

Jersey Central Power & Light's Energy Solutions for Business program helps commercial and industrial customers save energy and reduce utility costs with incentives to purchase and install energy efficient equipment for their facilities. Applications can be submitted by customers or Program Allies.

TIPS: Prescriptive Lighting Projects

WORKBOOK

- ✓ A new core incentives workbook should be downloaded for each new Midstream lighting project or Prescriptive and Custom project.
 - The latest version of the workbook can be found at <https://bizsolutions.energysavenj.com/> under the *Program Literature & Forms* page. A [workbook guide](#) is also available.
 - The installed location field on the workbook must be specific (i.e. main office, warehouse, etc.).

The Primary Use Category or Indoor/Outdoor product rating must align with the way the product is installed as per the category definitions set by DLC or ENERGY STAR® found at www.designlights.org under the *Product Eligibility & Primary Use Designations* page.

For example, a fixture designated by DLC under the primary use category Outdoor Full-Cutoff Wall-Mounted Area Luminaires will not receive an incentive when installed in an interior space.
 - Watts and lumens listed in the workbook must agree with what is listed on the DLC or ENERGY STAR® listings.

REQUIREMENTS

- ✓ The Prescriptive program is a one-for-one replacement program in which the following must match:
 - Existing fixture count to replacement fixture count; and
 - Existing lamps count to replacement lamps count.
- ✓ Horticultural lighting projects will only qualify for the Prescriptive program if replacing existing HID fixtures. Otherwise, the project must be submitted under the Custom program.
- ✓ Low Bay vs High Bay installation height requirements will be confirmed at post inspection:
 - Low Bay to be installed greater than 12ft and less than 20ft; and
 - High Bay to be installed 20ft and higher.
 - We will only be able to consider requests for exception **if the proposed as-built light level readings are provided** by the Program Ally with the detailed explanation of site conditions supporting request.
 - Currently, we can approve projects without exception where height requirements are not met, if the light level readings are within 110% of the IES Standard for the designated space type.
- ✓ Lighting control incentives are only available if they are controlling energy-efficient light fixtures which meet the lighting program requirements:
 - UL listing and manufacturer name indicated on specification sheet;
 - Dual Daylight sensors' function diagram on specification sheet;
 - DLC product ID for the controlled fixtures to confirm eligibility;
 - DLC product ID for Networked Lighting Controls (in the file name)
 - Incentives are not available, in all cases, for the following space types: corridors, stairwells, lobbies, restrooms, and elevators.
- ✓ **As of March 19, a 90-day lookback requirement will take effect, with no exceptions.**

TIPS: Midstream Distributors Instant Discount

- ✓ Instant Discounts Program provides participating lighting distributors and vendors incentives for selling qualified lighting products to end users or contractors serving end users.
- ✓ For all lighting projects that exceed \$100,000 incentive funds, request for pre-approval must be submitted by the distributor and approved by the program before completing the sale.
- ✓ Introducing a limited-time opportunity for the Midstream Lighting Program offering up to **\$100,000 in incentives!** This offer for midstream lighting equipment is available for all sales made between **March 17 and December 31, 2025**.
 - Additionally, this offer is newly available for a selection of popular outdoor lighting measures (see program team for details).

TIMELINE:

- ✓ Applications must be submitted within 30-60 days of the invoice date and after the installation has been completed.
 - Communicate with the customer/contractor at the point of sale that the equipment must be installed within 30 days. Monitor your messages for any notifications regarding potential delays.
 - Use the [Distributor Checklist](#) at point of sale, to improve efficiency in the application process.
 - Consider allocating time for application submissions weekly to account for applicable invoices within the appropriate time period.
- ✓ All projects must be installed prior to submitting your online application. If there are any delays, you can email energysaveNJ@trccompanies.com or sgolden@trccompanies.com with a formal exception request outlining the reason for delays and target completion date.

INVOICE:

- ✓ Reference the '[Instructions and Sample Invoice](#)' document provided during enrollment to ensure all required information is included in the invoice.
 - This information can also be found in your Memorandum of Understanding (MOU) document.
- ✓ There are instances when the billing is different than where the installation will be. To streamline the process, include the job site/installation information which will match the information on the utility bill.

WORKBOOK:

- ✓ When completing the workbook, please provide the facility location where the equipment was installed. Be as specific as possible when naming the installation location and separate measures in the workbook by their location.
- ✓ Be specific when labeling the installation location in your workbook.
 - For example, listing “store” under install location is very vague. We ask that you separate the equipment into different measures based on location and title using location descriptions such as “first floor restroom” “office 101” etc.
- ✓ Before you submit, make sure DLC and model numbers are the same across all required documentation including the spec sheet, workbook, and invoice.
- ✓ Always double check for typos on your invoice and workbook. Best practice is to copy and paste product information including the Product ID and Model Number directly from the spec sheet into the workbook.
- ✓ Equipment category should match with DLC spec sheet.
 - For example, 4 foot linear and low bays have the same model number but different classifications which would lead to different requirements and pricing which can cause delays.

TIPS: Custom Applications

- ✓ If you find that there is no prescriptive category with which your equipment fits into, please submit a custom application for the proposed project.
 - Custom measures must exceed the applicable code in ASHRAE 90.1-2019.
 - Projects must save a minimum of 25,000 kWh/year. The custom path requires the applicant to prove their energy savings via excel or energy model by comparing the proposed equipment to a baseline, which can be chosen based on the following conditions:
 - The baseline for most projects will be existing conditions.
 - Early Replacement
 - Maintained beyond useful life
 - Projects that involve end-of-life replacement, capacity changes or other significant use changes must establish a code or industry standard baseline, the default being ASHRAE 90.1-2019.
 - If the energy savings analysis is excel based, all cells should contain equations and all assumptions should be stated to allow TRC to follow the review.
 - Specification sheets for the baseline and proposed equipment must be provided.
 - AHRI certifications for the proposed equipment must be provided when applicable.
 - A quote or cost estimate for the proposed equipment must be provided.
 - A utility bill from the prior 12 months must be provided.
 - A W9 for the payee must be provided.
- ✓ Pre-approval is required for all Custom Application before any equipment is purchased or installed.

TIPS: Other Equipment

- ✓ HVAC – include manufacturer specification sheet with model number to match the equipment input into the workbook and AHRI certification.
- ✓ EC Motors – include manufacturer specification sheet with model number to match the equipment input into the workbook and photo of motor nameplate to verify the Horsepower (HP).
- ✓ VFD – include photo of nameplate of the motors to be controlled to verify Horsepower (HP).

TIPS: General

- ✓ The application and utility bill must reflect the same customer's name and account number. The customer contact and technical facility contact must be employees of the company listed on the utility bill. If the contact emails do not match the company name, additional information will be required to confirm the relationship.
- ✓ Verify the company and contact name are the same on every document and the invoices and workbook have the same model numbers and quantities.
- ✓ Applications will be cancelled if there is no response after three email attempts.

For more information, visit energysaveNJ.com or contact us at 866-527-5249 or energysaveNJ@trccompanies.com.

For commercial, industrial efficiency programs, please visit <https://bizsolutions.energysavenj.com/>. First Energy's New Jersey Utility, their parent subsidiaries, employees, affiliates, and agents assume no responsibility for the performance of the equipment or equipment warranty, the quality of the work, labor and/or materials supplied, and/or the acts or omissions of any Program Ally.

Disclaimer: FirstEnergy's New Jersey utility provides a Program Ally listing as a courtesy to customers, but does not approve, recommend, endorse or otherwise promote any Program Ally, vendor, manufacturer, distributor, contractor, or any other provider of products and services that could potentially qualify for FirstEnergy's Energy Efficiency programs. FirstEnergy's utilities and TRC provide this list of independent contractors as a convenience for customers seeking assistance with energy savings-related products and services. Participating contractors are independent and are not affiliated with FirstEnergy, its utilities, or TRC. Customers are solely responsible for dealing directly with contractors in all aspects of their interaction including, but not limited to the definition of the scope of work, costs, contractual terms and conditions, and the level of accuracy required when estimating energy savings.

Costs of these programs may be recovered through customer rates in accordance with New Jersey law. For a complete list of commercial, industrial, residential, and low-income energy efficiency programs, please visit energysaveNJ.com.

JCP&L's energy efficiency programs are administered by TRC, a third-party implementation specialist that helps homes and businesses save energy.