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# AGRICULTURAL FAIR ASSISTANCE PROGRAM

FINAL STAFF REPORT OF THE EFFICIENCY MAINE TRUST

Submitted to the Joint Standing Committee on Energy, Utilities and Technology  
of the Maine State Legislature

01/14/2024

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## 1. Regulatory Framework

In 2019, the Legislature enacted LD 1186, An Act To Address Electricity Costs of Agricultural Fairs, directing the Trust to administer a new program to help agricultural fairs reduce their electricity costs through the most cost-effective opportunities available. The new law established the Agricultural Fair Assistance Program (AFAP) Fund to support this program. The Public Utilities Commission assesses each electric utility an amount necessary to collect the total value of demand charges paid by the 25 agricultural fairs in the State during the prior year and transfers this amount to the AFAP Fund.<sup>1</sup>

The law also required the Public Utilities Commission (PUC) to open a proceeding to examine rate design and related issues for electricity customers that have seasonal, limited-duration, concentrated load profiles, including but not limited to agricultural fairs, seasonal festivals, and other similar entities. The PUC's report<sup>2</sup> on this proceeding is attached here as Appendix A.

Lastly, the law requires that the Trust submit two reports on the initiative to the Legislature's Energy, Utilities and Technology Committee. This document represents the Trust's final report, which is due by January 15, 2024. The Trust previously submitted an interim report on January 15, 2022.

## 2. Background

Agricultural fairs only operate during a few days or weeks of the year. While their electricity usage can be significant during this brief timeframe, it is generally negligible for the remainder of the year. Agricultural fairs are classified in the electric utilities billing system as "commercial and industrial" (C&I) customers. When an agricultural fair's electricity consumption exceeds certain thresholds, they are assessed "demand charges" based on the maximum electricity demand recorded during a given interval during the billing period. Typically, the interval used to make this determination is the 15-minute period during which the customer experiences its highest demand. Demand charges are a standard component of electricity rates used to ensure that the costs associated with transmission and distribution infrastructure are adequately paid for and, consistent with "cost causation principles", are fairly allocated among customers. The grid must be sized to meet maximum demand conditions that will be placed on it. To fairly allocate the costs of a customer's contribution to the demand on the system, electricity rates commonly employ demand charges.<sup>3</sup>

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<sup>1</sup> 35-A MRS §10124.

<sup>2</sup> Maine Public Utilities Commission, *Report Related to Electricity Costs of Agricultural Fairs*, presented to the Joint Standing Committee on Energy, Utilities, and Technology, December 1, 2019. (Attached as Appendix A.)

<sup>3</sup> As the PUC explains, "T&D utilities are obligated to meet consumers' demand and system-wide demand by building, operating and maintaining the infrastructure necessary to deliver electricity to all customers at all times, including when system conditions approach or reach what is known as system peak conditions (when demand on the overall system is at its highest). Because T&D system costs are largely fixed or are otherwise incurred to meet peak demands, the costs do not vary based on day-to-day electricity usage. Utilities must maintain the necessary infrastructure (e.g., transformers, conductors, and service wires) to meet system peak conditions even if at most times of the year the system is not experiencing peak conditions. For these reasons ... energy rates based on kWh usage do not provide as accurate a price signal to T&D utility customers as do demand charges. ... It is commonly recognized that demand charges recover infrastructure costs in an economically efficient manner, consistent with

As noted above, the PUC opened a proceeding to examine rate design and related issues for electricity customers that have seasonal, limited-duration, concentrated load profiles. After examining the issue, the PUC concluded it “cannot recommend a change to T&D utility rate structures as they apply to Maine’s agricultural fairs or other limited-duration load customers as it would require a subsidy from other customers.”<sup>4</sup>

Beyond the demand charge challenge, several barriers make it challenging for agricultural fairs to invest in energy cost-reduction measures. These include the upfront cost of the improvements and lack of technical expertise. Additionally, there is a “split incentive” at play; much of the powered equipment used at an agricultural fair is typically owned and operated by the vendors and exhibitors, while the agricultural fairs own the property and permanent fixtures and pay the electricity bills. The vendors and exhibitors therefore do not have a strong incentive to invest in energy-efficient equipment or onsite generation, and load shifting has not been a practical option for most applications.

The purpose of the Trust’s AFAP has been to help agricultural fairs identify opportunities to:

- Reduce electricity costs through the most cost-effective opportunities available, including opportunities to reduce peak electricity demand;
- Enroll agricultural fairs in existing programs offered by the Trust as appropriate; and
- Offer support to Maine Association of Agricultural Fairs (MAAF) by providing other solutions to agricultural fairs to implement electric efficiency and conservation measures, including measures to reduce peak electricity demand.<sup>5</sup>

### 3. Program Reporting

#### 3.1 Program Implementation

As discussed in the interim report, the Trust spent the first phase of the AFAP assessing the opportunity for electricity cost-reduction measures at agricultural fairs. This involved extensive survey work, field investigations, and utility data analysis. The Trust ultimately determined that it is unlikely that most traditional electrical efficiency measures at the fairs will meet the standard cost-effectiveness test. This is because it is extremely difficult to mitigate the fairs' electricity demand, and because fairs operate for such limited periods of time. The limited operating time means that the equipment generally does not have sufficient run-hours to save more money in avoided electricity costs than the price of buying and installing the new equipment.

Nonetheless, the statute expressly directed the Trust to pursue measures at agricultural fairs that are the “most cost-effective opportunities available.”<sup>6</sup> Under these unusual circumstances, the Trust

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cost-causation principles, and encourage efficient reductions in customer demand...This reasoning applies to all customers, regardless of the timing, duration, or seasonal nature of their usage.” *Id.*, at 4.

<sup>4</sup> *Id.*, at 6.

<sup>5</sup> 35-A MRS §10124(2).

<sup>6</sup> 35-A MRS §10124(2), emphasis added.

subsidized measures that it understood in advance would marginally help lower the electricity bills of the fairs, but would not achieve a benefit-to-cost ratio of 1.0 or greater.<sup>7</sup>

In collaboration with MAAF, the Trust issued a Funding Opportunity Notice<sup>8</sup> (FON) on August 31, 2022, offering promotional (i.e., elevated) financial incentives for the measures that its research found to offer the greatest opportunity for efficiency upgrades on the fairgrounds: efficient interior and exterior LED lighting and high-performance heat pumps for heating and air conditioning. By pairing these financial incentives with project management support, the Trust was able to facilitate reductions in energy consumption and peak load demand. With the help of MAAF, the program directed marketing and outreach about the FON directly to the fairs and the electrical contractor community.

The Trust and MAAF reviewed the submitted applications and determined the financial awards for 14 eligible fairs. MAAF invited the Trust to announce awards at its annual conference on January 27, 2023.<sup>9</sup> In subsequent weeks, the Trust engaged with each fair that received an award to finalize the project scope of work and execute an agreement.

Each fair worked with their equipment suppliers and installation contractors to complete the approved scope of work prior to their 2023 opening day. These projects are summarized in Table 1 below.

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<sup>7</sup> For electricity conservation measures, the Trust assesses “cost effectiveness” (or the benefit-to-cost ratio) by applying the procedures laid out in its rules at 95-648 Code of Maine Rules Chapter 3 (Electric Efficiency and Conservation Programs), section 4, and using the methodology and assumptions approved by the Maine Public Utilities Commission in its review of the Trust’s triennial plans. This cost-effectiveness test factors in all costs of a measure, including those paid by the customer plus any financial incentives, and compares those costs to the total financial savings experienced by the customer and the grid.

<sup>8</sup> Efficiency Maine Trust, *Agricultural Fair Assistance Program Funding Opportunity Notice (AFAP-FON-2023)*. (Attached as Appendix B.)

<sup>9</sup> Efficiency Maine presentation at the 2023 Maine Association of Agricultural Fair Annual Conference. (Attached as Appendix C.)

**Table 1:** Agricultural Fair Assistance Program – Awarded Projects

<i>Fair</i>	<b>Lighting Project Costs</b>	<b>Heat Pump Project Costs</b>	<b>Total Project Cost</b>	<b>EMT Incentive</b>	<b>Fair's Contribution</b>	<b>Incentive % of Total</b>
Acton Fair	\$ 21,571	\$ -	\$ 21,571	\$ 16,000	\$ 5,571	74%
Fryeburg Fair	\$ -	\$ 98,919	\$ 98,919	\$ 56,000	\$ 42,919	57%
Skowhegan Fair	\$ 26,003		\$ 26,003	\$ 23,000	\$ 3,003	88%
Topsham Fair	\$ 40,090	\$ 19,600	\$ 59,690	\$ 54,000	\$ 5,690	90%
Windsor Fair	\$ 66,298	\$ 39,100	\$ 105,398	\$ 90,000	\$ 15,398	85%
Farmington	\$ 66,208	\$ -	\$ 66,208	\$ 59,000	\$ 7,208	89%
Lichfield	\$ 23,061	\$ 15,798	\$ 38,859	\$ 32,000	\$ 6,859	82%
Clinton Fair	\$ 29,149	\$ -	\$ 29,149	\$ 25,000	\$ 4,149	86%
Ossipee	\$ 16,354	\$ 7,000	\$ 23,354	\$ 20,000	\$ 3,354	86%
Piscataquis Valley	\$ 40,635	\$ 34,203	\$ 74,838	\$ 66,000	\$ 8,838	88%
Pittston Fair	\$ 12,300	\$ -	\$ 12,300	\$ 10,000	\$ 2,300	81%
Waterford Fair	\$ -	\$ 9,116	\$ 9,116	\$ 8,000	\$ 1,116	88%
Harmony Free Fair	\$ 19,650	\$ 5,725	\$ 25,375	\$ 22,000	\$ 3,375	87%
Blue Hill Fair	\$ 43,884		\$ 43,884	\$ 38,000	\$ 5,884	87%
<b>Total</b>	<b>\$ 405,203</b>	<b>\$ 229,461</b>	<b>\$ 634,664</b>	<b>\$ 519,000</b>	<b>\$ 115,664</b>	<b>82%</b>

Once the fairs completed their respective projects, the Trust conducted on-site inspections and generated inspection summary reports.

### 3.2 Financial

Table 2 below summarizes the Trust's AFAP revenues and expenditures through December 31, 2023. Incentive expenditures reflect dollars paid directly to agricultural fairs to support awarded projects. Administration expenditures reflect payments made during the opportunity assessment phase for third-party engineering and economic analysis on customized solutions for the fairs. The Trust's staff time on the initiative is not reflected in this table, and was paid separately out of the Trust's Commercial & Industrial Prescriptive Initiatives, which is the Trust's main program for electric efficiency incentives on high-efficiency lighting, HVAC, compressed air and refrigeration in commercial facilities.

**Table 2:** AFAP Revenues and Expenditures

	<b>FY 2020</b>	<b>FY 2021</b>	<b>FY 2022</b>	<b>FY 2023</b>	<b>FY 2024</b>	<b>Total</b>
Revenues	\$ 179,000	\$ 160,849	\$ 45,909	\$ 146,402	\$ 0	\$ 532,160
Expenditures			\$ 7,680	\$ 9,920	\$ 476,969	\$ 494,569
<i>Incentives</i>				\$ 8,000	\$ 476,637	\$ 484,637
<i>Administration</i>			\$ 7,680	\$ 1,920	\$ 333	\$ 9,933
Current Remaining						\$37,591

Of the current remaining \$37,591 in funds, \$19,398 will be paid out to fairs in the coming weeks to cover outstanding invoices. This will yield total incentive expenditures of \$504,035 (though the Trust awarded a total of \$519,000, certain fairs ultimately opted to trim or change their scopes of work, resulting in lower-than-anticipated spending). The final remaining funds, forecasted to be \$18,193, will be returned to electricity customers consistent with the statute<sup>10</sup> and as directed by the PUC.

### **3.3 Energy Savings**

In order to estimate the annual energy savings associated with the lighting projects, the Trust considered the deemed savings attributable to each installed measure,<sup>11</sup> as well as the reported hours of operation for each fair. The Trust then multiplied these values by assumed average energy (kWh) and demand (kW) rates.<sup>12</sup> The results are summarized in Table 3 below. Across all of the participants in this initiative, the Trust estimates that these lighting projects will save agricultural fairs \$10,488 annually.

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<sup>10</sup> 35-A MRS §10124(5).

<sup>11</sup> These deemed savings are reflected in the Trust's Commercial/Industrial and Multifamily Technical Reference Manual version 2023.1

<sup>12</sup> See footnotes 13 and 14. This analysis assumes that all fairs fall into the medium rate classes that are subject to demand charges. Note that some fairs actually shifted to smaller rate classes due to closures associated with the pandemic; under the smaller rate classes, these fairs in fact experienced a higher kWh rate – but no kW demand charge rate – than what was deemed here. However, the Trust assumes that once the fairs fully return to their traditional, post-pandemic operations, their usage levels will push them back into the medium rate class that was assumed in this table.

**Table 3: Annual Savings Estimates for Lighting Projects**

Fair	kWh	kW	Energy Savings (@ \$0.08/kWh) <sup>13</sup>	Demand Savings (@ \$12/kW) <sup>14</sup>	Total \$ Savings
Acton Fair	979	12.24	\$78	\$147	\$225
Fryeburg Fair	N/A				
Skowhegan Fair	2,348	7.67	\$188	\$92	\$280
Topsham Fair	13,302	34.70	\$1,064	\$416	\$1,481
Windsor Fair	20,517	85.48	\$1,641	\$1,026	\$2,667
Farmington	2,750	13.47	\$220	\$162	\$382
Litchfield Farmer's	7,829	16.31	\$626	\$196	\$822
Clinton Fair	10,230	27.80	\$818	\$334	\$1,152
Ossipee Fair	5,763	2.02	\$461	\$24	\$485
Piscataquis Vally	22,079	21.27	\$1,766	\$255	\$2,022
Pittston Fair	2,139	6.67	\$171	\$80	\$251
Waterford Fair	N/A				
Harmony Free Fair	2,298	7.54	\$184	\$90	\$274
Blue Hill Fair	2,362	21.50	\$189	\$258	\$447
<b>Total</b>	<b>92,596</b>	<b>256.67</b>	<b>\$7,408</b>	<b>\$3,080</b>	<b>\$10,488</b>

Given the atypical and varied operations of agricultural fair buildings, the Trust was unable to make a credible forecast of the run-time for heat pumps that were installed through this project. Some years a fair operates for only one or two weeks per year, other years it may operate frequently during the “off-season.” As a result, the Trust could not make a meaningful estimate of the total energy savings associated with these heat pump projects. For context, those fairs that replaced existing portable or window air-conditioning units will see some decrease in their electric cooling cost; for example, the Trust estimates that the average savings for one single-zone 15,000 Btu/hour heat pump would be approximately \$2.50 for every week that it provides cooling. The subset of fairs that provide “off-season” access to facilities will also see a decrease in heating-related fuel costs; for example, a single-zone 15,000 Btu/hour heat pump offsetting oil might save in the range of \$10-15 for every week that it provides heating. These fuel savings would be offset somewhat by an increase in heating-related electricity costs.<sup>15</sup>

<sup>13</sup> Reflects the straight average of 2024 standard offer supply costs for the medium class in CMP territory from June to October. See <https://www.maine.gov/mpuc/regulated-utilities/electricity/standard-offer-rates/cmp-medium>.

<sup>14</sup> Reflects the approximate demand charge for Medium General Service (Primary) customers in CMP territory. See [https://www.cmpco.com/documents/40117/46385123/mgsp\\_12.29.23.pdf/3be90ae8-9394-cb9c-4580-f5f7ffecfa96?t=1703865849021](https://www.cmpco.com/documents/40117/46385123/mgsp_12.29.23.pdf/3be90ae8-9394-cb9c-4580-f5f7ffecfa96?t=1703865849021).

<sup>15</sup> The Trust uses the same electricity rate assumptions for these calculations as it did in Table 3 (\$0.08/kWh and \$12/kW) and a price of oil of \$3.90/gallon.

## 4. Conclusion

The AFAP succeeded in helping agricultural fairs make modest reductions to their electricity costs through efficient interior and exterior LED lighting and high-performance heat pumps for heating and air conditioning. While well intended, it was an experiment that the Trust recommends not be extended or repeated.

First, it turns out that there were no economic opportunities to meaningfully reduce demand at the fairs. As noted in the Trust's interim report from 2022, some amount of demand management at fairs may theoretically be possible with distributed energy resources, but the cost would be very high, the logistics and engineering complex, and the benefit limited.

Second, options to lower electric bills by reducing the fairs' volume of electricity consumption showed greater feasibility than options for reducing demand. However, they were nowhere close to cost-effective. While the equipment installed through this initiative is significantly more efficient than the equipment it replaced, it generally runs for only a small fraction of the year. The extremely limited operating hours of agricultural fairs prevents the efficient equipment from running long enough to save much energy. Absent significant energy savings, the benefit-to-cost ratio falls well below 1.0 and does not meet the traditional cost-effectiveness standard required for all Efficiency Maine programs that use ratepayer funds.



STATE OF MAINE  
PUBLIC UTILITIES COMMISSION

Philip L. Bartlett, II  
CHAIRMAN

R. Bruce Williamson  
Randall D. Davis  
COMMISSIONERS

Harry Lanphear  
ADMINISTRATIVE DIRECTOR

November 25, 2019

Honorable Mark W. Lawrence, Senate Chair  
Honorable Seth A. Berry, House Chair  
Energy, Utilities and Technology Committee  
100 State House Station  
Augusta, Maine 04333

**Re: Report Related to Electricity Costs of Agricultural Fairs**

Dear Senator Lawrence and Representative Berry:

During the 2019 legislative session, An Act to Address Electricity Costs of Agricultural Fairs (Act) was enacted.<sup>1</sup> The Act, in part, directed the Commission to open a proceeding to examine rate design and related issues for electricity customers that have seasonal, limited-duration, concentrated load profiles, including but not limited to agricultural fairs, seasonal festivals, and other similar entities. The Commission was also directed to submit a report on these issues to the Committee by December 1, 2019. Attached is the Commission's Report for the Committee's consideration.

If you have any questions, please do not hesitate to contact us.

Sincerely,

Philip L. Bartlett II, Chairman

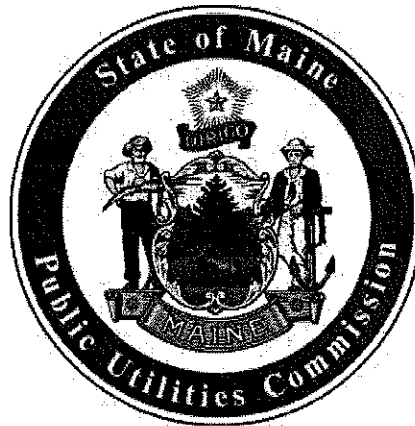
On behalf of the Chairman  
R. Bruce Williamson, Commissioner  
Randall D. Davis, Commissioner  
Maine Public Utilities Commission

cc: Energy, Utilities and Technology Committee Members  
Lucia Nixon, Legislative Analyst

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<sup>1</sup>P.L. 2019, c. 169.

# **MAINE PUBLIC UTILITIES COMMISSION**



## **REPORT RELATED TO ELECTRICITY COSTS OF AGRICULTURAL FAIRS**

**Presented to the  
Joint Standing Committee on  
Energy, Utilities and Technology  
December 1, 2019**

## I. INTRODUCTION

During its 2019 session, the Legislature enacted An Act To Address Electricity Costs of Agricultural Fairs. P.L. 2019, c. 169 (emergency, effective May 30, 2019) (Act). Section 1 of the Act (codified at 35-A M.R.S. § 10124) directs the Efficiency Maine Trust (Trust) to establish and administer an agricultural fair assistance program to help agricultural fairs reduce electricity costs through the most cost-effective opportunities available. The program is to be funded through a Commission assessment on transmission and distribution (T&D) utilities each year. The amount of the assessment will be equal to the total amount of demand charges paid by agricultural fairs to the T&D utilities during the prior year.<sup>1</sup> The utilities' cost of the assessment is recoverable in rates, so all T&D customers will be required to fund the program. See P.L. 2019, c. 169, § 3.

The term "agricultural fair" is defined in the Act as having the same meaning as in 7 M.R.S. § 81(1). That statute states:

"Agricultural fair" or "fair" means an exhibition that is designed to promote education and encourage improvement in agriculture and that includes, but is not limited to, the following:

- A. The awarding of premiums for livestock competitions;
- B. The display of and awarding of premiums for horticultural products;  
and
- C. The display and presentation of agricultural activities and projects undertaken by youth organizations.

7 M.R.S. § 81(1). The Department of Agriculture, Conservation and Forestry has a list of agricultural fairs on its website.<sup>2</sup>

Section 2 of the Act directs the Commission to open a proceeding to examine rate design and related issues for electricity customers that have seasonal, limited-duration, concentrated load profiles, including but not limited to agricultural fairs, seasonal festivals, and other similar entities. In this proceeding, the Commission is directed to examine options for alternative rate design, with particular attention to electricity demand charges, and to identify electricity customers other than agricultural fairs that may benefit from a Trust program similar to that established in the Act. The Act requires the Commission to submit a report on these issues to the Energy, Utilities and Technology Committee no later than December 1, 2019.

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<sup>1</sup> The Act is provided as Attachment A to this Report.

<sup>2</sup> The list is provided as Attachment B to this Report.

## II. COMMISSION INQUIRY

On June 17, 2019, the Commission initiated an Inquiry to gather information to conduct the required examination.<sup>3</sup> Through the Inquiry, the Commission requested comments from interested persons on, among other things, rate design and related issues for electricity customers that have seasonal, limited-duration, concentrated load profiles, including but not limited to agricultural fairs, seasonal festivals and other similar entities.<sup>4</sup> The Commission received comments during the Inquiry from Maine's T&D utilities, the Trust, and Dot Kelly.<sup>5</sup>

### A. Rate Design and Related Issues

In the Notice of Inquiry (NOI),<sup>6</sup> the Commission requested comments on the following rate design and related issues:

1. Discuss the relationship between the cost of providing T&D service to customers that have seasonal, limited-duration, concentrated load profiles—including but not limited to agricultural fairs, seasonal festivals, and other similar entities—and the use of demand charges to recover such costs.
2. Discuss options for alternatives to demand charges that may be appropriate for these types of customers.
3. In addition to agricultural fairs, identify and discuss other types of electricity customers that may benefit from a Trust program similar to that established under Section 1 of the Act. Is the intent of the Act to focus this examination on “seasonal, limited-duration, concentrated load profile” customers? Please explain the response.

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<sup>3</sup> *Public Utilities Commission, Inquiry into Agricultural Fair Assistance Program and Rate Design*, Docket No. 2019-00136, Notice of Inquiry (June 17, 2019).

<sup>4</sup> The Commission also requested comments on issues related to an agricultural fair assistance program to be administered by the Trust and the amount of funds received by T&D utilities from agricultural fairs through demand charges during 2018. Based on the demand-charge revenue information provided by the T&D utilities, the Commission directed that a total amount of \$179,000 (\$161,000 from Central Maine Power Company and \$18,000 from Emera Maine) be transferred to the Trust to fund the agricultural fair assistance program. The other T&D utilities did not collect any funds from agricultural fairs through demand charges.

<sup>5</sup> Commission Staff contacted the Maine Association of Agricultural Fairs on several occasions to inform the Association of the opportunity to present comments in the Inquiry. The Association did not submit comments on the issues raised in the Act.

<sup>6</sup> The NOI is provided as Attachment C to this Report.

### III. DISCUSSION

#### A. Utility Rate Components

Demand charges are a common component of electric rate structures for T&D utilities in Maine and across the country. Generally, utility rates have three main components: (1) energy usage or so-called volumetric charges, which are assessed on the basis of kilowatt-hours (kWh) consumed; (2) demand charges, which are assessed based on the customer's peak usage during a billing period, measured in kilowatts (kW); and (3) monthly fixed customer charges, which reflect costs of services that do not vary with energy usage or peak hour usage, such as metering and billing. In addition to fixed monthly charges, residential and small-commercial customers pay for T&D service on the basis on kWh charges, and larger commercial or industrial customers pay on the basis of kW charges.

#### B. Demand Charges

T&D utilities are obligated to meet consumers' demand and system-wide demand by building, operating and maintaining the infrastructure necessary to deliver electricity to all customers at all times, including when system conditions approach or reach what is known as system peak conditions (when demand on the overall system is at its highest). Because T&D system costs are largely fixed or are otherwise incurred to meet peak demands, the costs do not vary based on day-to-day electricity usage. Utilities must maintain the necessary infrastructure (e.g., transformers, conductors, and service wires) to meet system peak conditions even if at most times of the year the system is not experiencing peak conditions.

For these reasons, as a general matter, energy rates based on kWh usage do not provide as accurate a price signal to T&D utility customers as do demand charges. Under a volumetric kWh rate, the customer could save significantly on electric delivery costs while not necessarily reducing demand on the infrastructure needed to provide service, thus not reducing costs. It is commonly recognized that demand charges recover infrastructure costs in an economically efficient manner, consistent with cost-causation principles, and encourage efficient reductions in customer demand, which is the driver of a significant portion of delivery-system costs. This reasoning applies to all customers, regardless of the timing, duration, or seasonal nature of their usage.

#### C. Limited-Duration Loads

Limited-duration load customers, such as agricultural fairs, are entities that use all or most of their electricity at certain times of the year, such as a few days or hours. Other examples of limited duration load customers include: seasonal festivals and events; concerts; and outdoor recreational facilities, such as lighting for ball fields. Seasonal operations, such as ski facilities and amusement parks, might also be considered limited-duration load customers; however, these customers operate for several months as opposed to a few days or hours.

In considering rate designs for customers with concentrated loads of limited duration, it is important to recognize, as discussed above, that distribution-system costs are driven largely by customers' peak demand, not by energy or volumetric use, and demand charges (which reflect that peak usage demand) are an accepted and appropriate component of T&D utility rate design.

#### D. Alternative Rate Structures

Alternative rate structures could be applied to agricultural fairs and other limited-duration customers to reduce their electricity costs. However, the Commission emphasizes that any rate structure changes (such as the elimination of demand charges) that reduce these customers' overall payments to the T&D utility will ultimately be paid for by other utility customers.

For example, utilities can create a separate rate class for limited-duration loads that does not include a demand charge. To accomplish revenue neutrality and avoid rate increases to other customers, however, this rate class would need to include a significantly higher fixed customer charge. Without a demand charge or a significantly higher fixed charge, other customers would end up paying higher rates.

T&D utilities also have the authority to enter into special rate contracts with individual customers, under certain circumstances.<sup>7</sup> Special rate contracts can be tailored to the unique circumstances of each customer and can be established without demand charges. All special rate contracts require Commission review and approval.

### **IV. EFFICIENCY MAINE TRUST PROGRAM**

As stated above, the Act specifies that, as part of its required examination, the Commission identify electricity customers other than agricultural fairs that may benefit from a Trust program similar to the agricultural fair assistance program established in the Act. Electricity customers that use all or most of their electricity within limited time periods in the year, such as seasonal festivals and events; concerts; and outdoor recreational facilities, such as lighting for ball fields, ski facilities and amusement parks, may benefit from a Trust program similar to the agricultural fair assistance program.

As a general matter, the Trust's programs should be available to similarly situated customers. Customers with limited load duration should be able to benefit through reduced electricity costs from a program similar to the agricultural fair assistance program. This assumes that the Trust develops an agricultural fair assistance program that is cost-effective.

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<sup>7</sup> See 35-A M.R.S. § 703(3-A); see also *Central Maine Power Company, Request for Approval of Special Rate Contract with Newpage Corporation (Formerly Mead Oxford Corp.)*, Docket No. 2005-451, Order (Part II) at 3 (Feb. 17, 2006) (establishing three-part test for approval of special rate contracts with T&D utilities).

Rather than specifically identifying customers who would be eligible for such a program, eligibility should be defined through the load characteristics of customers. For example, eligibility could be defined as customers that use all or a specified percentage of usage (e.g., 90% of annual usage) within a defined period. The period could be a three-day period, a week, a month, or some other period.

## **V. CONCLUSION**

As discussed above, demand charges are a common and appropriate component of a T&D utility's rate design, and removing those charges for a subset of customers will increase costs for all other customers. As such, the Commission cannot recommend a change to T&D utility rate structures as they apply to Maine's agricultural fairs or other limited-duration load customers as it would require a subsidy from other customers.

The Commission's expertise is in utility rate setting and rate design, not efficiency-program design. Thus, if any expanded version of this program is contemplated, the Commission recommends it be developed by the Trust.

## STATE OF MAINE

IN THE YEAR OF OUR LORD

TWO THOUSAND NINETEEN

H.P. 860 - L.D. 1186

**An Act To Address Electricity Costs of Agricultural Fairs**

**Emergency preamble.** Whereas, acts and resolves of the Legislature do not become effective until 90 days after adjournment unless enacted as emergencies; and

Whereas, this legislation needs to take effect before the expiration of the 90-day period in order to be in effect for the 2019 agricultural fair season; and

Whereas, in the judgment of the Legislature, these facts create an emergency within the meaning of the Constitution of Maine and require the following legislation as immediately necessary for the preservation of the public peace, health and safety; now, therefore,

**Be it enacted by the People of the State of Maine as follows:**

**Sec. 1.** 35-A MRSA §10124 is enacted to read:

**§10124. Agricultural fair assistance program**

**1. Definitions.** As used in this section, unless the context otherwise indicates, the following terms have the following meanings.

**A. "Agricultural fair" has the same meaning as in Title 7, section 81, subsection 1.**

**B. "Demand charge" means a charge on an electric bill that is based on the customer's peak demand for electricity.**

**C. "Fund" means the agricultural fair assistance program fund established under subsection 3.**

**D. "Program" means the agricultural fair assistance program established under subsection 2.**

**2. Program established.** The trust shall establish and administer an agricultural fair assistance program to help agricultural fairs reduce electricity costs through the most cost-effective opportunities available. Under the program, the trust shall:

A. Conduct outreach and provide technical assistance to agricultural fairs to:

(1) Identify opportunities to reduce electricity costs, including but not limited to opportunities to reduce peak electricity demand; and

(2) Enroll agricultural fairs in existing programs offered by the trust as appropriate; and

B. Offer custom financial incentives to agricultural fairs to implement electric efficiency and conservation measures, including but not limited to measures to reduce peak electricity demand.

The program may use a definition of cost-effective other than the definition adopted by the trust pursuant to section 10110, subsection 2.

3. Fund established. The trust shall establish the agricultural fair assistance program fund as a nonlapsing fund administered by the trust to fund the program. The commission shall assess each transmission and distribution utility an amount necessary to collect the total amount of demand charges paid by agricultural fairs in the State to transmission and distribution utilities during the prior year. All amounts collected under this subsection must be transferred to the fund. Any interest earned on funds in the fund must be credited to the fund. Funds not spent in any fiscal year remain in the fund to be used by the program. The assessments charged to transmission and distribution utilities under this subsection are just and reasonable costs for rate-making purposes. The commission may issue any appropriate orders to transmission and distribution utilities necessary to achieve the goals of this subsection.

4. Report. No later than January 15, 2022 and January 15, 2024, the trust shall submit a report on the program to the joint standing committee of the Legislature having jurisdiction over energy and utility matters. The report must include information on program implementation, total deposits into and expenditures from the fund, program activity and reductions in peak electricity demand, energy consumption and electricity costs achieved. After receiving the report due by January 15, 2024, the committee may report out a bill relating to the program to the Second Regular Session of the 131st Legislature.

5. Repeal; remaining funds. This section is repealed June 30, 2024. In the event funds in the fund are not expended or contracted for expenditure as of June 30, 2024, the commission shall ensure that the value of those funds is returned to electricity consumers.

**Sec. 2. Rate design; proceeding; report.** The Public Utilities Commission shall open a proceeding to examine rate design and related issues for electricity customers that have seasonal, limited-duration, concentrated load profiles, including but not limited to agricultural fairs, seasonal festivals and other similar entities. In this proceeding, the commission shall examine options for alternative rate design, with particular attention to electricity demand charges, and identify other types of electricity customers, in addition to agricultural fairs, that may benefit from a program similar to that established under the Maine Revised Statutes, Title 35-A, section 10124. No later than December 1, 2019, the commission shall submit a report on its findings and recommendations under this section to the Joint Standing Committee on Energy, Utilities and Technology. The committee

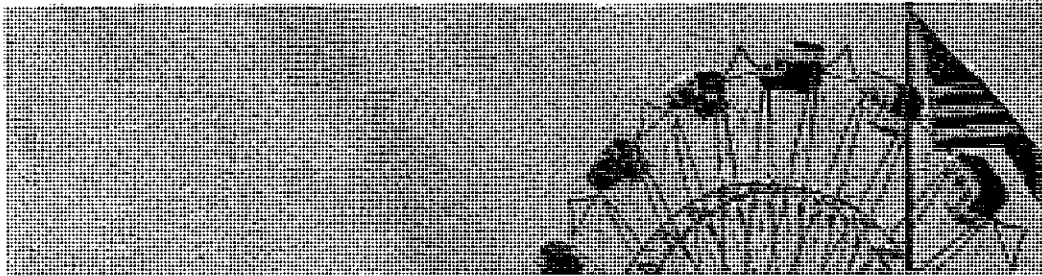
may report out a bill to the Second Regular Session of the 129th Legislature based on the report.

**Emergency clause.** In view of the emergency cited in the preamble, this legislation takes effect when approved.

Department of Agriculture, Conservation and Forestry

DACF Home → Bureaus & Programs → Bureau of Agriculture → Agricultural Resource Development Division → Agricultural Fair Program

Agricultural Resource Development Division



Receive State Fair News!

Enter your email below to sign-up:

# Agricultural Fair Program

Maine has some of the best agricultural fairs in New England! If you want to know more about Maine's great agricultural fairs, go to the Maine Association of Agricultural Fairs website for the latest news and information or directly to the fairs listed below.

## Upcoming 2019 Agricultural State Fair Dates

Dates	Fair	Town
June 13, 2019 - June 16, 2019	Monmouth Fair	Monmouth, Maine
June 28, 2019 - July 3, 2019	Northern Maine Fair	Presque Isle, Maine
July 4, 2019 - July 7, 2019	Houlton Fair	Houlton, Maine
July 11, 2019 - July 14, 2019	Ossipee Valley Fair	South Hiram, Maine
July 19, 2019 - July 21, 2019	Waterford World's Fair	North Waterford, Maine
July 25, 2019 - July 28, 2019	Pittston Fair	Pittston, Maine
July 25, 2019 - August 3, 2019	Bangor State Fair	Bangor, Maine
August 6, 2019 - August 11, 2019	Topsham Fair	Topsham, Maine
August 8, 2019 - August 17, 2019	Skowhegan State Fair	Skowhegan, Maine
August 17, 2019 - August 24, 2019	Union Fair	Union, Maine
August 21, 2019 - August 22, 2019	Maine Farm Days	Clinton, Maine
August 22, 2019 - August 25, 2019	Acton Fair	Acton, Maine
August 22, 2019 - August 25, 2019	Piscataquis Valley Fair	Dover-Foxcroft, Maine

<b>Dates</b>	<b>Fair</b>	<b>Town</b>
August 25, 2019 - September 2, 2019	Windsor Fair	Windsor, Maine
August 29, 2019 - September 2, 2019	Blue Hill Fair	Blue Hill, Maine
August 30, 2019 - September 2, 2019	Harmony Fair	Harmony, Maine
August 31, 2019	Springfield Fair	Springfield, Maine
September 5, 2019 - September 8, 2019	Clinton Lions Agricultural Fair	Clinton, Maine
September 6, 2019 - September 8, 2019	Litchfield Fair	Litchfield, Maine
September 11, 2019 - September 14, 2019	Oxford County Fair	Oxford, Maine
September 13, 2019 - September 15, 2019	New Portland Lion's Fair	New Portland, Maine
September 15, 2019 - September 21, 2019	Farmington Fair	Farmington, Maine
September 20, 2019 - September 22, 2019	Common Ground Fair	Unity, Maine
September 22, 2019 - September 28, 2019	Cumberland Fair	Cumberland Ctr, Maine
September 29, 2019 - October 6, 2019	Fryeburg Fair	Fryeburg, Maine

**Credits**

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## Attachment C

STATE OF MAINE  
PUBLIC UTILITIES COMMISSION

Docket No. 2019-00136

June 17, 2019

PUBLIC UTILITIES COMMISSION  
Inquiry into Agricultural Fair Assistance  
Program and Rate Design

NOTICE OF INQUIRY

BARTLETT, Chairman; WILLIAMSON and DAVIS, Commissioners

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### I. SUMMARY

Through this Notice, the Commission initiates an Inquiry to examine (1) rate design and related issues for electricity customers that have seasonal, limited-duration, concentrated load profiles, including but not limited to agricultural fairs, seasonal festivals and other similar entities and (2) issues related to an agricultural fair assistance program to be administered and funded through the Efficiency Maine Trust. This Inquiry is initiated in response to recently enacted legislation.

### II. BACKGROUND

During its 2019 session, the Legislature enacted An Act To Address Electricity Costs of Agricultural Fairs. P.L. 2019, ch. 169 (emergency, effective May 30, 2019) (Act). Section 1 of the Act (codified at 35-A M.R.S. § 10124) directs the Efficiency Maine Trust (EMT) to establish and administer an agricultural fair assistance program to help agricultural fairs reduce electricity costs through the most cost-effective opportunities available. The program is to be funded through a Commission assessment on transmission and distribution (T&D) utilities each year in an amount equaling the total amount of demand charges paid by agricultural fairs to T&D utilities during the prior year.

The term "agricultural fair" is defined in the Act as having the same meaning as in 7 M.R.S. § 81(1). That statute states:

"Agricultural fair" or "fair" means an exhibition that is designed to promote education and encourage improvement in agriculture and that includes, but is not limited to, the following:

- A. The awarding of premiums for livestock competitions;
- B. The display of and awarding of premiums for horticultural products; and

C. The display and presentation of agricultural activities and projects undertaken by youth organizations.

7 M.R.S. § 81(1). The Department of Agriculture, Conservation and Forestry has a list of agricultural fairs on its website. That list is provided as Attachment A to this Notice.

Section 2 of the Act directs the Commission to open a proceeding to examine rate design and related issues for electricity customers that have seasonal, limited-duration, concentrated load profiles, including but not limited to agricultural fairs, seasonal festivals, and other similar entities. In this proceeding, the Commission is directed to examine options for alternative rate design, with particular attention to electricity demand charges, and to identify electricity customers other than agricultural fairs that may benefit from an EMT program similar to that established in the Act. The Commission is required to submit a report on these issues to the Energy, Utilities and Technology Committee no later than December 1, 2019. This Inquiry will be the Commission's vehicle for the examination required by the Act.

### III. REQUEST FOR INFORMATION AND COMMENTS

To aid this Inquiry, the Commission seeks information and comments on the following issues. Comments may be filed in the Commission's electronic case management system, described in section IV below, no later than **Friday, July 5, 2019**.

#### Agricultural Fair Assistance Program

1. Should the Agricultural Fair Assistance Program (AFAP) be incorporated into the EMT Triennial Plan and, if so, what process would this require?
2. How should the requirement "to help agricultural fairs reduce electricity costs through *the most cost-effective* opportunities available" (emphasis added) be evaluated and determined?
3. Under 35-A M.R.S. § 10124(2)(B), the program may use a definition of cost effective other than that adopted under 35-A M.R.S. § 10110(2). Given this, how should cost effective be defined? What should the roles of (1) the EMT Board and (2) the Commission be in review and approval of the definition?
4. Does the list of agricultural fairs in Attachment A include all entities that would be eligible for assistance through the AFAP? If not, what other entities or groups of entities should be eligible?

5. How should third parties that may be involved in agricultural fairs—such as entities that own/operate the rides, games, or other amusements; entities that prepare and provide food; and others—be considered under the AFAP?

6. If an agricultural fair takes service from a T&D utility in a rate class that does not include a demand charge, or a rate class that would recover most of the fair's bill through customer or kWh charges, should it be eligible for assistance through the AFAP? Please provide the rationale for the response to this question.

#### Assessment

7. For purposes of the required assessment, should the demand charge costs of the attached list of agricultural fairs be the amount of the assessment?

8. All T&D utilities are asked to (a) identify the applicable rate class for each agricultural fair in their service territory, (b) describe how they bill agricultural fairs, including typical metering configurations and accounts (e.g., whether the loads of the rides and the loads of the animal barns metered separately), and (c) indicate the total amount they collect through demand charges from agricultural fairs (including those listed in Attachment A) in calendar year 2018. If a T&D utility does not have this data readily available, the utility should provide information on how it can identify these amounts.

9. T&D utilities are also asked to identify any agricultural fairs that take service in a rate class that either (a) does not include demand charges or (b) recovers most of a customer's bill through customer or kWh charges.

#### Rate Design and Related Issues

10. Discuss the relationship between the cost of providing T&D service to customers that have seasonal, limited-duration, concentrated load profiles—including but not limited to agricultural fairs, seasonal festivals, and other similar entities—and the use of demand charges to recover such costs.

11. Discuss options for alternatives to demand charges that may be appropriate for these types of customers.

12. In addition to agricultural fairs, identify and discuss other types of electricity customers that may benefit from an EMT program similar to that established under Section 1 of the Act. Is the intent of the Act to focus this examination on "seasonal, limited-duration, concentrated load profile" customers? Please explain the response.

#### IV. INTERESTED PERSONS

This Notice will be provided to all T&D utilities; the EMT; the Office of the Public Advocate; the Commissioner of the Department of Agriculture, Conservation and Forestry; the Maine Association of Agricultural Fairs; and the notification list in Docket No. 2018-00321 (EMT Fourth Triennial Plan proceeding).

Any interested person that would like to submit comments in this proceeding or receive notification of submittals must sign up as a "registered user" in the Commission's Case Management System (CMS).<sup>1</sup> When registering, persons should indicate the entity or entities they represent and on whose behalf filings will be made. Such persons should also place themselves on the notification list for the above referenced docket.

Dated at Hallowell, Maine, this 17th day of June, 2019.

BY ORDER OF THE COMMISSION

/s/ Harry Lanphear  
Administrative Director

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<sup>1</sup> To register, go to the Commission's website at [www.maine.gov/mpuc](http://www.maine.gov/mpuc) and click "Online Filing, Docketed Case, Forms, and RFPs" on the left-hand side of the home page. Then click the large "Registered Users" link. Then click the "New User Registration" link at the bottom of the "Account Login" area. Detailed instructions are available on the Commission's website at [www.maine.gov/tools/whatsnew/index.php?topic=pucpressreleases&id=414946&v=article08](http://www.maine.gov/tools/whatsnew/index.php?topic=pucpressreleases&id=414946&v=article08).

**EFFICIENCY MAINE**

**AGRICULTURAL FAIR ASSISTANCE PROGRAM (AFAP)**

**FUNDING OPPORTUNITY NOTICE (FON)**

**Opening: August 31, 2022**

**Applications Due: November 30, 2022**

**Project Completion Deadline: May 1, 2023**



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## APPLICATION DOCUMENTS

Attachment A: Lighting Project Application

Attachment B: Heat Pump Project Application

## **SECTION 1: Agricultural Fair Assistance Program**

### **1.1 Background**

In 2019, the Legislature enacted LD 1186, An Act to Address Electricity Costs of Agricultural Fairs, directing the Trust to administer a new program to help agricultural fairs reduce their electricity costs through the most cost-effective opportunities available. The new law established the Agricultural Fair Assistance Program (AFAP) Fund to support this program. The Public Utilities Commission assesses each electric utility an amount necessary to collect the total value of demand charges paid by approximately 25 agricultural fairs in the State during the prior year and transfers this amount to the AFAP Fund.

## **SECTION 2: Funding Opportunity Notice Information**

### **2.1 Funding Description**

Through this Funding Opportunity Notice (FON) Efficiency Maine Trust (EMT) in collaboration with the Maine Association of Agricultural Fairs (MAAF) is offering qualifying fairs (see section 3.1) the opportunity to purchase and install efficient LED lighting and high-performance heat pumps for heating and air conditioning. This FON provides technical assistance and financial incentives to support reduction in energy consumption and peak load demand.

### **2.2 Informational Webinar**

Efficiency Maine will conduct three webinar presentations to inform interested parties on the specifics of this FON. It is not mandatory, but recommended, that the applicant attend. The webinar schedule appears below. To participate, please register using the links below to your desired date.

- September 15, 2022 at 8:00 AM - TO REGISTER, [CLICK HERE](#)
- September 20, 2022 at 12:00 PM - TO REGISTER, [CLICK HERE](#)
- September 28, 2022 at 7:00 PM - TO REGISTER, [CLICK HERE](#)

### **2.3 FON Schedule**

Efficiency Maine, in collaboration with the Maine Association of Agricultural Fairs, will accept applications for eligible projects (see Section 4) beginning on September 1, 2022 and continue through November 30, 2022. Efficiency Maine and the Agricultural Fair Association will jointly review the applications and issue incentive offers. Preapproval offers will be sent by email to applicants who meet the criteria within this FON, as funding allows. Selected applicants must accept their offer prior to

**Funding Opportunity Notice for Agricultural Fair  
AFAP-FON-2023**

purchasing and installing the approved project equipment. All project installations must be completed, and final documentation submitted, by October 1, 2023, to receive their approved incentive.

FON Issue Date:	August 25, 2022
Informational Webinars:	09/15/2022 – 8:00 AM 09/20/2022 – 12:00 PM 09/28/2022 – 4:00 PM
Deadline for applications:	11/30/2022 by 3:00 p.m. Eastern Time (US)
Announcement of award:	12/30/2022
Project Completion Deadline:	10/1/2023

**SECTION 3: Eligibility Criteria**

**3.1 Agricultural Fair Assistance Eligibility Criteria**

The Agricultural Fair Assistance Program is available to fairs that incur electric demand charges (kW), as indicated on their electric bill (see Central Maine Power and Versant examples below). Each application must include copies of the following electric bills:

- a) Month prior to the date of the latest fair dates;
- b) Period of the latest fair dates; and
- c) Month following the latest fair dates.

**Central Maine Power Customers**

**Your Central Maine Power Delivery Service Account Detail**

<b>Prior Balance for Central Maine Power Delivery</b>		<b>\$410.90</b>
Payments received - Thank you		<u>-\$410.90</u>
<b>Balance Forward</b>		<b>\$0.00</b>
<b>Delivery Charges</b>		
Delivery Charges: MGS Secondary 1 Phase ( 12/09/2021 - 01/07/2022 )		
Service Charge - Single Phase		@\$30.01 +\$30.01
Delivery Service:	5,962 KWH	@\$0.007089 +\$42.26
Demand		
Measured	19.36 KW	
Billed	19.36 KW	+\$332.41
Maine Sales Tax		+\$22.26
<b>Total Current Delivery Charges</b>		<b><u>\$426.94</u></b>
<b>Central Maine Power Account Balance</b>		<b><u><u>\$426.94</u></u></b>

Versant Power Customers


Versant Power (Service 1 Rate Code M-2)		
Distribution	25.362 kW @ 10.5100	\$266.55
Transmission	25.362 kW @ 14.5700	\$369.52
Stranded Costs	9643 kWh @ 0.0008	\$7.71
Conservation Charge	9643 kWh @ 0.00524	\$50.53
Customer Charge		\$56.21
Maine State Sales Tax		\$41.28
Balance Forward		\$0.00
<b>Total Versant Power Delivery Charges Due</b>		<b>\$487.98</b>

### 3.2 Project Eligibility





Eligible fairs may upgrade interior and exterior lighting by installing LED fixtures or LED retrofit kits intended to eliminate fluorescent lighting. They can also upgrade heating and cooling equipment with high-performance heat pumps. Following are more details on these eligible projects.

#### 3.2.1 Eligible Lighting Projects



Eligible lighting projects include only the interior and exterior LED solutions listed in the tables below. Lighting products must be certified under the applicable ENERGY STAR® or DesignLights Consortium (DLC) standards for each fixture type.



Interior Fixture Description	
	<p style="text-align: center;"><b>Recessed, Surface and Pendant-Mounted LED Downlight</b></p> <ul style="list-style-type: none"> <li>• Includes recessed, surface or pendant-mounted ceiling and downlights.</li> <li>• Must be qualified by ENERGY STAR® - See the following link for a complete list of qualified products:  <a href="http://www.energystar.gov/productfinder/product/certified-light-fixtures/results">www.energystar.gov/productfinder/product/certified-light-fixtures/results</a></li> </ul>

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	<p style="text-align: center;"><b>LED Interior Luminaires</b></p> <ul style="list-style-type: none"> <li>• Common recessed, suspended, or surface-mounted fixtures intended to provide ambient lighting in settings such as office spaces, schools, retail stores, and other commercial environments.</li> <li>• <b>Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of 1x4, 2x2 and 2x4 Luminaires for Ambient Lighting of Interior Commercial Spaces – see the following link for a complete list of qualified products:</b> <a href="http://www.designlights.org/search">www.designlights.org/search</a></li> </ul>
	<p style="text-align: center;"><b>LED Retrofit Kits for Interior Luminaires</b></p> <ul style="list-style-type: none"> <li>• Integrated-style kits are troffer retrofit kits that replace all reflectors and optical systems of existing luminaires.</li> <li>• Linear-style kits are tube-shaped or strip-style retrofit kits for troffers. These products do not replace the optical systems and leave the basic form of the existing luminaire intact.</li> <li>• Does not include tube-style, linear replacement lamps in settings such as office spaces, schools, retail stores, and other commercial environments.</li> <li>• <b>Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of Linear or Integrated Retrofit Kits for 1x4, 2x2 and 2x4 Luminaires – see the following link for a complete list of qualified products:</b> <a href="http://www.designlights.org/search">www.designlights.org/search</a></li> </ul>
	<p style="text-align: center;"><b>LED High/Low Bay Fixtures</b></p> <ul style="list-style-type: none"> <li>• Pendant or surface-mounted fixtures specific for indoor high ceiling spaces.</li> <li>• <b>Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of High-bay, Low-bay or High-bay Aisle Luminaires – see the following link for a complete list of qualified products:</b> <a href="http://www.designlights.org/search">www.designlights.org/search</a></li> </ul>
	<p style="text-align: center;"><b>LED Retrofit Kits for High/Low Bay Fixtures</b></p> <ul style="list-style-type: none"> <li>• Integrated-style kits that replace all reflectors and optical systems of existing luminaires. Does not include screw-in lamps intended as HID replacements.</li> <li>• <b>Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of Retrofit Kits for High-bay or Low-bay Luminaires for Commercial and Industrial Buildings – see the following list of qualified products:</b> <a href="http://www.designlights.org/search">www.designlights.org/search</a></li> </ul>

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	<p style="text-align: center;"><b>LED Linear Ambient Luminaires</b></p> <ul style="list-style-type: none"> <li>● Recessed, suspended, or surface-mounted fixtures, no wider than 12", intended to provide ambient lighting in indoor spaces. May be designed to be installed end-to-end to create long chains.</li> <li>● May be described as direct, indirect, semi-direct, semi-indirect, or general ambient.</li> <li>● Must be listed on the DesignLights Consortium's Qualified Products List with a minimum Standard classification with the Primary Use of Direct Linear Ambient Luminaires or Linear Ambient Luminaires w/Indirect component – see the following link for a complete list of qualified products: <a href="http://www.designlights.org/search">www.designlights.org/search</a></li> </ul>
	<p style="text-align: center;"><b>LED Retrofit kits for Linear Ambient Luminaires</b></p> <ul style="list-style-type: none"> <li>● Retrofit kits for "strip" luminaires and other types of linear ambient luminaires.</li> <li>● Do not employ existing lamp holders for "pin" bases.</li> <li>● Must be listed on the DesignLights Consortium's Qualified Products List with a minimum Standard classification – with the Primary Use of Retrofit Kits for Direct Linear Ambient Luminaires – see the following link for a complete list of qualified products: <a href="http://www.designlights.org/search">www.designlights.org/search</a></li> </ul>

<b>Exterior Lighting</b>		
	<b>S8</b>	<p style="text-align: center;"><b>LED Retrofit Kits for Exterior Luminaires</b></p> <ul style="list-style-type: none"> <li>● Integrated-style kits that replace all reflectors and optical systems of existing luminaires Does not include screw-in lamps.</li> <li>● Must be listed on the DesignLights Consortium's Qualified Products List with a minimum Standard classification with the Primary Use of Retrofit Kits for Outdoor Pole/Arm-mounted Area, Roadway or Decorative Luminaires, Full-Cutoff Wall-Mounted Area Luminaires, Parking Garage or Fuel Pump Canopy Luminaires – see the following link for a complete list of qualified products: <a href="http://www.designlights.org/search">www.designlights.org/search</a></li> </ul>
	<b>S11</b>	<p style="text-align: center;"><b>LED Outdoor Area Fixture</b></p> <ul style="list-style-type: none"> <li>● Typical street lights or parking lot lights. Does not include utility pole-mounted fixtures.</li> <li>● Must be listed on the DesignLights Consortium's Qualified Products List with a minimum Standard classification with the Primary Use of Outdoor Pole/Arm-mounted Area and Roadway or Decorative Luminaires – see the following link for a complete list of qualified products: <a href="http://www.designlights.org/search">www.designlights.org/search</a></li> </ul>


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	<p>S13</p>	<p style="text-align: center;"><b>LED Wall Packs</b></p> <ul style="list-style-type: none"> <li>• Typical walkway or security lights, affixed to a building wall.</li> <li>• Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of Outdoor Full-Cutoff and Semi-Cutoff Wall-mounted Luminaires – see the following link for a complete list of qualified products: <a href="http://www.designlights.org/search">www.designlights.org/search</a></li> </ul>
	<p>S17</p>	<p style="text-align: center;"><b>LED Canopy Flood</b></p> <ul style="list-style-type: none"> <li>• Canopy luminaires for vehicular and pedestrian areas.</li> <li>• Ceiling mounted luminaires for use outdoors or in locations open to elements.</li> <li>• Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of Parking Garage or Fuel Pump Canopy Luminaires – see the following link for a complete list of qualified products: <a href="http://www.designlights.org/search">www.designlights.org/search</a></li> </ul>
	<p>S23</p>	<p style="text-align: center;"><b>Spot Lights</b></p> <ul style="list-style-type: none"> <li>• Directional luminaires intended to highlight objects and areas in outdoor lighting. Does not include LED screw-in lamps.</li> <li>• Must be listed on the DesignLights Consortium’s Qualified Products List with a minimum Standard classification with the Primary Use of Landscape/Accent Flood and Spot or Architectural Flood and Spot Luminaires – see the following link for a complete list of qualified products: <a href="http://www.designlights.org/search">www.designlights.org/search</a></li> </ul>

**3.2.2 Eligible High-Performance Heat Pump Projects**

Eligible heat pump retrofit projects include the heat pump solutions listed the table below. Only buildings that are occupied for at least 6 months in a calendar year may participate and are limited to 5 single zone system or 2 multizone systems with no more than 4 indoor units. Heat pump systems must replace oil, propane, or electric heating equipment and existing air-conditioning. The applicant must include a photo of the existing heating system when applying. Heat pumps cannot be used for air-conditioning only. The equipment efficiency criteria are listed below:

Heat Pump Type	Minimum HSPF	Example Image
Single Zone	12.5	
2 Zones	10.0	

3 Zones	10.0	A high-performance heat pump outdoor unit.
4 Zones	10.0	

## SECTION 4: APPLICATION PROCESS

Eligible fairs may submit a project application for a lighting project or heat pump project or both. Eligible fairs seeking funding assistance for lighting retrofits must complete the Lighting Inventory and Application (Attachment A). Eligible fairs seeking funding assistance for the installation of heat pumps must complete the Heat Pump Application (Attachment B). Deadline for submitting project application(s) is provided in section 2.3.

Project applications must include the documentation listed in the table below. Email the materials to [AFAP@efficiencymaine.com](mailto:AFAP@efficiencymaine.com) with a subject line that indicates “AFAP FON-2023.”

Attachment A: Lighting Retrofit Project	Attachment B: Heat Pump Project
Electric Bills (see section 3.1)	Electric Bills (see section 3.1)
Equipment Specification (ENERGY STAR® or DLC Approved)	Equipment Specification (cut-sheet)
Equipment Cost Invoice (price quote)	Equipment Cost Invoice (price quote)
Installation Cost Invoice (Price quote)	Installation Cost Invoice (Price quote)

## SECTION 5: Project Application Approval & Award

For applications received by the deadline listed in section 2.3, Efficiency Maine will review the data submitted to ensure completeness and accuracy. Efficiency Maine reserves the right to conduct pre-inspections at project site and/or to request additional information. Once the review has been completed, representatives from Efficiency Maine and the Maine Association of Agricultural Fairs will evaluate and score each application using the following criteria:

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Scoring Category	Maximum Points
<b>1. Project Scope</b> a. Was the application submitted with appropriate back-up documentation? b. Does the equipment meet the eligibility requirements? c. Is the proposed heating equipment sized correctly for the intended building and/or zone?	40
<b>2. Project Cost</b> a. What is the level of matching funds from the fair? (Note: Lower ratios of project costs to matching funds will yield more award points.) b. Are the material costs reasonable for the project’s scope of work?	30
<b>3. Project Timeline</b> a. How long will it take to complete the work? (Note: Projects that can be completed sooner will receive more award points.)	30
<b>Total</b>	<b>100</b>

Efficiency Maine and the Maine Association of Agricultural Fairs intend to award incentive funds starting with the highest scoring application to the lowest, until all funds are allocated.

**SECTION 6: Project Completion Process**

Fairs approved for financial incentives will be notified by email along with an Approved Scope of Work that must be signed by the contact person and the equipment installation contractor as listed in the approved application.

Upon completion of all installation work consistent with the Approved Scope Work, the applicant must contact Efficiency Maine through the email listed in Section 4 and request a Customer Project Incentive Acceptance Form. Upon receipt the applicant and the installing contractor must completed the form, sign and return to the email address listed in Section 4. For quality control purposes, Efficiency Maine reserves the right to conduct inspection of the project as part of the final review process. Once the final project review has been completed, payment will be processed and sent to the applicant.



# Agricultural Fair Assistance Program

Rick Meinking

[rick.meinking@efficiencymaine.com](mailto:rick.meinking@efficiencymaine.com)

207-213-4159

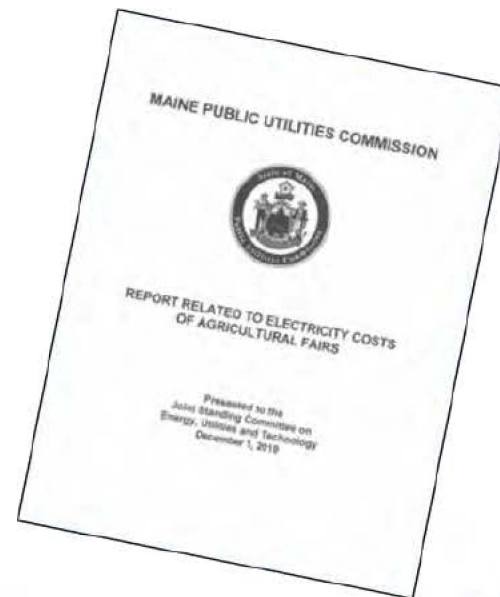
# Agricultural Fair Assistance Program Timeline

- Established by LD 1186 - Signed by Governor – May 2019
  - AFAP Kick-off Meeting – July 25, 2019
  - EMT Fair Profile Survey – 4<sup>th</sup> Quarter 2019
  - Survey Results Presentation – January 2020
  - PUC Rate Design Consideration – January 2020
  - 3<sup>rd</sup> Party Engineering Services - October 2021
  - 1<sup>st</sup> Report to Legislature – January 2021
  - Launched Funding Opportunity Notice (FON) – August 2022
  - **Awarding FON Project Funds - TODAY**
- COVID-19  
Pandemic

# PUC Rate Design Report

- PUC briefed Legislature January 14, 2020:

*Commission cannot recommend a change to T&D utility rate structures as they apply to Maine's ag fairs or other limited-duration load customers as it would require a subsidy from other customers.*



# Agricultural Fair Assistance Program

Through this Funding Opportunity Notice (FON) Efficiency Maine Trust (EMT) in collaboration with the Maine Association of Agricultural Fairs (MAAF) is offering qualifying fairs the opportunity to purchase and install efficient LED lighting and high-performance heat pumps for heating and air conditioning. This FON provides technical assistance and financial incentives to support reduction in energy consumption and peak load demand.

## **AFAP-FON-2023– Agricultural Fair Assistance Program**

<https://www.energymaine.com/agricultural-fair-assistance-program-afap-fon-2023/>

# FON Schedule

FON Issue Date:	August 25, 2022
Informational Webinars:	09/15/2022 – 8:00 AM 09/20/2022 – 12:00 PM 09/28/2022 – 4:00 PM
Deadline for applications:	11/30/2022 by 3:00 p.m. Eastern Time (US)
Announcement of award:	12/30/2022
Project Completion Deadline:	10/1/2023

Deadline for applications extended to 12/30/2022  
Announcement of award extended to 1/29/2023

# Funding Opportunity Notice

## Efficiency in Agricultural Fair Buildings: Areas of Interest

- Interior and Exterior Lighting
- Heating, Ventilation, and Air Conditioning (HVAC)
  - Focus heat pump technology



# Lighting Sample

Attachment A



## Agricultural Fair Assistance Program

### Lighting Retrofit Project Application

AFAP-FON-2023



#### Applicant's Information

Applicant (Name of Fair)

Install Address:

<input type="text"/>	<input type="text"/>	<input type="text"/>
Street	City/Town	Zip

Applicants Point of Contact:

<input type="text"/>	<input type="text"/>	<input type="text"/>
Name	Email	Phone

Applicant's Project Contact:

<input type="text"/>	<input type="text"/>	<input type="text"/>
Name	Email	Phone

Check if Same as Above

Authorized Signature

I, the undersigned, am authorized to commit the Applicant to this project application.

Signature

Date

#### Project's Lead Installer Information

Project's Lead Installer

<input type="text"/>	<input type="text"/>	<input type="text"/>
Name	Email	Phone

Check if Qualified Partner

Company Name:

Authorized Signature

I, the undersigned, am authorized to commit the resource to this project application to complete the proposed scope of work. I further agree that I have the necessary credentials to perform the approved scope of work in accordance with local, state, and federal codes and laws.

Signature

Date

Attachment A

## Agricultural Fair Assistance Program

### Lighting Retrofit Project Application

AFAP-FON-2023

#	Location			Baseline (Existing)			Proposed (New)			
	Building Name	Space Name	Hours of use (Annually)	Existing Fixture Description	Qty	Fixture Wattage	Proposed Fixture Description	Qty	Fixture Wattage	Cost per Fixture
Sample	Livestock Barn	Work Area	50	Merl Highbay	10	150	LED High/Low Bay <150w	10	75	\$100
Sample	Administrative Building	Finance Office	700	TLD-2 Lamp #18	5		LED 2x4 Recessed Fixture <30W	5	35	\$80
1										
2										
3										
4										
5										
6										
7										
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11										
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20										

Saved to this PC



# Heat Pump Sample



Attachment A  
**Agricultural Fair Assistance Program**  
*Heat Pump Project Application*  
AFAP-FON-2023



**Applicant's Information**

*Applicant (Name of Fair)*

*Install Address:*     
Street City/Town Zip

*Applicants Point of Contact:*     
Name Email Phone

*Applicant's Project Contact:*     
Name Email Phone

*Check if Same as Above*

**Authorized Signature**  
I, the undersigned, am authorized to commit the Applicant to this project application. I acknowledge heat pump systems must replace oil or propane heating equipment and existing air-conditioning. Heat pumps cannot be used for air-conditioning only.

\_\_\_\_\_  
Signature Date

**Project's Lead Installer Information**

*Projects Lead Installer*     
Name Email Phone

*Check if Qualified Partner*  *Company Name:*

**Authorized Signature**  
I, the undersigned, am authorized to commit the resource to this project application to complete the proposed scope of work. I further agree that I have the necessary credentials to perform the approved scope of work in accordance with local, state, and federal codes and laws.

\_\_\_\_\_  
Signature Date



# Heat Pump Sample

## Agricultural Fair Assistance Program

### Heat Pump Project Application

AFAP-FON-2023

Single Zone Heat Pump				
Equipment Description	Manufacturer	Model Number	Equipment Capacity [Btu/hr.]	Cost
1 <sup>st</sup> Outside Unit			•	
1 <sup>st</sup> Inside Unit				
Installation materials (i.e. lineset, electrical supplies etc.)				
2 <sup>nd</sup> Outside Unit				
2 <sup>nd</sup> Inside Unit				
Installation materials (i.e. lineset, electrical supplies etc.)				
3 <sup>rd</sup> Outside Unit				
3 <sup>rd</sup> Inside Unit				
Installation materials (i.e. lineset, electrical supplies etc.)				
4 <sup>th</sup> Outside Unit				
4 <sup>th</sup> Inside Unit				
Installation materials (i.e. lineset, electrical supplies etc.)				
5 <sup>th</sup> Outside Unit				
5 <sup>th</sup> Inside Unit				
Installation materials (i.e. lineset, electrical supplies etc.)				
			Equipment Cost	\$ -
			Total Install (Labor) Cost	\$ -
			Total Project Cost	\$ -
			Applicant Contribution	\$ -
			AFAP funding Requested	\$ -

*As the Applicant's representative, I understand that the building(s) where the heatpumps are installed are used for at least 6 months in a calendar year*

Applicants Representative \_\_\_\_\_ Date \_\_\_\_\_

*Applicant must attach an electronic picture of the existing heating system(s) that will be replaced with the heat pump(s) listed above.*

## Agricultural Fair Assistance Program

### Heat Pump Project Application

AFAP-FON-2023

Multi-Zone Heat Pump				
Equipment Description	Manufacturer	Model Number	Equipment Capacity [Btu/hr.]	Cost
1 <sup>st</sup> Outside Unit				
1 <sup>st</sup> Inside Unit				
2 <sup>nd</sup> Inside Unit				
3 <sup>rd</sup> Inside Unit				
4 <sup>th</sup> Inside Unit				
Installation materials (i.e. lineset, electrical supplies etc.)				
2 <sup>nd</sup> Outside Unit				
1 <sup>st</sup> Inside Unit				
2 <sup>nd</sup> Inside Unit				
3 <sup>rd</sup> Inside Unit				
4 <sup>th</sup> Inside Unit				
Installation materials (i.e. lineset, electrical supplies etc.)				
			Equipment Cost	\$ -
			Total Install (Labor) Cost	\$ -
			Total Project Cost	\$ -
			Applicant Contribution	\$ -
			AFAP funding Requested	\$ -

*As the Applicant's representative, I understand that the building(s) where the heatpumps are installed are used for at least 6 months in a calendar year*

Applicants Representative \_\_\_\_\_ Date \_\_\_\_\_

*Applicant must attach an electronic picture of the existing heating system(s) that will be replaced with the heat pump(s) listed above.*

# Approval Process

- Efficiency Maine has conducted a review on all applications submitted.
  - Projects are subject to a pre-inspection
- Once Efficiency Maine completes its review, the AFAP Board of Directors will evaluate, and award funding based on score

Scoring Category	Maximum Points
<b>1. Project Scope</b> <ul style="list-style-type: none"><li>a. Was the application submitted with appropriate back-up documentation?</li><li>b. Does the equipment meet the eligibility requirements?</li><li>c. Is the proposed heating equipment sized correctly for the intended building and/or zone?</li></ul>	40
<b>2. Project Cost</b> <ul style="list-style-type: none"><li>a. What is the level of matching funds from the fair? (Note: Lower ratios of project costs to matching funds will yield more award points.)</li><li>b. Are the material costs reasonable for the project's scope of work?</li></ul>	30
<b>3. Project Timeline</b> <ul style="list-style-type: none"><li>a. How long will it take to complete the work? (Note: Projects that can be completed sooner will receive more award points.)</li></ul>	30
<b>Total</b>	<b>100</b>

# Application Received

**Monmouth Fair:** June 22 - 25

**Houlton Agricultural Fair:** July 1 - 4

**Ossipee Valley Fair:** July 7 - 10

**Waterford Worlds Fair:** July 15 - 17

**Pittston Fair:** July 21 - 24

**Union Fair:** July 27 - July 31

**Bangor Fair:** July 28 - August 6

**Northern Maine Fair:** July 30 - August 7

**Topsham Fair:** August 7 - 14

**Skowhegan State Fair:** August 11 - 20

**Maine Farm Days:** August 24 - 25

**Acton Fair:** August 25 - 28

**Piscataquis Valley Fair:** August 25 - 28

**Pembroke Trotting Park:** August 20 - 21

**Washington County Fair:** August 27 - 28

**Windsor Fair:** August 28 - September 5

**Blue Hill Fair:** September 1 - 5

**Harmony Free Fair:** September 2 - 5

**Springfield Fair:** September 3

**Clinton Lions Agricultural Fair:** September 8 - 11

**Litchfield Fair:** September 9 - 11

**Oxford Fair:** September 14 - 17

**New Portland Lions Fair:** September 16 - 18

**Farmington Fair:** September 18 - 24

**Common Ground Country Fair:** September 23 - 25

**Cumberland Fair:** September 25 - October 1

**Fryeburg Fair:** October 2 - 9

**AFAP Eligible**

**AFAP In-eligible**

**Did Not Apply**

# Application Review

Fair	Electric Bills		
	Month before Fair	Month of Fair	Month After Fair
Acton Fair	<b>NO</b>	YES	<b>NO</b>
Fryeburg Fair	YES	YES	YES
Skowhegan Fair	YES	YES	YES
Topsham Fair	YES	YES	YES
Windsor Fair	YES	YES	YES
Farmington	YES	YES	YES
Lichfield	YES	YES	YES
Clinton Fair	YES	YES	YES
Ossipee	YES	YES	YES
Picataquis Vally	YES	YES	YES
Pittston Fair	<b>NO</b>	YES	<b>NO</b>
Waterford Fair	<b>NO</b>	YES	YES

# Application Review

	Lighting Project				
Fair	Attachment A	Fixture Cut Sheets	Material Quote	Installation Quote	Funding Request
Acton Fair	YES	YES	YES	<b>NO</b>	\$ 9,570.63
Fryeburg Fair					\$ -
Skowhegan Fair	YES	YES	Combined		\$ 26,003.20
Topsham Fair	YES	YES	YES	YES	\$ 59,740.00
Windsor Fair	YES	<b>NO</b>	YES	<b>NO</b>	\$ 60,298.00
Farmington	YES	<b>NO</b>	Combined		\$ 66,208.00
Lichfield	YES	YES	YES	Yes	\$ 23,060.84
Clinton Fair	YES	<b>NO</b>	<b>NO</b>	<b>NO</b>	\$ 29,149.00
Ossipee	YES - No HOO	<b>NO</b>	<b>NO</b>	<b>NO</b>	\$ 16,354.10
Picataquis Vally	YES	<b>NO</b>	<b>NO</b>	YES	\$ 40,635.00
Pittston Fair	YES	YES	Combined		\$ 12,300.00
Waterford Fair					
					<b>\$343,318.77</b>

# Application Review

	Heat Pump Project					
Fair	Attachment B	Material Quote	Installation Quote	Heat Pump Cut sheets	Heating System Picture(s)	Funding Request
Acton Fair						\$ -
Fryeburg Fair	YES	YES	NO	YES	YES	\$ 98,919.00
Skowhegan Fair						
Topsham Fair	YES	Combined		YES	YES	\$ 19,600.00
Windsor Fair	YES	Combined		YES	NO	\$ 39,700.00
Farmington						
Lichfield	YES	NO	NO	YES	YES-Stove?	\$ 15,798.00
Clinton Fair						
Ossipee	YES	Combined		NO	NO	\$ 7,000.00
Picataquis Vally	Incomplete	NO	NO	NO	NO	\$ 34,203.04
Pittston Fair						
Waterford Fair	YES	NO	NO	YES	NO	\$ 9,116.40
						<b>\$224,336.44</b>

# Funding Requested & Recommendation

<i>Application Rcvd</i>	Lighting Projects	Heat Pump Project	Total Requested	Incentive Offer
Acton Fair	\$ 9,570.63	\$ -	\$ 9,570.63	\$ 8,000
Fryeburg Fair	\$ -	\$ 98,919.00	\$ 98,919.00	\$ 56,000
Skowhegan Fair	\$ 26,003.20		\$ 26,003.20	\$ 23,000
Topsham Fair	\$ 40,090.00	\$ 19,600.00	\$ 59,690.00	\$ 54,000
Windsor Fair	\$ 66,298.00	\$ 39,100.00	\$ 105,398.00	\$ 90,000
Farmington	\$ 66,208.00	\$ -	\$ 66,208.00	\$ 59,000
Lichfield	\$ 23,060.84	\$ 15,798.00	\$ 38,858.84	\$ 32,000
Clinton Fair	\$ 29,149.00	\$ -	\$ 29,149.00	\$ 25,000
Ossipee	\$ 16,354.10	\$ 7,000.00	\$ 23,354.10	\$ 20,000
Picataquis Vally	\$ 40,635.00	\$ 34,203.04	\$ 74,838.04	\$ 66,000
Pittston Fair	\$ 12,300.00	\$ -	\$ 12,300.00	\$ 10,000
Waterford Fair	\$ -	\$ 9,116.40	\$ 9,116.40	\$ 8,000
Harmony Free Fair	\$ 19,650.00	\$ 5,725.00	\$ 25,375.00	\$ 22,000
Blue Hill Fair	\$ 43,884.00		\$ 43,884.00	\$ 38,000
<b>Funding Requested</b>	<b>\$ 393,202.77</b>	<b>\$ 229,461.44</b>	<b>\$ 622,664.21</b>	<b>\$ 511,000</b>

Difference	% Awarded
\$ 1,570.63	84%
\$ 42,919.00	57%
\$ 3,003.20	88%
\$ 5,690.00	90%
\$ 15,398.00	85%
\$ 7,208.00	89%
\$ 6,858.84	82%
\$ 4,149.00	86%
\$ 3,354.10	86%
\$ 8,838.04	88%
\$ 2,300.00	81%
\$ 1,116.40	88%
\$ 3,375.00	87%
\$ 5,884.00	87%

# Next Step by Efficiency Maine

Fairs approved for financial incentives will be notified by email along with an Approved Scope of Work that must be signed by the contact person and the equipment installation contractor as listed in the approved application

**efficiency MAINE** COMMERCIAL & INDUSTRIAL PRESCRIPTIVE LIGHTING SOLUTIONS  
SMALL MUNICIPALITY RETROFIT APPLICATION

**SCOPE OF WORK (APPROVED) TERMS AND CONDITIONS**  
*Cost-effective Lighting Investment Calculator (CLIC) CIP FON-010-2023*

Customer Name: Municipal ABC  
 Qualified Partner #1: Company A  
 Qualified Partner #2: Company B  
 Facility Name: Town Office  
 Installation Address: 123 State St  
 City: Augusta State: Maine Zip: 04301  
 Reference Number: CLIC91150

This Approved Scope of Work Form is part of the Funding Opportunity Notice (FON) for the Efficiency Maine Commercial & Industrial Prescriptive Initiative. When executed by the Parties and submitted with CIP FON-010-2023, constitute agreement to the following Terms & Conditions:

1. APPLICANT ELIGIBILITY REPRESENTATIONS. Applicant represents that the following statements are true:  
 a. Applicant is a non-residential customer of electric utilities in the State of Maine,  
 b. Applicant's primary business function is not to generate power to be sold into a power market,  
 c. Applicant has the authority to contract for retrofit work in the Facility in connection with the Measures listed.

2. AGREEMENT AS TO THE MEASURES. Applicant agrees to have an installation Contractor perform retrofit work at the Facility in connection with the Measures identified on the attached Section C to this Scope of Work. In consideration of the Contractor's performance of such work, Applicant agrees to pay Installation Contractor for Measures installed at the Facility, based on the Estimated Costs listed on said Section C for the number of completed units for each Measure upon receipt of invoice, provided the Contractor may collect a deposit from Customer prior to performing such work, in which case the final invoice shall be net of such deposit.

3. AGREEMENT AS TO INCENTIVE AMOUNTS.  
 a. Subject to the other terms of this Scope of Work, Applicant's obligation to pay for the installation and Measures shall be reduced by an amount (the "Incentive") provided under the Efficiency Maine CIP FON-010-2023, which amount shall be equal to 30.36 per 1st years saved kWh) or capped at 85% of the measure cost.

Participating Customer \_\_\_\_\_ Date \_\_\_\_\_  
 Participating Qualified Partner \_\_\_\_\_ Date \_\_\_\_\_

**Section B. Summary of Project Financials and Energy Savings**

Estimated Annual kWh Savings:	24,863
Average cost per kWh:	\$0.21
Estimated Annual Energy Cost Savings:	\$5,221.20
Estimated Monthly Energy Cost Savings:	\$435.10
Total Labor Costs:	\$2,700.00
Total Material Costs:	\$7,590.70
Total Taxes on Materials:	\$0.00
Total Ancillary Costs:	\$2,100.00
Total Project Costs (including tax):	\$12,390.70
Estimated Incentives:	\$8,951.00
Estimated Cost to Customer:	\$3,439.70
Est. Simple Payback (years):	0.66

**Section C. List of Measures**

Measure Description	Location	Qty	Labor Cost	Material Cost	Total Cost	Estimated Incentive
Integrated Retrofit kit for LED 2x4 interior Fixture <50W	Receptionist	15	\$562.50	\$1,155.00	\$1,717.50	\$670.00
LED Surface-Mounted Downlight	Lobby	10	\$375.00	\$552.10	\$927.10	\$779.00
Integrated Retrofit kit for LED 2x4 interior Fixture <50W	Hallways	12	\$450.00	\$924.00	\$1,374.00	\$696.00
LED 2x4 Recessed Fixture <50W	Restrooms	4	\$150.00	\$332.80	\$482.80	\$203.00
Retrofit Kit for LED Direct Linear Ambient Luminaires <50W	Town Mgr Office	4	\$150.00	\$238.00	\$388.00	\$130.00
LED Pole-Mounted Streetlight 100W - 250W	Exterior Parking Lot	10	\$562.50	\$2,750.00	\$3,312.50	\$4,655.00
LED Outdoor Wall Pack 30 - 60W	Exterior Wallpacks	8	\$450.00	\$1,638.80	\$2,088.80	\$1,618.00

# Next Step Timeline

- Announce Awards [MAFA]
- Send approved Scope of Work with terms and condition [EMT]. [FEB/MAR]
  - Outlines approved project & financial assistance
  - Outlines special provisions
    - Authorizes EMT for on-site inspections
    - Outlines payment provisions
    - Submit copies of payment or paid invoices
    - Outlines project milestones/timeline

***Projects completed prior to 2023 Fair Date***

# Projects completion dates *[Proposed]*

Fair	2022 Fair dates	2023 Fair dates	Project <i>Proposed</i> Completion
Acton Fair	08/25 - 08/28	08/24 - 08/27	8/15/2023
Fryeburg Fair	10/02 - 10/09	10/01 - 10/08	9/20/2023
Skowhegan Fair	08/11 - 08/20	08/10 - 08/19	8/1/2023
Topsham Fair	08/07 - 08/14	08/06 - 08/12	7/31/2023
Windsor Fair	08/25 - 09/05	08/26 - 09/04	8/20/2023
Farmington	09/18 - 09/24	09/17 - 09/23	9/10/2023
Lichfield	09/09 - 09/11	09/08 - 09/10	9/1/2023
Clinton Fair	09/08 - 09/11	09/07 - 09/10	8/31/2023
Ossipee	07/07 - 07/10	07/06 - 07/9	6/30/2023
Picataquis Vally	08/25 - 08/28	08/24 - 08/27	8/18/2023
Pittston Fair	07/21 - 07/24	07/20 - 07/23	7/15/2023
Waterford Fair	07/15 - 07/17	07/14 - 07/16	7/6/2023