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Your First Source for
Energy Savings

Standard Lighting Incentives for Business Program

The Standard Lighting Incentives for Business Program from Ohio Edison, The Illuminating Company, and Toledo Edison, FirstEnergy's Ohio utilities (FirstEnergy) offers incentives and information to encourage participants to install high-efficiency lighting equipment. The program is funded by Ohio Edison, The Illuminating Company, and Toledo Edison nonresidential electric utility customers in Ohio in accordance with Senate Bill 221.

Effective Dates

To qualify for incentive levels on this application form, equipment must have been purchased on or after April 11, 2011 and have been installed by October 11, 2011.

Eligible Participants

The Standard Lighting Incentives for Business program is available to existing facilities of commercial, industrial, and governmental retail customers of FirstEnergy in Ohio. New construction projects and the portion of building addition projects that increase a facility's footprint are not eligible for incentives through this program. In both cases, these projects may take advantage of a separate program.

Similarly, residential customers may take advantage of separate programs.

Pre-Approval Requirements

Program pre-approval is optional.

All participants are encouraged to seek program approval of their lighting equipment prior to purchase to ensure it meets program requirements and is eligible for incentives.

Limitations

The total incentive requested for an individual project through the FirstEnergy Standard Lighting Incentives for Business program may not exceed \$3,000. If a project qualifies for more than \$3,000 in incentives, the project may be eligible for the Non-Standard Lighting for Business program. Please contact a program representative for details.

All incentives available from FirstEnergy's commercial and industrial program are limited to the total project cost.

Questions?

If you have questions, please review the FAQ section of the program website at www.energysaveohio.com. This information is being updated regularly.

Specific questions can also be sent to program representatives via email at energysaveOH@saic.com

How Do I Apply for Incentives?

Please review the Business Program Terms and Conditions and application requirements.

Step 1: Review program materials to confirm the energy efficiency measures meet program requirements. Visit www.energysaveohio.com, review the Participant Manual or contact us at 1-866-578-5220 with questions.

Step 2: Complete the program application and attach a copy of supporting technical documentation required to verify that installed equipment meets program efficiency levels, such as manufacturers' cut sheets.

Sign the application form and submit a complete application package to the program manager for consideration, review and approval. Incomplete applications will not be considered and will be returned to the applicant for completion.

A complete application package includes:

- A signed application form, listing the quantities of installed fixtures included in your project.
- A dated proof of purchase (if waiving pre-approval)
- A copy of IRS form W-9
- Manufacturers' specification (cut) sheets for each installed fixture type to verify that the equipment meets the program efficiency levels.

Please highlight the following information on the cut sheets:

- For all ballasts:
 - Designation that ballasts are electronic
 - Ballast factors
- For all lamps (bulbs):
 - Initial lumens
 - Mean lumens
 - Wattage

Complete application packages must be returned via email, fax, or hardcopy:

Mail: **FirstEnergy Standard Lighting Incentives for Business Program**
8870 Darrow Road
Suite F106-243
Twinsburg, OH 44087
Fax: 440-201-6936
Email: energysaveohio@saic.com

Step 3: The program manager will notify the applicant via email when the review is complete and funds have been reserved. If pre-approval is sought, participants may purchase and install their energy efficient equipment upon notification of pre-approval.

Step 4: For pre-approved projects, once the project is complete, you should review your approved application for any changes to the project that occurred during installation and make the needed corrections. Resubmit the application, along with a dated proof of purchase, to the program for incentive payment.

Applications and supporting technical documentation will be reviewed by program staff. An onsite inspection may be conducted to verify the installation. Upon receipt and verification of all required documentation, the incentive check will be processed and mailed to the applicant or to an authorized representative, if requested on the application.

To confirm tax status, all applicants (including tax exempt entities) must submit a W-9 with Tax Identification associated with the incentive recipient to enable processing. Incentives will not be paid until W-9s have been received.

www.energysaveohio.com

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CUSTOMER AND PROJECT INFORMATION

Customer Information

Company Name:		Utility Company: Ohio Edison The Illuminating Company Toledo Edison		
Tax ID (SSN/FEIN):		Account Number (Required)		
Mailing Address (check mailed to):	City:	State:	Zip:	
Contact Name/Title:				
Email Address:	Telephone:	Fax:		
Physical installation Address (if different from above):	City:	State:	Zip:	
How did you hear about the program? Program Contact Utility Contact Program Ally Direct Mail Mass Media Seminar FE Account Manger _____ Program Administrator _____ Other _____				

Contractor / Program Ally Information – if applicable

Company Name:	Contact Name/Title:			
Mailing Address:	City:	State:	Zip:	
Email Address:	Telephone:	Fax:		

Authorization for Incentive Payment to Third Party

Please note that payment will be made to Contact at Company listed above unless Third Party payment is authorized.
If check is to be paid to a Third Party, please fill this Authorization box completely.

Payable To:	Representative Contact:	
Mailing Address:		
Phone:	Email Address:	Tax ID (SSN/FEIN):
Customer Contact Signature: _____		
Print Name: _____ Date: _____		

Facility / Project Information

Facility Type (check one): Education – Primary School Education – Secondary School Education – Community College Education – University Grocery Medical – Hospital Medical – Clinic Lodging Hotel (Guest Rooms) Lodging Motel Manufacturing – Light Industrial Multifamily – Common Areas Office – Large Office – Small Restaurant – Sit-Down Restaurant – Fast-Food Retail – 3-Story Large Retail – Single-Story Large Retail – Small Storage – Conditioned Storage – Unconditioned Warehouse Other: _____	Please choose the best description of the predominant space type included for this project (check one): Air Conditioned Space No Air Conditioning Freezer Space Refrigerated Space	Customer Class (Check all that apply): Not-for-Profit Multifamily Commercial Industrial Government (State, County or Municipal) Institutional Low Income Federal Government <i>Note: Residential customers may take advantage of a different program.</i>
	New Construction Existing Facility	Facility Size (approx. sq.ft.):
	Is natural gas available at your facility? Yes No	
	Start Date (YYYY-MM-DD) _____ Completion (YYYY-MM-DD) _____ Estimated Equipment Cost: _____ Estimated Total Project Cost: _____	
	Brief Description of Existing Equipment (i.e. – “Predominant fixture type is 2-lamp T12 fluorescent with magnetic ballast”)	

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EQUIPMENT & ELIGIBILITY REQUIREMENTS

Linear Fluorescent	Equipment Requirements	Program Incentive Code	Total Fixture Qty Per Line	Total Lamp Qty per Line	Total Ballast Qty Per Line	Type of Measure	Incentive Amount (\$)	Incentive Unit	Total Incentive	
	For High Bay Fixtures (15 feet and higher) the required Ballast Factor for T8 is 1.14 or greater. Both lamps and ballast must be replaced to qualify. Electronic Ballast is required.	LFL1A					T8 High Bay, 4' 3 to 4 lamps	89.00	Per Fixture	
		LFL1B					T8 High Bay, 8' 4 lamps	110.00	Per Fixture	
		LFL1C					T8 High Bay, 4' More than 4 lamps	186.00	Per Fixture	
	For High Bay Fixtures (15 feet and higher) the required Ballast Factor for T5 is 1.0 or greater. Both lamps and ballast must be replaced to qualify. Electronic Ballast is required.	LFL1D					T5 High Bay 3 to 4 lamps	134.00	Per Fixture	
		LFL1E					T5 High Bay more than 4 lamps	288.00	Per Fixture	
	Both lamps and ballast must be replaced to qualify. Electronic Ballast is required.	LFL2A					High Efficiency/Low Bay T5 2 to 4 lamps	119.00	Per Fixture	
		LFL2B					High Efficiency/Low Bay T5 More than 4 lamps	86.00	Per Fixture	
	High Efficiency T8 Lamp and Ballast combination must have a minimum lamp efficacy of at least 82 Lumens per Watt for all lamp lengths. Both lamps and ballast must be replaced to qualify. Electronic Ballast is required.	LFL3A					High Efficiency/Low Bay T8, 2' 2 lamps	19.00	Per Fixture	
		LFL3B					High Efficiency/Low Bay T8, 4' 2 lamps	10.00	Per Fixture	
LFL3C						High Efficiency/Low Bay T8, 8' 2 lamps	11.00	Per Fixture		
LFL3D						High Efficiency/Low Bay T8, 4' 3 to 4 lamps	23.00	Per Fixture		
LFL3E						High Efficiency/Low Bay T8, 4' More than 4 lamps	33.00	Per Fixture		
LFL3F						High Efficiency/Low Bay T8, 8' 4 lamps	22.00	Per Fixture		
Both lamps and ballast must be replaced to qualify. Electronic Ballast is required.	LFL5A					T8, 17 or 25 W, 2' or 3' 1 to 2 lamps	19.00	Per Fixture		
	LFL5B					T8, 17 or 25 W, 2' or 3' 3 to 4 lamps	40.00	Per Fixture		
Total Equipment Incentive A (through 10/11/2011):										

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Retrofit Existing Fixtures	Equipment Requirements	Program Incentive Code	Total Fixture Qty Per Line	Total Lamp Qty per Line	Total Ballast Qty Per Line	Type of Measure	Incentive Amount (\$)	Incentive Unit	Total Incentive	
	25- or 28-watt T8 reduced wattage lamps with a minimum efficacy of 90 lumens per watt	RLRB2A					25 W Reduced Wattage T8 1 to 2 Lamp	24.00	Per Fixture	
		RLRB2B					25 W Reduced Wattage T8 3 to 4 Lamp	56.00	Per Fixture	
		RLRB3A					28 W Reduced Wattage T8 1 to 2 Lamp	15.00	Per Fixture	
		RLRB3B					28 W Reduced Wattage T8 3 to 4 Lamp	38.00	Per Fixture	
Total Equipment Incentive B (through 10/11/2011):										

Compact Fluorescent	Equipment Requirements	Program Incentive Code	Total Fixture Qty Per Line	Total Lamp Qty per Line	Total Ballast Qty Per Line	Type of Measure	Incentive Amount (\$)	Incentive Unit	Total Incentive	
	Minimum lamp wattage ≥ 5 W.	CFL1					Screw-In Compact Fluorescent	1.00	Per Lamp	
		CFL2					Hard-Wired Compact Fluorescent	15.00	Per Lamp	
Total Equipment Incentive C (through 10/11/2011):										

LED Exit Signs	Equipment Requirements	Program Incentive Code	Total Fixture Qty Per Line	Total Lamp Qty per Line	Total Ballast Qty Per Line	Type of Measure	Incentive Amount (\$)	Incentive Unit	Total Incentive
	Signs must replace an existing incandescent or fluorescent exit sign.	LED1					LED Exit Sign One or two-sided signs	10.00	Per Fixture
Total Equipment Incentive D (through 10/11/2011):									

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Lighting Controls	Equipment Requirements	Program Incentive Code	Total Fixture Qty Per Line	Total Lamp Qty per Line	Total Ballast Qty Per Line	Type of Measure	Incentive Amount (\$)	Incentive Unit	Total Incentive	
	<p>Only controls for INTERIOR light fixtures are eligible.</p> <p>May not have a manual override "ON" switch that would prevent controls from turning the fixtures off.</p>	LCT1					Photo Controls for Daylight Harvesting, for up to 500 W (interior)	25.00	Per Sensor	
DESCRIBE pre-existing photosensor controls if applicable (for example, "3-lamp, 4' T12s; 100W per sensor"):					DESCRIBE new occupancy sensors:					
Lighting Fixture Type		Watts Controlled per Sensor			Lighting Fixture Type		Watts Controlled per Sensor			
	LCT2					Occupancy Sensor Controls, for up to 500 W	25.00	Per Sensor		
	DESCRIBE pre-existing photosensor controls if applicable (for example, "3-lamp, 4' T12s; 115W per sensor"):					DESCRIBE new occupancy sensors (for example, "3-lamp, 4'T8s, 82W per sensor"):				
	Lighting Fixture Type		Watts Controlled per Sensor			Lighting Fixture Type		Watts Controlled per Sensor		
Total Equipment Incentive E (through 10/11/2011):										

Total Equipment Incentives A+B+C+D+E:	
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BUSINESS PROGRAM TERMS & CONDITIONS

Definitions	<p>FIRSTENERGY COMPANIES (“THE COMPANY” OR “COMPANIES”) – Toledo Edison, The Illuminating Company, and Ohio Edison.</p> <p>PROGRAM or Programs – Companies’ programs approved by the Public Utilities Commission of Ohio (“PUCO”) for implementation under Ohio Senate Bill 221. This application relates to the Business programs supporting energy efficiency in the Companies’ Commercial and Industrial customer facilities including, municipal, government and institutional facilities.</p> <p>PROGRAM MANAGER – The party contracted by the Companies for management of the Programs.</p> <p>ENERGY-EFFICIENCY MEASURES – Any equipment or action eligible to receive a Program Incentive payment under the Program.</p> <p>PARTICIPANT (or PARTICIPATING CUSTOMERS) – Those non-residential electric retail service eligible customers of the Companies who participate in this Program.</p> <p>PROGRAM INCENTIVES – Refers to the monetary incentive, rebate or service that the Program provides to participating customers pursuant to the Program.</p>
Eligibility	<p>“Participant” or “Participants” are Program customers identified above served by Toledo Edison, The Illuminating Company, and Ohio Edison as defined above. Residential customers are not eligible for incentives through the Commercial and Industrial Programs. Incentives are awarded only to Participants, or their assigned agents, for qualifying equipment (“Energy Efficiency Measures”) that is installed in the State of Ohio at the location identified in this Application, and such Participants are responsible for compliance with the Terms and Conditions set forth herein.</p>
Compliance	<p>The Participant is responsible to comply with all applicable laws, rules and regulations, and to comply with all federal, state, and local codes.</p>
Publicity	<p>With Participant’s written permission, the Companies may publicly recognize participation in the Programs and disclose information relating to the Participant’s participation in the program, including such data as: projected project energy savings, the incentive amount, and other similar information.</p>
Application and Eligibility Process	<p>The Programs provide for payment of incentives after the installation of qualified energy efficiency measures and review of final documentation for compliance with program requirements by the Program Manager. In order to be eligible for incentives, a Participant, or an agent (contractor/vendor) authorized by the Participant, must submit a properly completed pre-installation application package, including an application and technology worksheets, to the Program Manager before the equipment is purchased. If eligible, the Participant will receive an approval letter with the estimated incentive amount and the date by which the equipment must be purchased and installed for the approval to remain in effect.</p> <p>After installation is completed, the Participant must finalize and resubmit the completed equipment application reflecting the “as built” project, along with the invoice, the manufacturer’s equipment performance sheet, and any other required documentation as may be specified on the application or in the program’s initial approval letter. Applications must be filled out completely, truthfully and accurately, and include signatures of the Participant and its authorized agents (as appropriate). Final payment will be based on the “as-built” documentation provided with the final project application.</p> <p>Exceptions: Standard Lighting, HVAC or motor equipment purchased with a total incentive of less than \$3,000, do not require pre-approval from the Program Manager before the purchase or installation of equipment. However, such applications must be submitted no later than nine months following equipment Proof of Purchase date to be considered for payment.</p>
Dates of Program	<p>Incentives are available for eligible Energy Efficiency Measures for which equipment is purchased and installed on or after April 11, 2011. Dated Proof of Purchase and complete documentation will be required with final applications for the participant to be eligible for incentive payment. The program is subject to revision or termination at any time by the Companies.</p>
Installation Schedule Requirements	<p>Pre-approved projects will receive approval letters defining terms for payment and a commitment expiration date. If the Participant: (1) has not engaged in installation of the pre-approved project; and (2) has not applied to the Program Manager for a project extension within 90 days for all from the date the Program Manager pre-approves the project, the Program Manager may cancel Participant’s application without liability.</p>
Acceptable Proof of Purchase	<p>Acceptable forms of Proof of Purchase include paid invoices or receipts. The documentation must show item numbers, quantities and descriptions that are of sufficient detail to verify that the installed equipment meets efficiency requirements. Additionally, the post-installation documentation must include manufacturers’ specifications (“cut sheets”) that list the efficiency ratings of the equipment. <i>The Program Manager may, at its sole discretion, accept other forms of proof of purchase.</i></p>
Evaluation, Measurement and Verification	<p>The Program Manager may, but is not obligated to, conduct an inspection of the facility to verify pre- and post-installation conditions or verify documentation prior to incentive payment, at any time after receipt of applications and up to 5 years after payment of incentives. In addition, the Ohio Public Utility Commission and the Companies will engage Evaluation Measurement and Verification (“EM&V”) contractors to evaluate program performance which may involve additional visits. The applicant must provide reasonable access to the facility, the equipment, and related documentation and data. The Companies or their agents may install simple/standard metering devices on equipment for program data collection, measurement and verification purposes. The Companies and their agents are not obligated to pay any incentive awards until it has performed a satisfactory post-installation verification, unless it has waived this requirement. If the Program Manager determines that the equipment was not installed in a manner consistent with the approved application, or if non-qualifying equipment was installed, it may require changes before making payment.</p> <p>If qualifying equipment cannot be located at the Participant’s facility or is not installed in a manner consistent with the provisions of these Terms and Conditions, the Companies may seek recovery of the incentives paid.</p>
Assignment	<p>The Participant may assign Program Incentives to a specified third party.</p>
Participating Customer’s Certification	<p>Participant certifies that he/she purchased and installed the equipment listed in its application at its defined Ohio location listed therein. Participant agrees that all information is true and that he/she has conformed to all of the program’s eligibility requirements, terms and conditions.</p>

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Incentive Amounts	Program Incentives will equal either: a) the approved Program Incentive amount reflecting incentives in effect at the time of approval, or b) the actual equipment cost of the Energy-Efficiency Measure, whichever is less, as determined by the Program Manager. Please allow ninety (90) business days for delivery of the Program Incentive. Applications requiring post-installation inspections and unanticipated high volume of activities may require additional time. If information is missing or incorrect on the application, processing and delivery of the Program Incentive may also require additional time.
Taxes	Incentives received by the Participant under this Application may be taxable by the federal, state, and local government. The Participant is responsible for declaring and paying all such taxes. Companies shall have no liability or obligation for any taxes.
Indemnification and Limits of Liability	<p>The Participant shall protect, indemnify, and hold harmless the Companies' and their parents, subsidiaries, affiliates, agents, contractors, employees, officers and directors from and against all liabilities, losses, claims of death or injury or other damages, judgments, penalties, causes of action, costs and expenses (including, without limitation, attorney's fees and expenses) incurred by or assessed against the Companies or their and their parents, subsidiaries, affiliates agents, contractors, employees, officers and directors arising out of or relating to the performance of this Application or arising out of or relating to the installation, use and maintenance of the equipment, designs, practices or methods involved in this Participant's project.</p> <p>In no event shall any indemnified party be liable for any punitive, exemplary, special, indirect, incidental or consequential damages (including, but not limited to, lost profits, lost business opportunities, loss of use or equipment down time, and loss of or corruption to data) arising out of or relating to this Agreement or Program, regardless of the legal theory under which such damages are sought.</p>
Warranties	<p>The Companies and their parents, subsidiaries, affiliates, agents, contractors, employees, officers and directors make no express or implied warranties regarding the performance of installed equipment, the quality of any contractor's work, or that the equipment will result in any energy or cost savings.</p> <p>THE COMPANIES AND THEIR AND THEIR PARENTS, SUBSIDIARIES, AFFILIATES, AGENTS, CONTRACTORS, EMPLOYEES, OFFICERS AND DIRECTORS DO NOT ENDORSE, GUARANTEE, OR WARRANT ANY PARTICULAR MANUFACTURER OR PRODUCT, AND THEY PROVIDE NO WARRANTIES, EXPRESSED OR IMPLIED, INCLUDING ANY IMPLIED WARRANTY OF MERCHANTABILITY OR IMPLIED WARRANTY OF FITNESS FOR ANY PRODUCT OR SERVICES. THE COMPANIES ARE NOT LIABLE OR RESPONSIBLE FOR ANY ACT OR OMISSION OF ANY CONTRACTOR (IF ANY). THE CUSTOMER'S WARRANTIES ARE LIMITED TO ANY WARRANTIES THAT MAY BE PROVIDED BY CONTRACTORS, VENDORS OR EQUIPMENT MANUFACTURER. NEITHER THE COMPANIES NOR THEIR CONSULTANTS ARE RESPONSIBLE FOR ASSURING THAT THE DESIGN, ENGINEERING AND CONSTRUCTION OF THE FACILITY OR INSTALLATION OF THE EQUIPMENT IS PROPER OR COMPLIES WITH ANY PARTICULAR LAWS, CODES, OR INDUSTRY STANDARDS. THE COMPANIES DO NOT MAKE ANY REPRESENTATIONS OF ANY KIND REGARDING THE RESULTS TO BE ACHIEVED BY THE ENERGY EFFICIENCY MEASURES OR THE ADEQUACY OR SAFETY OF SUCH MEASURES.</p>
Recycling (Proper Disposal of Waste)	The Companies and their parents, subsidiaries, affiliates, agents, contractors, employees, officers and directors are not responsible for the proper disposal or recycling of any waste generated as a result of this project.
Endorsement (Product/Vendor Neutrality)	The Companies and their parents, subsidiaries, affiliates, agents, contractors, employees, officers and directors do not endorse any particular market provider, manufacturer, product, labor or system design by offering this Program.
Termination	<p>Incentives are available for energy efficiency measures on a first-come, first-served basis subject to the availability of funds. Program availability, program terms and equipment eligibility may change without notice at the discretion of the Companies.</p> <p>Submission of any application does not give rise to any obligation to make any incentive payment by the Companies and their parents, subsidiaries, affiliates, agents, contractors, employees, officers and directors.</p>

ACKNOWLEDGEMENT

For faster application processing, please be sure to include the following items with your application form:

Complete Application (Customer and Project Information page, Equipment page, and Acknowledgement page)

Utility Account number (on Customer and Project Information page)

Manufacturer specifications/technical cut sheets for all proposed fixtures. PLEASE BE SURE TO CIRCLE OR HIGHLIGHT THE RELEVANT INFORMATION (i.e. – ballast factor, fixture wattage, lamp lumens, etc)

W-9 form with Tax Identification associated with the incentive recipient (please submit with final application to facilitate faster incentive payment)

I read, understand and am in compliance with all rules and regulations concerning this Program. I certify that all information provided is correct to the best of my knowledge, and I give the Companies permission to share my records with the Ohio Public Utility Commission, or its contractors, who plan to evaluate my energy usage. Additionally, I will allow reasonable access to my property to verify the installation and performance of the Energy Efficiency Measures that are eligible for incentives under the Programs. I also understand that all materials removed must be permanently taken out of service and disposed of in accordance with all applicable local codes and ordinances.

Signature: _____ Date (YYYY-MM-DD): _____

Print Name: _____ Title: _____

By signing, I certify that I have read, understood and agree to the terms and conditions listed above and are authorized to sign on behalf of the participant.

INSTRUCTIONS: After clicking Submit above, if a new email message appears with this completed form attached, simply click 'Send' and you're done. You can then save a copy of the completed form to your hard drive if you wish.

If a new email message does not appear, you'll need to save this completed form to your desktop, then create a new email message addressed to energysaveohio@saic.com, attach the file you just saved, then send.