third parties arising in connection with this application, the payment or non-payment of incentives, or any work performed in connection with them. The member hereby releases Great Lakes Energy from any and all liability arising from or connected with releasing the information to the program set forth herein.

**NON-DISCLOSURE:** The Energy Wise program agrees not to disclose project information, such as pricing, proprietary equipment specifications, or other intellectual property. Such information will be used by program staff only for the purpose of validating and fulfilling incentive applications. Such information will not be shared outside of the program.

**ANNUAL MEMBER INCENTIVE CAP:** Incentives are available on a first-come, first-served basis; apply early. Incentive budgets are limited, therefore total annual incentive amount per member may be limited as follows: Business or farm with a commercial utility rate code – \$30,000 cap. Farm with a residential utility rate code – \$15,000 cap. If a larger incentive amount is needed to enable your project to move forward, please call to request pre-approval prior to beginning your project.