



# ENERGY SAVINGS FOR BUSINESS

*Investing to keep businesses competitive*



## Lighting Systems Checklist

April 6, 2021  
Version 1.0



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## INTRODUCTION

This document is intended as a guide to support the submission of accurate and complete Lighting Systems project applications. All applicants with Lighting Systems should ensure the application meets the Eligibility Requirements set out in the Participant Terms and Conditions, Contractor Code of Conduct and Eligible Measures List. The applicant must submit the requested documentation and answer the questions contained within this document.

This checklist includes guidance for what needs to be entered in each input field at Step 4 and Step 5 of the Application process. Step 5 specifically describes which documents need to be uploaded and their purpose.

## GUIDANCE ON APPLICATIONS

The following sections provide guidance on Lighting Systems applications, ensuring that they are complete, accurate and comprehensive.

The applicant and/or contractor will also need to provide the following information in Step 4 and Step 5 of the application submission, as further described in the tables below.

## STEP 4 OF PRE-PROJECT APPLICATION

### ACCENT & TRACK LIGHTING

| Field                                      | What to Enter   | How Data or Input Provided is Used   |
|--|---|--|
| ENERGY STAR ID                             | Enter ENERGY STAR ID for the measure (available at <a href="https://www.energystar.gov/productfinder/?s=mega">https://www.energystar.gov/productfinder/?s=mega</a> ). | <ul style="list-style-type: none"> <li>• Review of measure.</li> <li>• ENERGY STAR ID is used to populate data about the feature in other pre-populated fields.</li> </ul> |
| Quantity                                   | Enter the number of measures being installed.   | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul>   |
| Specification Sheet                        | <p>Upload the specification sheet for the measure.</p> <p>Indicate/circle which specific equipment is being used for project.</p>                                     | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Building Type Installed                    | Define the building type in the text field e.g., Retail, Warehouse, Industrial, Office, Theatre, Private School, Private Healthcare etc.                              | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Lighting Technology Wattage Being Replaced | Specify the total wattage of the lighting being replaced.   | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>   |
| Estimated Annual Hours of Operation        | Enter the estimated annual hours of operation for one fixture.  | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>   |
| Location Installed                         | Indicate the location where it is installed in the building e.g., Office, Maintenance Room, Freezer, Ceiling, Outdoor Wall etc.                                       | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Equipment & Material Costs                 | Enter equipment and material costs as indicated on the invoice/final quote.   | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul>   |
| Labour Cost                                | Enter labour costs as indicated on the invoice/final quote  | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul>   |
| Design Cost                                | Enter design costs and include all other costs as indicated on the invoice/final quote.   | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul>   |

## BAY LED LIGHTING

| Field  | What to Enter  | How Data or Input Provided is Used   |
|--|--|--|
| Quantity   | Enter the number of measures being installed.  | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |
| Specification Sheet                              | Upload the specification sheet for the measure.<br><br>Indicate/circle which specific equipment is being used for project.   | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Building Type Installed                          | Define the building type in the text field e.g., Retail, Warehouse, Industrial, Office, Theatre, Private School, Private Healthcare etc.   | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Lighting Technology Wattage Being Replaced       | Specify the total wattage of the lighting being replaced.  | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>                 |
| Lighting Technology Being Replaced – Bay Fixture | Select from the list the technology being replaced: <ul style="list-style-type: none"> <li>• Metal Halide</li> <li>• High Pressure Sodium</li> <li>• TSHO</li> <li>• T5</li> <li>• T8</li> <li>• T12</li> <li>• Incandescent</li> <li>• Other</li> </ul> | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>                 |
| Estimated Annual Hours of Operation              | Enter the estimated annual hours of operation for one fixture.   | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>                 |
| DLC ID   | Enter Product ID for the measure (available at <a href="https://www.designlights.org/search/">https://www.designlights.org/search/</a> ).  | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| DLC Category                                     | Enter category of the measure (available at <a href="https://www.designlights.org/search/">https://www.designlights.org/search/</a> ).   | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Lumen Output                                     | Enter the lumen value as provided in the specification sheet.  | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Location Installed                               | Indicate the location where it is installed in the building e.g., Office, Maintenance Room,  | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |

|                            |   |  |
|----------------------------|---|--|
|                            | Freezer, Ceiling, Outdoor Wall etc.   |  |
| Equipment & Material Costs | Enter equipment and material costs as indicated on the invoice/final quote.             | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |
| Labour Cost                | Enter labour costs as indicated on the invoice/final quote.                             | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |
| Design Cost                | Enter design costs and include all other costs as indicated on the invoice/final quote. | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |

## DOWNLIGHT FIXTURES AND RETROFIT KITS

| Field   | What to Enter   | How Data or Input Provided is Used   |
|---|---|--|
| ENERGY STAR ID  | Enter ENERGY STAR ID for the measure (available at <a href="https://www.energystar.gov/productfinder/?s=mega">https://www.energystar.gov/productfinder/?s=mega</a> ).                                       | <ul style="list-style-type: none"> <li>Review of measure.</li> <li>ENERGY STAR ID is used to populate data about the feature in other pre-populated fields.</li> </ul> |
| Quantity  | Enter the number of measures being installed.   | <ul style="list-style-type: none"> <li>Calculate eligible incentive.</li> <li>Post-project QA/QC.</li> </ul>   |
| Specification Sheet   | <p>Upload the specification sheet for the measure.</p> <p>Indicate/circle which specific equipment is being used for project.</p>   | <ul style="list-style-type: none"> <li>Post-project QA/QC.</li> </ul>  |
| Building Type Installed   | Define the building type in the text field e.g., Retail, Warehouse, Industrial, Office, Theatre, Private School, Private Healthcare etc.  | <ul style="list-style-type: none"> <li>Post-project QA/QC.</li> </ul>  |
| Lighting Technology Wattage Being Replaced                                | Specify the total wattage of the lighting being replaced.   | <ul style="list-style-type: none"> <li>Used for estimating energy savings achieved.</li> </ul>   |
| Lighting Technology Being Replaced – Downlight Fixtures and Retrofit Kits | <p>Select from the list the technology being replaced:</p> <ul style="list-style-type: none"> <li>T5</li> <li>T8</li> <li>T12</li> <li>Incandescent</li> <li>Halogen</li> <li>CFL</li> <li>Other</li> </ul> | <ul style="list-style-type: none"> <li>Used for estimating energy savings achieved.</li> </ul>   |
| Estimated Annual Hours of Operation                                       | Enter the estimated annual hours of operation for one fixture.  | <ul style="list-style-type: none"> <li>Used for estimating energy savings achieved.</li> </ul>   |
| Location Installed  | Indicate the location where it is installed in the building e.g., Office, Maintenance Room, Freezer, Ceiling, Outdoor Wall etc.   | <ul style="list-style-type: none"> <li>Post-project QA/QC.</li> </ul>  |
| Equipment & Material Costs  | Enter equipment and material costs as indicated on the invoice/final quote.   | <ul style="list-style-type: none"> <li>Calculate eligible incentive.</li> <li>Post-project QA/QC.</li> </ul>   |
| Labour Cost   | Enter labour costs as indicated on the invoice/final quote.   | <ul style="list-style-type: none"> <li>Calculate eligible incentive.</li> <li>Post-project QA/QC.</li> </ul>   |

|             |   |   |
|-------------|---|---|
| Design Cost | Enter design costs and include all other costs as indicated on the invoice/final quote. | <ul style="list-style-type: none"><li>• Calculate eligible incentive.</li><li>• Post-project QA/QC.</li></ul> |
|-------------|---|---|



## EXTERIOR LED FIXTURE – FLOOD OR POLE MOUNT

| Field   | What to Enter   | How Data or Input Provided is Used   |
|---|---|--|
| Quantity  | Enter the number of measures being installed.   | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |
| Specification Sheet   | Upload the specification sheet for the measure. Indicate/circle which specific equipment is being used for project.   | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Lighting Technology Wattage Being Replaced                                      | Specify the total wattage of the lighting being replaced.   | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>                 |
| Lighting Technology Being Replaced – Exterior LED Fixture – Floor or Pole Mount | Select from the list the technology being replaced: <ul style="list-style-type: none"> <li>• Metal Halide</li> <li>• High Pressure Sodium</li> <li>• Halogen</li> <li>• Incandescent</li> </ul> | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>                 |
| Estimated Annual Hours of Operation   | Enter the estimated annual hours of operation for one fixture.  | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>                 |
| DLC ID  | Enter Product ID for the measure (available at <a href="https://www.designlights.org/search/">https://www.designlights.org/search/</a> ).   | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| DLC Category  | Enter category of the measure (available at <a href="https://www.designlights.org/search/">https://www.designlights.org/search/</a> ).  | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Lumen Output  | Enter the lumen value as provided in the specification sheet.   | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Location Installed - Exterior LED Fixture - Wall Pack or Canopy                 | Indicate the location where it is being installed: <ul style="list-style-type: none"> <li>• Wall Pack</li> <li>• Canopy</li> <li>• Pole-Mounted</li> <li>• Other</li> </ul>                     | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Equipment & Material Costs  | Enter equipment and material costs as indicated on the invoice/final quote.   | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |
| Labour Cost   | Enter labour costs as indicated on the invoice/final quote.   | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |
| Design Cost   | Enter design costs and include all other costs as indicated on the invoice/final quote.   | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |

## EXTERIOR LED FIXTURE – WALL PACK OR CANOPY

| Field   | What to Enter  | How Data or Input Provided is Used   |
|---|--|--|
| Quantity  | Enter the number of measures being installed.  | <ul style="list-style-type: none"> <li>• Calculate eligible incentive. Post-project QA/QC.</li> </ul>            |
| Specification Sheet   | Upload the specification sheet for the measure. Indicate/circle which specific equipment is being used for project.  | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Lighting Technology Wattage Being Replaced                                      | Specify the total wattage of the lighting being replaced.  | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>                 |
| Lighting Technology Being Replaced – Exterior LED Fixture – Wall Pack or Canopy | Select from the list the technology being replaced: <ul style="list-style-type: none"> <li>• Metal Halide</li> <li>• High Pressure Sodium</li> <li>• Fluorescent</li> <li>• Halogen</li> <li>• Incandescent</li> </ul> | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>                 |
| Estimated Annual Hours of Operation   | Enter the estimated annual hours of operation for one fixture.   | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>                 |
| DLC ID  | Product ID for the measure (available at <a href="https://www.designlights.org/search/">https://www.designlights.org/search/</a> ).  | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| DLC Category  | Category of the measure (available at <a href="https://www.designlights.org/search/">https://www.designlights.org/search/</a> ).   | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Lumen Output  | Enter the lumen value as provided in the specification sheet.  | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Location Installed - Exterior LED Fixture - Wall Pack or Canopy                 | Indicate the location where it is being installed: <ul style="list-style-type: none"> <li>• Wall Pack</li> <li>• Canopy</li> <li>• Pole-Mounted</li> <li>• Other</li> </ul>  | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Equipment & Material Costs  | Enter equipment and material costs as indicated on the invoice/final quote.  | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |
| Labour Cost   | Enter labour costs as indicated on the invoice/final quote.  | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |

|             |   |   |
|-------------|---|---|
| Design Cost | Enter design costs and include all other costs as indicated on the invoice/final quote. | <ul style="list-style-type: none"><li>• Calculate eligible incentive.</li><li>• Post-project QA/QC.</li></ul> |
|-------------|---|---|

## LED EXIT SIGNS

| Field                                      | What to Enter   | How Data or Input Provided is Used   |
|--|---|--|
| Quantity                                   | Enter the number of measures being installed.   | <ul style="list-style-type: none"> <li>• Calculate eligible incentive. Post-project QA/QC.</li> </ul>            |
| Specification Sheet                        | Upload the specification sheet for the measure. Indicate/circle which specific equipment is being used for project. | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Lighting Technology Wattage Being Replaced | Specify the total wattage of the lighting being replaced.   | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>                 |
| Equipment & Material Costs                 | Enter equipment and material costs as indicated on the invoice/final quote.   | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |
| Labour Cost                                | Enter labour costs as indicated on the invoice/final quote.   | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |
| Design Cost                                | Enter design costs and include all other costs as indicated on the invoice/final quote.                             | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |

## LINEAR LED FIXTURE / TROFFER FIXTURES AND KITS

| Field  | What to Enter  | How Data or Input Provided is Used   |
|--|--|--|
| Quantity   | Enter the number of measures being installed.  | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |
| Specification Sheet  | Upload the specification sheet for the measure.<br>Indicate/circle which specific equipment is being used for project.   | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Building Type Installed  | Define the building type in the text field e.g., Retail, Warehouse, Industrial, Office, Theatre, Private School, Private Healthcare etc.   | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Lighting Technology Wattage Being Replaced   | Specify the total wattage of the lighting being replaced.  | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>                 |
| Lighting Technology Being Replaced – Linear Fixture OR<br>Lighting Technology Being Replaced – Troffer Fixtures and Kits | Select from the list the technology being replaced: <ul style="list-style-type: none"> <li>• T5</li> <li>• T8</li> <li>• T12</li> <li>• Incandescent</li> <li>• Other</li> </ul> | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>                 |
| Estimated Annual Hours of Operation  | Enter the estimated annual hours of operation for one fixture.   | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>                 |
| DLC ID   | Enter Product ID for the measure (available at <a href="https://www.designlights.org/search/">https://www.designlights.org/search/</a> ).  | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| DLC Category   | Enter category of the measure (available at <a href="https://www.designlights.org/search/">https://www.designlights.org/search/</a> ).   | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Lumen Output   | Enter the lumen value as provided in the specification sheet.  | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Location Installed   | Indicate the location where it is installed in the building e.g., Office, Maintenance Room, Freezer, Ceiling, Outdoor Wall etc.  | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Equipment & Material Costs   | Enter equipment and material costs as indicated on the invoice/final quote.  | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |

|             |   |   |
|-------------|---|---|
| Labour Cost | Enter labour costs as indicated on the invoice/final quote.                             | <ul style="list-style-type: none"><li>• Calculate eligible incentive.</li><li>• Post-project QA/QC.</li></ul> |
| Design Cost | Enter design costs and include all other costs as indicated on the invoice/final quote. | <ul style="list-style-type: none"><li>• Calculate eligible incentive.</li><li>• Post-project QA/QC.</li></ul> |

## REFRIGERATED CASE LIGHTING

- 2-4 foot horizontal
- 4-6 foot vertical

| Field  | What to Enter  | How Data or Input Provided is Used   |
|--|--|--|
| Quantity   | Enter the number of measures being installed.  | <ul style="list-style-type: none"> <li>• Calculate eligible incentive. Post-project QA/QC.</li> </ul>            |
| Specification Sheet                              | Upload the specification sheet for the measure. Indicate/circle which specific equipment is being used for project.  | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Lighting Technology Wattage Being Replaced       | Specify the total wattage of the lighting being replaced.  | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>                 |
| Estimated Annual Hours of Operation              | Enter the estimated annual hours of operation for one fixture.   | <ul style="list-style-type: none"> <li>• Used for estimating energy savings achieved.</li> </ul>                 |
| DLC ID   | Enter Product ID for the measure (available at <a href="https://www.designlights.org/search/">https://www.designlights.org/search/</a> ).                    | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| DLC Category                                     | Enter category of the measure (available at <a href="https://www.designlights.org/search/">https://www.designlights.org/search/</a> ).                       | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Lumen Output                                     | Enter the lumen value as provided in the specification sheet.  | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Length (inches)                                  | Enter the length for the refrigerated case lighting.   | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> </ul>                                |
| Location Installed – Refrigeration Case Lighting | Select from the list the location where it is installed in the building: <ul style="list-style-type: none"> <li>• Freezer</li> <li>• Refrigerator</li> </ul> | <ul style="list-style-type: none"> <li>• Post-project QA/QC.</li> </ul>  |
| Equipment & Material Costs                       | Enter equipment and material costs as indicated on the invoice/final quote.  | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |
| Labour Cost                                      | Enter labour costs as indicated on the invoice/final quote.  | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |
| Design Cost                                      | Enter design costs and include all other costs as indicated on the invoice/final quote.  | <ul style="list-style-type: none"> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |

## STEP 5 OF PRE-PROJECT APPLICATION: ALL LIGHTING SYSTEM MEASURES

| Field                         | What to Enter   | How Data or Input Provided is Used  |
|-------------------------------|---|---|
| Cost Quote                    | Quote or invoice should be itemized to include quantity, brand, model numbers for equipment, applicant name, contractor name, facility address and date (Sample quote provided at Appendix). Costs should be indicated separately for: <ul style="list-style-type: none"> <li>• Equipment and Material</li> <li>• Labour</li> <li>• Design and Others</li> <li>• Taxes</li> </ul> | <ul style="list-style-type: none"> <li>• Cross-reference against provided costs.</li> <li>• Calculate eligible incentive.</li> <li>• Post-project QA/QC.</li> </ul> |
| Electricity Bill for Facility | Upload the most recent electricity bill available for the facility.   | <ul style="list-style-type: none"> <li>• Ascertain rate class.</li> </ul>   |

## POST-PROJECT APPLICATION

Note that for the post-project application, you will be required to confirm that no changes were made from the pre-project application, unless an Application Change Approval Notice was issued by ERA. In terms of documents required, you will need to provide evidence of the following:

- Invoice for Project Costs,
- Proof of Payment for Project Costs, and
- Conditions stated in the Notice of Pre-Approval.

Participant may be subject to a QA/QC check and asked for additional documentation to facilitate a site visit.




## APPENDIX

### SAMPLE INVOICE / FINAL QUOTE

Quotes should be itemized to include quantity, brand, model numbers for equipment, applicant name, contractor name, facility address and date. Costs should be indicated separately for:

- Equipment and Material,
- Labour,
- Design and Others, and
- Taxes.

A sample quote is provided below:

|   |   |                                      |
|---|---|--------------------------------------|
|  | <b>Company Address:</b> XXXX                                |                                      |
|   | <b>Website:</b> XXXX  |                                      |
|   | <b>Phone:</b> XXXX  |                                      |
| <b>PROJECT NAME:</b> XXXX   |   | <b>Project Start Date:</b> XXXX      |
|   |   | <b>Project Completion Date:</b> XXXX |
| <b>Applicant Company:</b> XXXX  |   |                                      |
| <b>Applicant Name:</b> XXXX   |   | <b>Quote #:</b> XXXX                 |
| <b>Facility Address:</b> XXXX   |   | <b>Date:</b> XXXX                    |
| <b>Phone:</b> XXXX  |   |                                      |
| <b>Measure #1</b>   |   |                                      |
| <b>Fixture Description</b>  | LITHONIA CPANL 2X4 40/50/60LM 40K M2                        | <b>DLC</b> PMS5PPS6                  |
| <b>Measure Description</b>  | LED 2x4 Recessed Light Fixture - 4,500 – 5,999 Lumen Output | <b>QTY</b> 63                        |
| <b>Measure Equipment/Material Costs</b>   |   | \$ 6,538.71                          |
| <b>Measure Labour Costs</b>   |   | \$ 13,251.74                         |
| <b>Measure Design/Other Costs</b>   |   | \$ -                                 |
|   | <b>Measure Total Costs</b>                                  | \$ 19,790.45                         |
| <b>Measure #2</b>   |   |                                      |
| <b>Motor Description</b>  | ILA7080-H Siemens Semiotics 10 hp                           |                                      |
| <b>Measure Description</b>  | Premium efficient motor –ODP-10 hp                          | <b>QTY</b> 1                         |
| <b>Measure Equipment/Material Costs</b>   |   | \$ 934.10                            |
| <b>Measure Labour Costs</b>   |   | \$ 123.11                            |
| <b>Measure Design/Other Costs</b>   |   | \$ 50.00                             |
|   | <b>Measure Total Costs</b>                                  | \$ 1,107.21                          |
| <b>Measure #3</b>   |   |                                      |
| <b>Sensor Description</b>   | Occupancy Sensor  |                                      |
| <b>Measure Description</b>  | Fixture Mounted Sensor                                      | <b>QTY</b> 305                       |
| <b>Measure Equipment/Material Costs</b>   |   | \$ 15,250.00                         |
| <b>Measure Labour Costs</b>   |   | \$ -                                 |
| <b>Measure Design/Other Costs</b>   |   | \$ -                                 |
|   | <b>Measure Total Costs</b>                                  | \$ 15,250.00                         |
| <b>Total</b>  |   |                                      |
| <b>Total Equipment/Material Costs</b>   |   | \$ 22,722.81                         |
| <b>Total Labour Costs</b>   |   | \$ 13,374.85                         |
| <b>Total Design/Other Costs</b>   |   | \$ 50.00                             |
|   | <b>Total Project Cost</b>                                   | \$ 36,147.66                         |
|   | <b>GST</b>  | \$ 1,807.38                          |
|   | <b>Total Cost w/ GST</b>                                    | \$ 37,955.04                         |