



[Westfield Gas & Electric Department](#)  
[MMWEC GO Program](#)  
 Program Hotline  
 (877) 259-3015



**Commercial & Industrial EXPRESS LIGHTING Retrofit GO Program\***

<b>Primary Objectives</b>	<p>MMWEC's Green Opportunity (GO) Program assists Massachusetts Municipal Utilities in developing and delivering energy efficiency services to their commercial and industrial customers.</p> <ul style="list-style-type: none"> <li>• Provide a streamlined process for the review and installation of lighting improvement retrofit projects in existing commercial, industrial, governmental, and institutional buildings.</li> <li>• Assist Westfield Gas &amp; Electric (WG&amp;E) customers to reduce operating costs by incentivizing the identification and installation of cost effective lighting improvements</li> <li>• Test and evaluate the process, from lead generation through audit and implementation, to inform future refinements of the program</li> </ul>
<b>Program Summary/Design</b>	<p>The EXPRESS LIGHTING retrofit GO program will be a fast track process for reviewing and implementing lighting projects. This program is for customers who have identified lighting improvement projects and have procured cost quotations from licensed installers. <i>Incentives available through the WG&amp;E program are based on the energy savings estimated to result from project implementation.</i> Energy savings analyses will be prepared by WG&amp;E's program administrator. It is the responsibility of the customer to implement the measures of their choosing, at which time WG&amp;E will conduct a post installation inspection prior to issuing the incentive.</p> <p>Below is a detailed summary of the program that describes the entire process from the moment an application is received to final delivery of the grant from WG&amp;E.</p> <ol style="list-style-type: none"> <li>1. <b><u>Application Submitted:</u></b> The applicant or their contractor should complete the EXPRESS LIGHTING application form available on the WG&amp;E website in its entirety and return to the program administrator by any of the methods listed. WG&amp;E will review the application for completeness including technical specifications for equipment proposed and itemized cost quotations.</li> <li>2. <b><u>WG&amp;E Technical Review:</u></b> WG&amp;E will review the application for technical merit and prepare a basic cost effectiveness calculation based on estimated annual electric savings. WG&amp;E will prepare a written review letter summarizing our review and denoting incentive eligibility through the program. The letter will include a memorandum of understanding (MOU) which includes terms and conditions of the award.</li> <li>3. <b><u>Customer Returns MOU:</u></b> The customer has 30 days from issuance of the review letter to sign and return the MOU; at this point the incentives are formally committed to the customer but are not paid until a successful post installation inspection has been completed. Once WG&amp;E receives the signed MOU, the business will have 180 days to complete installation of the energy efficiency (EE) project. If the MOU is not returned within 30 days or if the EE project is not installed within 180 days of returning the MOU, committed funds will be forfeited by the business and returned to the incentive pool. Businesses have the option of reapplying to the program if deadlines are missed; however, the availability of funds may result in a reduced commitment from WG&amp;E.</li> <li>4. <b><u>Customer Funds Installation of Project:</u></b> For each lighting project for which WG&amp;E funds have been committed, it the responsibility of the business to fund the installation of these projects in their entirety within 180 days of returning the signed MOU. Funds</li> </ol>

\*Details of this program, including incentive levels, are subject to change without prior notice, please contact WG&E for latest program details.

<p style="text-align: center;"><b>Program Summary/Design (Cont'd)</b></p>	<p>committed by WG&amp;E will be released to the business after a successful post installation inspection. On-bill financing is available for qualifying projects. See details below.</p> <p><b>5. Post Installation Inspection:</b> After each energy efficiency (EE) project has been installed and is operational, the business will notify WG&amp;E by phone or e-mail. The program administrator will schedule a post installation inspection of the facility to ensure scope of work, as defined in the technical review, did not change. WG&amp;E will also collect final invoices from the contractor who installed the project. A business is not required to proceed with the contractor who supplies the original quote; however, if the final project cost or energy savings change in response to a modified scope of work, WG&amp;E retains the right to re-asses committed incentive amounts according to the MOU.</p> <p><b>6. Rebate Issued–</b> A rebate in the amount listed by the formal grant offer will be issued to the business after a successful post installation inspection.</p>
<p style="text-align: center;"><b>Target Market</b></p>	<p>All non-residential customers – commercial, industrial, governmental, and institutional.</p>
<p style="text-align: center;"><b>Target End Uses</b></p>	<p>Target end uses include all lighting retrofit projects that result in energy savings, including HID lighting, fluorescent lighting, LED, lighting controls, and advanced lighting projects. Eligible fluorescent lighting projects must be listed on the Consortium for Energy Efficiency (CEE) website. LED projects will be reviewed for eligibility on a case by case basis. Any LED products listed on the ENERGY STAR Qualified Product List are automatically eligible through the program.</p>
<p style="text-align: center;"><b>Financial Incentives**</b></p>	<ul style="list-style-type: none"> <li>• Incentives are limited to <b>\$0.17 per annual saved kWh</b>, not to exceed 50% of total project costs.</li> <li>• For small customers (monthly consumption less than 4,000 kWh), incentives are capped at a maximum of \$5,000 per project</li> <li>• For medium and large customers (single month consumption greater than 4,000 kWh), incentives are capped at a maximum of \$50,000 per project</li> <li>• Incentives will not be offered if such incentive would reduce the simple payback to less than one year</li> </ul> <p>**WG&amp;E retains full and complete discretion over all incentive and financing offers</p>
<p style="text-align: center;"><b>Delivery Mechanism</b></p>	<p>Installation of measures may be conducted by any qualified contractors selected by the customer. WG&amp;E can provide customers with a list of qualified contractors however WG&amp;E does not specifically endorse any contractors. Technical reviews will be conducted by a pre-selected engineering firm with whom WG&amp;E has a standing relationship.</p>

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