

A Cash Incentive Energy Efficiency Program brought to you by:



LIMITED TIME OFFER!

A **BONUS** up to **\$1000** is offered for purchasing and installing qualifying LED products between 7/1/25 – 12/31/25.

Rebates are doubled up to **\$1000** for all qualifying lighting retrofits.

IMPORTANT INSTRUCTIONS:

Step 1: Determine Eligibility: Pre-approval is required if the potential incentive is greater than \$20,000. Contact The Utility for pre-approval. See the last page of the application for detailed **Terms and Conditions**.

Step 2: Install Equipment. See the last page of the application for detailed **Terms and Conditions**.

Step 3: Complete and Submit Application. A completed application **and all required supporting documents** must be received by The Utility **within 90 days of installation**. Incomplete applications will cause delays in payment or denial of the application.

Email the application and supporting documentation to: info@marshallutilities.com

or mail the application and all supporting documentation to:

Marshall Municipal Utilities
113 S. 4th Street Marshall,
MN 56258-1223
Phone: (507) 537-7005

Please note: Marshall Municipal Utilities and its supplemental power supplier, Missouri River Energy Services, are offering this Bright Energy Solutions Program. Marshall Municipal Utilities and Missouri River Energy Services together will be referred to as "The Utility" throughout this document.



Please visit www.brightenergysolutions.com for more information about the Bright Energy Solutions® Programs.

Indoor Lighting Retrofit Incentive Application for Business Customers

2025

WAS THIS PROJECT PREAPPROVED? ☐ Yes ☐ No

Customer Information

| | | | |
|----------------------|------------------------|-------|-------------------|
| Company Name | Contact Name | | Date Submitted |
| Installation Address | City | State | ZIP Code |
| Mailing Address | City | State | ZIP Code |
| Phone | Utility Account Number | | Installation Date |

Email address*

*By providing your email address, you are granting The Utility permission to send emails regarding this project and/or updates on our incentive programs.

Building Use – Please Check One:

- ☐ Office ☐ Retail ☐ 24-hour Facility ☐ Warehouse
☐ Restaurant ☐ Lodging ☐ Grocery/Supermarket ☐ Manufacturing
 School: ☐ Elementary/Secondary ☐ College Healthcare: ☐ Clinic ☐ Hospital
☐ Other/Miscellaneous: _____

Is the Space Air Conditioned? ☐ Yes ☐ No Facility Hours of Operation: Hours per Year (hours x days x weeks) _____

Vendor/Contractor Information

| | | | |
|--------------|--------------|-------|----------|
| Company Name | Company Name | Phone | |
| Address | City | State | ZIP Code |

Email Address*

*By providing the vendor's email address, you are granting The Utility permission to send emails regarding this project and/or updates on our incentive programs

Payment Information

Please process payment to: ☐ Customer (listed above) ☐ Vendor/Contractor (listed above) ☐ Alternative Recipient

If payment is to be made to an Alternative Recipient, please complete the remainder of this section:

| | | | |
|--------------|--------------|-------|----------|
| Company Name | Contact Name | Phone | |
| Address | City | State | ZIP Code |

General Equipment Eligibility

- The installation of energy-efficient lighting and associated equipment must result in a reduction in electric load.
- All equipment must be new or retrofitted with new components per the program specifications and installed in facilities within the service territory of The Utility. Existing equipment must be removed and properly disposed of – not reused or sold for use elsewhere.
- If any equipment listed in this program is required by code, the offer of an incentive for such equipment is null and void.
- All fixtures shall be installed indoors, except exterior lighting operated 24/7 such as sign lighting.
- All fixture installations must be permanent, except for the installation of screw-in or plug-in lamps.
- All fixtures, lamps, and ballasts must be UL or ETL listed to U.S. safety standards for operation as installed and must meet all applicable codes and regulations.
- A bonus of up to \$1000 is offered for all qualifying lighting retrofits to a DLC qualified LED fixture or lamp to projects installed and invoiced between 7/1/2025 and 12/31/2025.**
- Total project incentive not to exceed 75% of total project cost, or 100% of product price if project is customer self-installed.**

A. Contractor Installation Incentive

Contractor Incentive limited to projects with a customer incentive of \$250 or more. Limited to one Contractor Incentive for each customer location annually.

☐ Contractor Incentive: \$100

Total Project Incentive _____ (Must be \$250 or more)

Paid Directly to Contractor for Installation (Self-Installed Projects Do Not Qualify)

Section A:

\$

B. LED Technologies (Indoor Lighting Only)

| Installed Equipment | Specifications | | Incentive per Unit | Quantity | Total Incentive | |
|--|---|--|--------------------|----------|-----------------|--|
| LED Lamp 2 Pin or 4 Pin Base | 2 or 4 pin base LED lamps replacing compact fluorescent lamps. 4 pin LED lamps must be listed on the DesignLights Consortium (DLC) Qualified Product List. | | \$5.00 | | | |
| | | | \$5 Bonus | | | |
| Downlight Fixture or Retrofit Kit | LED downlight fixture must be ENERGY STAR qualified. A downlight fixture is a direct-lighting unit that directs the light downward and can be recessed or surface mounted. | | \$4.00 | | | |
| | | | \$4 Bonus | | | |
| 4' LED Linear Lamp DLC™ Qualified | Replacing T8 or T12 Fluorescent | LED lamps must be listed on the DesignLights Consortium (DLC) Qualified Product List under 4' Linear Replacement Lamps or U-Bend Replacement Lamps. Custom incentives may be considered for Type B and Type C installations. | \$4.00 | | | |
| | | | \$4 Bonus | | | |
| 8' LED Linear Lamp DLC™ Qualified | Replacing T8 or T12 Fluorescent | LED lamp must be listed on the DesignLights Consortium (DLC) Qualified Product List under 8' Linear Replacement Lamps. Custom incentives may be considered for Type B and Type C installations. | \$5.00 | | | |
| | | | \$5 Bonus | | | |
| LED Exit Sign | Replace or retrofit existing incandescent or fluorescent sign. The new fixture must use 8 watts or less including a battery charger if applicable. Must meet State Fire Marshall codes. | | \$8.00 | | | |
| | | | \$8 Bonus | | | |
| LED Reach-in Refrigerated Case Lighting (DLC™ Qualified Only) | Replace existing T12 or T8 fluorescent lamps and ballasts. Available for retrofits in existing refrigerated display cases. The existing fluorescent fixture end connectors and ballast must be completely removed for a retrofit project to qualify (wiring may be reused.) Spec sheet must be included verifying DesignLights™ or DesignLights™ Premium listing. | Per Door Vertical Lighting DLC Qualified | \$25.00 | | | |
| | | | \$25 Bonus | | | |
| | | Per Door Vertical Lighting DLC Premium | \$30.00 | | | |
| | | | \$30 Bonus | | | |
| | | Per Lamp Foot Horizontal Lighting DLC Qualified | \$3.00 | | | |
| | | | \$3 Bonus | | | |
| | | Per Lamp Foot Horizontal Lighting DLC Premium | \$4.00 | | | |
| | | | \$4 Bonus | | | |
| | | Lighting Bonus NOT available for controls and Sensors | | | | |
| | | Occupancy sensor controlling LED case lighting. Sensors in new refrigerated cases or installed in existing cases. LED must serve as the only source of light for the case. The incentive is per door. Sensor may control more than one door. | | | \$5.00 Per Door | |
| NOTE – Other LED | Indoor DesignLights™ or ENERGY STAR® certified fixtures and retrofit kits not noted here may be eligible for an incentive under the Custom Incentive section on page 5. Contact the utility for details. | | | | | |
| Section B Total Standard Incentive: | | | | | \$ | |
| Section B Bonus: | | | | | \$ | |

C. Indoor Horticulture Grow Lighting

| Installed Equipment | Specification | | | Incentive per Unit | Quantity | Total Incentive |
|---------------------------------------|---------------------------|--|--------------------------------|--------------------|----------|-----------------|
| LED Indoor Horticulture Grow Lighting | Air-Conditioned Space | Space must use 100% artificial light for plant growth. LED fixture must be listed on the DesignLights Consortium (DLC) Qualified Product List under Horticulture Lighting. | <400W replacing ≥ 500W | \$135.00 | | |
| | | | | \$135 Bonus | | |
| | | | 400W to <700W replacing ≥1000W | \$200.00 | | |
| | | | | \$200 Bonus | | |
| | Non-Air-Conditioned Space | | <400W replacing ≥ 500W | \$110.00 | | |
| | | | | \$110 Bonus | | |
| | | | 400W to <700W replacing ≥1000W | \$160.00 | | |
| | | | | \$160 Bonus | | |
| Section C Total Standard Incentive: | | | | | | \$ |
| Section C Bonus: | | | | | | \$ |

D. Controls and Sensors (Indoor Lighting Only)

Lighting Bonus is NOT available for controls and sensors

| Installed Equipment | Specifications | Incentive Per Unit | Controlled Watts | Total Incentive |
|---|---|----------------------------|------------------|-----------------|
| Occupancy Sensors | Occupancy Sensors installed to control single fixtures or groups of fixtures. | \$0.08 Per Watt Controlled | | |
| Daylighting Sensors | Daylighting controlled fixtures. | \$0.10 Per Watt Controlled | | |
| Combined Occupancy and Daylighting Sensors | Fixtures Controlled by both occupancy and daylighting sensors. | \$0.12 Per Watt Controlled | | |
| DLC Networked Lighting Controls | DLC Networked Lighting Control Systems must be listed on the DLC Networked Lighting Controls Qualified Products List to qualify. ** | \$0.15 per Watt Controlled | | |
| | **May not be combined with other “standalone” sensor rebates. High End Trim is required at 80% or lower. Daylighting control must be deployed where side and top lighting is available as defined in IECC 2018. Occupancy sensing controls must be configured in occupancy or vacancy mode with 20 minutes timeout or less. The system must be commissioned to comply with the above requirements. Spec sheets for connected LED fixtures must be provided along with invoices and detailed plans to verify the controlled wattage. | | | |
| Networked Lighting Commissioning Agent: I certify that the networked lighting control requirements listed above are met and that the system has been commissioned and proven to be working as designed: | | | | |
| Company Name: _____ | | | | |
| Agent Name: _____ | | | | |
| Agent Signature: _____ | | | | |
| | | | Section D: | \$ |

E. Indoor DLC / ENERGY STAR Custom Lighting \$350 per kW Reduction (Items not listed in the previous sections)

IMPORTANT: This section is for items not found in the previous sections ONLY unless otherwise approved by Bright Energy Solutions staff. All LED products must be ENERGY STAR certified, or DesignLights Consortium approved to be considered for this incentive. **For assistance and verification of incentives, please contact the utility.**

If not provided below, detailed calculations and assumptions must be attached with this application and must be sufficient to verify the demand and energy reductions claimed. Attach additional supporting documents and specifications as necessary.

Please describe, in detail, the **EXISTING or BASELINE** equipment (quantity, make, model, type, efficiency rating, wattage, ballast factor, etc.).

- **T12 lighting systems** are obsolete technology for linear lamp installations. The "baseline" for all T12 systems will be that of an equivalent T8 system. Actual wattages can be used for T12HO and T12VHO fixtures.
- **Incandescent lamps, less than 150 watts**, are obsolete technology and will no longer be considered in this application.

Please describe, in detail, the **PROPOSED** equipment (quantity, make, model, type, wattage, etc.).

| | | | | | |
|--|--|-----|--|--|--|
| kW Demand of Existing Equipment = | | (A) | | | |
| kW Demand of Proposed Equipment = | | (B) | | | |
| kW Demand Saved (A-B) = | | (C) | | | |
| kW Demand Saved (C) X \$350 = | | (D) | | | |
| BONUS kW Demand Saved (C) x \$350 | | | | | |

| | | |
|--------------|------------------------------------|------------------|
| kW Saved (D) | Annual Hours of Operation (page 2) | Annual kWh Saved |
| | X | = |

| | | |
|--|--|-----------|
| Section E Total Standard Incentive: | | \$ |
| Section E Bonus: | | \$ |

F. Indoor Custom Lighting for Products Not Certified by DLC or ENERGY STAR \$175 per kW Reduction**Lighting Bonus NOT available for Non-DLC or Non-ENERGY STAR projects**

IMPORTANT: This section is for items not found in the previous sections ONLY unless otherwise approved by Bright Energy Solutions staff. All LED products **NOT** ENERGY STAR certified, or DesignLights Consortium approved may be considered for this incentive. **For assistance and verification of incentives, please contact the utility.**

If not provided below, detailed calculations and assumptions must be attached with this application and must be sufficient to verify the demand and energy reductions claimed. Attach additional supporting documents and specifications as necessary.

Please describe, in detail, the **EXISTING or BASELINE** equipment (quantity, make, model, type, wattage, ballast factor, etc.).

- **T12 lighting systems** are obsolete technology. The "baseline" for all T12 systems will be that of an equivalent T8 system. Actual wattages can be used for T12HO and T12VHO fixtures.
- **Incandescent lamps, less than 150 watts**, are obsolete technology and will no longer be considered in this application.

Please describe, in detail, the **PROPOSED** equipment (quantity, make, model, type, wattage, etc.).

| | | | | | |
|---------------------------------|---|-----|--|------------------------------------|----------------------|
| kW Demand of Existing Equipment | = | (A) | | | |
| kW Demand of Proposed Equipment | = | (B) | kW Saved (D) | Annual Hours of Operation (page 2) | Annual kWh Saved |
| kW Demand Saved (A-B) | = | (C) | | X | = |
| kW Demand Saved (C) X \$175 | = | (D) | Total Incentive Section F – Custom Lighting | | |
| | | | | | Section F: \$ |

Equipment Removed

| | | | QTY | IF REMOVED EQUIPMENT IS NOT LISTED, PLEASE LIST IT BELOW. PLEASE INCLUDE LAMP WATTAGES AND BALLAST DESCRIPTIONS. | QTY |
|--|--------------------|--|-----|--|-------|
| Fluorescent T12 - 4ft <input type="checkbox"/> Magnetic Ballast <input type="checkbox"/> Electronic Ballast | 1 lamp | | | | |
| | 2 lamp | | | | |
| | 3 lamp | | | | |
| | 4 lamp | | | | |
| Fluorescent T12 - 4ft | 1 lamp | | | | |
| | 2 lamp | | | | |
| | 3 lamp | | | | |
| | 4 lamp | | | | |
| Fluorescent T12 – 8 FT 60W <input type="checkbox"/> Magnetic Ballast <input type="checkbox"/> Electronic Ballast | 1 lamp | | | | |
| | 2 lamp | | | | |
| Fluorescent T12 – 8 ft 75W <input type="checkbox"/> Magnetic Ballast <input type="checkbox"/> Electronic Ballast | 1 lamp | | | | |
| | 2 lamp | | | | |
| T5HO High Bay Fixture | Lamps per fixture: | | | | |
| T8 High Bay Fixture | Lamps per fixture: | | | | |
| | | | | | |
| 4' T8 Lamps | | | | Metal Halide | 50W |
| 8' T8 Lamps | | | | | 70W |
| Incandescent Lamps | Watts per lamp: | | | | 100W |
| Incandescent Lamps | Watts per lamp: | | | | 150W |
| Mercury Vapor | 250W | | | | 175W |
| | 400W | | | | 250W |
| | 1000W | | | | 320W |
| High Pressure Sodium | 250W | | | | 400W |
| | 400W | | | | 750W |
| | 1000W | | | | 1000W |
| Incandescent Exit Sign | | | | Fluorescent Exit Sign | |

| | |
|---|----|
| Section A: Contractor Incentive | \$ |
| Summary of Customer Incentives | |
| Section B: LED Technologies | \$ |
| Section C: Indoor Horticulture Grow Lights | \$ |
| Section D: Controls and Sensors | \$ |
| Section E: Custom Lighting (ENERGY STAR or DLC listed) | \$ |
| Section F: Custom Lighting (NON-ENERGY STAR or NON-DLC listed) | \$ |
| BONUS Total: Section B, C, and E (not to exceed \$1,000) | \$ |
| Total Project Incentive Including Bonus: (Not to exceed 75% of total project cost, or 100% of equipment cost if self-installed.) | \$ |

Certifications and Signature

I hereby certify that:

1. The information contained in this application is accurate and complete.
2. All installation is complete, and the unit (s) is operational prior to submitting application.
3. All rules of this incentive program have been followed.
4. I have read and understand the terms and conditions applicable to this incentive program as set forth in this application, including those set forth on the last page of this application form.

The customer agrees to verification of the equipment installation which may include a site inspection by a program or utility representative. The customer understands that it is not allowed to receive more than one incentive from this program on any piece of equipment. The customer agrees to indemnify, defend, hold harmless and release The Utility from any claims, damages, liabilities, costs and expenses (including reasonable attorneys' fees) arising from or relating to the removal, disposal, installation or operation of any equipment or related materials in connection with the programs described in this application, including any incidental, special or consequential damages.

Please sign and complete all information below.

| | | |
|--------------------|------------|------|
| Customer Signature | Print Name | |
| | Title | Date |

Commercial BES Application Checklist

Before submitting this application, please complete and include all items listed below:

- ✓ Complete Application
 - ☐ Customer Information
 - ☐ Vendor/Contractor Information
 - ☐ Equipment Information
 - ☐ Customer Signature
- ✓ Attach a Copy of Equipment Invoice
 - ☐ Equipment Quantity
 - ☐ Model numbers of equipment installed
- ✓ Specification sheets

| | | |
|--|------------|----------------|
| Member Utility Use Only | | Date Received: |
| Date pre-inspected: | Initials: | |
| Date post-inspected: | Initials: | |
| Incentive Approved: <input type="checkbox"/> Yes <input type="checkbox"/> No | Amount: \$ | Date Approved: |
| Utility or Program Representative: | | |

Terms and Conditions for Bright Energy Solutions Business Incentives

ELIGIBILITY:

- Bright Energy Solutions incentives are offered by Missouri River Energy Services and its participating members. For questions regarding eligibility, call your local utility listed on the cover page of this application.
- Commercial, industrial, and governmental customers who purchase electricity from The Utility are eligible to participate in this Bright Energy Solutions® incentive program. Eligible equipment must be connected to an electric service billed under a commercial or industrial rate class by The Utility. Excludes equipment for residential spaces such as apartments.
- Customers may not receive more than one incentive for each piece of equipment installed under any combination of Bright Energy Solutions programs.

TERMS AND CONDITIONS:

1. **Incentive Offer:** Projects, including all required installation, must be completed by December 31 of the year indicated on this application form. A signed application and itemized invoices for materials and labor must be submitted to The Utility **within 90 calendar days of project completion**. Please keep a copy for your records.
2. **Proof of Purchase:** This application must have complete information and be submitted with invoices itemizing the new equipment purchased and labor costs. Invoices must indicate date of purchase, make, model and total project cost. OEM specification sheets, AHRI Certificates or DLC documents must also be provided where applicable and available.
3. **Compliance:**
 - a) All projects must comply with federal, state, and local code, licensing, and permit requirements.
 - b) All equipment must be new or retrofitted with new components per the program specifications. Used or rebuilt equipment is not eligible for incentives. Existing equipment must be removed and properly disposed of.
 - c) Equipment must meet specification requirements and be purchased, installed and operating prior to submitting an incentive application.
 - d) Equipment must not be used to qualify and receive payment for energy savings from any wholesale electricity market.
 - e) **All projects for which more than \$20,000 in incentive payments is sought must be approved by The Utility in writing prior to the commencement of the project.** Receipt of pre-approval does not guarantee incentive payments will be made. All terms and conditions of this application must be satisfied by the customer.
4. **Payment:** Once completed paperwork is submitted, incentive payments are made within 4-8 weeks. Incomplete applications will delay payments. The Utility reserves the right to refuse payment and participation for violations of program rules and procedures.
5. **Inspection:** The Utility may conduct an inspection of any installed projects. All projects exceeding \$10,000 of incentives will be inspected prior to incentive payment.
6. **Information Sharing:** The Utility reserves the right to publicize your participation in this program, unless you request otherwise in writing. Information contained in this application may be shared with state boards, commissions, departments, and other Bright Energy Solutions participating utilities.
7. **Program Discretion:** This program is subject to change or termination without notice at the discretion of The Utility. Neither pre-approval of a project, nor any other action by The Utility, will entitle a customer to an incentive payment until the application is finally approved by The Utility. The Utility reserves the right to load manage (cycle on or off) customer equipment that qualifies for incentives under this program.
8. **Logo Use:** Customers or trade allies may not use the name or logo of Bright Energy Solutions, The Utility, or any other participating utility in any marketing, advertising, or promotional material without written permission.
9. **Disclaimers:** The Utility:
 - 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 customer as a result of the payment of incentives;
 - c) does not expressly or implicitly warrant the installation or performance of installed equipment or any contractor's quality of work;
 - 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, injury, or loss of life arising from or relating to the removal, installation, or operation of any equipment, or any other action taken by the customer or The Utility, in connection with a project undertaken under the programs described in this application;
 - f) does not guarantee that a specific level of energy or cost savings will result from the implementation of energy efficiency measures or the use of products funded under this program.

INCENTIVE LIMIT:

- **Eligible customers may purchase and install qualifying equipment and receive an energy efficiency incentive of up to \$100,000 per customer, per calendar year.** Payments for larger incentives may be allowed at the discretion of The Utility.
- Total incentive will not exceed 75 percent of the project cost, including installation. If self-installed, incentives can be up to the equipment purchase price, but shall not exceed the Bright Energy Solutions incentives set by Missouri River Energy Services.