NextZero PROGRAM

Prescriptive Lighting Retrofit Incentive Application Form – Ipswich

Toll Free Hotline: 844-371-6704

Program Overview: The NextZero Prescriptive Lighting Incentive Program is designed to expedite the processing and installation of typical lighting energy efficiency opportunities in commercial, industrial, and non-residential buildings. Incentives are offered to promote the installation of premium efficiency lighting equipment and offset the incremental cost of such equipment over standard replacements.

Incentives are capped at 50% of Installed Costs up to $5,000.

4 Easy Steps to receive your NextZero Incentive:

1. Is your project eligible?

- Equipment must be new and installed in a non-residential building located in a participating Massachusetts Municipal Utility Territory.
- Installation completed, or to be completed, within the current program year of **January 1, 2026**, to **December 31, 2026**. Applications must be received within the current program year to qualify for incentives.

2. Is the equipment you intend to buy eligible?

- Only the exact product types and minimum efficiency levels listed in this form are eligible for prescriptive incentives.

3. Complete and sign the application.

- *Incomplete applications will delay review and payment.* **Please be sure to provide all requested information**.

4. Pre-Approval is required for all projects:

- ***Before*** you purchase and install the equipment, send the following to the NextZero Program to receive a "pre-approval incentive" letter:
  a. Your application with all the requested information filled in.
  b. Manufacturer's technical specification sheets ("cut sheets") for each type of eligible equipment purchased.
  c. A copy of your most recent electric bill.
  d. A W9 for the rebate recipient (customer or installer, as indicated on application page 2).

  *Please note that item b, above, **must** be submitted for your application to be processed.*

- After you have purchased and installed the qualified equipment, return the following to the NextZero Program:
  a. A signed copy of your "pre-approval incentive" letter.
  b. A copy of your invoice showing the date and place of purchase and model/part numbers of the equipment installed.
  c. ***Invoices must be submitted within 60 days of the invoice date***.

*Please note: To receive an incentive from the NextZero Program, invoices, and manufacturer's technical data sheets ("cut sheets") will **always be required**.*

Application Submission: Submit the application and appropriate documents using one of the following methods:

E-mail: EnergySavings@mmwec.org
Mail: NextZero Program c/o DNV
120 Water Street, Suite 408
North Andover, MA 01845

Total project reimbursement at the discretion of the IELD

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PROGRAM PARTICIPANT INFORMATION				
Company Name:	❑ Business ❑ Nonprofit Organization ❑ Government	Electric Utility Co:	Federal Tax ID:	# of Employees
Mailing Address:	City:		State:	Zip Code:
Contact Name/Title:				
Project Installation Address: (*if not same as above)*	City:		State:	Zip Code:
Email Address:	Telephone:			Fax:

CONTRACTOR INFORMATION			
Contractor Company Name:	Business Type: ❑ Inc. ❑ Non-Inc. ❑ Exempt	Contact Person & Title:	Phone:
Street Address:	City:	State:	Zip Code:
Contractor Email:			

REBATE ASSIGNMENT			
Assign to (W9 required): ❑ Customer ❑ Installer	Contact Person: (*if not same as above)*		
Rebate Mailing Address:	City:	State:	Zip Code:

TABLE 1: LIGHTING SYSTEMS INCENTIVE CALCULATION WORKSHEET

Item	New Systems Location	*Existing Fixture Code (See Table 4)*	*Measure Code (See Table 3)*	Proposed Fixture		Quantity of Fixtures		Weekly Hours of Operation	Per Unit Incentive ($) (B) *(See Table 3)*	Total Incentive ($) (A) x (B)
				Description (see table 5)	Model Number	Existing	Proposed (A)			
Ex.	*Office*	*2LU T12*	*S50*	*2x2<50W*	*CPX 2x2 AL07 SWW7 M4*	*10*	*10*	*50*	*$75*	*$750*
1										
2										
3										
4										
5										
6										
7										
8										
9										
10										
									Lighting Systems Total Incentive	

An Excel version of this sheet is located on the NextZero website: https://nextzero.org/wp-content/uploads/Prescriptive-Lighting-Application-Table.xlsx

If actual installation numbers differ, please submit a revised application

Revised 02-2026

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TABLE 2: LIGHTING CONTROLS INCENTIVE CALCULATION WORKSHEET

Item	New Systems Location	Measure Code *(See Table 3)*	Controls Quantity to be Installed (A)	Controlled Lighting Measure Description	Quantity of Fixtures Controlled (B)	Weekly Hours of Equipment Operation	Per Unit Incentive ($) (C)	Total Maximum Incentive ($) (A) x (C)
Ex.	*Room 101*	*L70*	*2*	*2L4' HPT8*	*16*	*50*	*$55*	*$110*
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								
						Lighting Controls Total Incentive		

If actual installation numbers differ, please submit a revised application

TOTAL COST OF PROPOSED PROJECT AND ANTICIPATED INCENTIVE

Type of Measure	Equipment Costs ($)	Labor Costs ($)	Requested Incentive ($)
Lighting Systems			
Lighting Controls			
Totals			

ESTIMATED kWh SAVINGS

CUSTOMER AUTHORIZATION

By signing this application, I acknowledge that I have read and understand the terms and conditions of the program and I verify that all information provided in this application is accurate and true to the best of my knowledge

Customer's Name and Title:

Customer's Signature and Date:

Pre-approval is required for all projects. See page 1 of application for steps to be pre-approved. Incentives are capped at 50% of installed costs up to $1,000. See program descriptive for maximum incentive allowed. To qualify for the incentive:

- Equipment must be new and installed in a non-residential building.
- Installation is completed within the current program year of January 1, 2026, to December 31, 2026.
- Applications are received within the current program year of January 1, 2026, to December 31, 2026.
- Invoices must be submitted within 60 days of the invoice date. Note: Invoices for projects completed in December 2026 must be received by January 31, 2027.
- Fill out entire application and provide the following:
  __ Manufacturer's technical specification sheets ("cut sheets") for each type of eligible equipment purchased.
  __ Copy of your most recent electric bill.
  __ Copy of your invoice showing the date and place of purchase and the model/part numbers of the equipment installed.
  __ Copy of W9 for the rebate recipient (customer or installer, as indicated on application page 2).

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TABLE 3: LIGHTING SYSTEMS INCENTIVE AND ELIGIBILITY REQUIREMENTS				
Measure	**Code**	**Eligible Installations**	**Unit Incentive**	**Eligiblity Criteria**
LED Cooler Case Occupancy Sensor	L50	Cooler Case Mounted Occupancy Sensor for LED Fixtures	$25 per Door Controlled	• Must be installed with new, qualifying LED cooler case fixtures (S30).
Controls for H.I.D. and LED Systems	L60	Fixture Mounted Occupancy Sensor	$40 per Fixture	• Each unit must control a wattage total greater than 125W. • Ballast must be automatically controlled based on occupancy. • Must provide for continuous dimming or stepped dimming of at least 50%.
Remote Mounted Occupancy Sensors	L70	Remote Mounted Occupancy Sensor	$55 per Control	• Each unit must control a wattage total greater than 125W. • Wall switch plate mounted sensors are not eligible.
Vacancy Sensors	L71	Manual On/Auto Off Vacancy Sensor	$25 per Control	• Each unit must control a wattage total greater than 125W. • Wall and ceiling mounted units are eligible. • Sensors must operate on a manual on/automatic off basis. • Refer to Occupancy Sensors for more detail.
LED Retrofit Kits	S8	LED Retrofit Kits for Streetlights, Parking Lot Lights and Fuel Pump Canopy Fixtures (does not include screw-in lamps)	$100 per Kit	• Integrated-style kits that replace all reflectors and optical systems of existing luminaires. Does not include screw-in lamps. • Must be qualified by the DesignLights Consortium (DLC) – see the following link for a complete list of qualified products: **www.designlights.org/qpl**
LED Outdoor Area Fixture	S10	Outdoor Pole or Arm-Mounted LED Streetlight or Parking Lot Fixture	$175 Per Fixture	• Typical streetlights or parking lot lights. • Must be qualified by the DesignLights Consortium (DLC) – see the following link for a complete list of qualified products: **www.designlights.org/qpl**
LED Wall Pack	S12	Outdoor Wall-Mounted LED Area Fixture (Wall pack)	$100 Per Fixture	• Typical walkway or security lights, affixed to a building wall. • Must be qualified by the DesignLights Consortium (DLC) – see the following link for a complete list of qualified products: **www.designlights.org/qpl**
LED Parking Garage Fixture	S14	LED Parking Garage Fixture	$175 Per Fixture	• Ceiling mounted luminaires for use outdoors or in locations open to elements. • Must be qualified by the DesignLights Consortium (DLC) – see the following link for a complete list of qualified products: **www.designlights.org/qpl**
LED Fuel Pump Canopy Fixtures	S16	LED Fuel Pump Canopy Fixtures	$175 Per Fixture	• Ceiling mounted luminaires for use outdoors or in locations open to elements. • Must be qualified by the DesignLights Consortium (DLC) – see the following link for a complete list of qualified products: **www.designlights.org/qpl**
LED Downlight	S20	Recessed, Surface and Pendant-Mounted LED Downlight	$35 Per Fixture	• Includes recessed, surface or pendant-mounted ceiling and downlights. • Must be certified by ENERGY STAR – see the following link for a complete list of qualified products: **www.energystar.gov/productfinder/product/certified-light-fixtures/results**

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TABLE 3: LIGHTING SYSTEMS INCENTIVE AND ELIGIBILITY REQUIREMENTS CONTINUED				
Measure	**Code**	**Eligible Installations**	**Unit Incentive**	**Eligiblity Criteria**
LED Flood & Spotlights	S22	LED Flood & Spotlights (does not include screw-in lamps)	<100W: $80 per fixture ≥100W: $120 per fixture	• Directional luminaires intended to highlight objects and areas in outdoor lighting. • Must be qualified by the DesignLights Consortium (DLC)– see the following link for a complete list of qualified products: **www.designlights.org/qpl**
LED Refrigerated Case Fixture	S30	Refrigerated Case LED Fixture – Vertical	$75 Per Door	• Strip lights in refrigerator cases, vertically mounted along refrigerator case door mullions. • Must be qualified by the DesignLights Consortium (DLC) – see the following link for a complete list of qualified products: **www.designlights.org/qpl**
LED Refrigerated Case Fixture	S32	Refrigerated Case LED Fixture – Horizontal	$75 Per Door	• Strip lights in refrigerator cases, horizontally mounted along refrigerator case shelves or canopies. • Must be qualified by the DesignLights Consortium (DLC) – see the following link for a complete list of qualified products: **www.designlights.org/qpl**
LED Screw and Pin-based Lamps	S40	Screw-and-Pin-Based Integral LED Lamps (does NOT include LED linear replacement lamps)	Tier 1: $5 Per Lamp	Tier1: MR16, PAR16, PAR20, A19; Must be replacing incandescent lamp & have rated life of 15,000+ hours and 80+ CRI
			Tier 2: $10 Per Lamp	Tier2: PAR30, PAR38, BR30, BR40; Must be replacing incandescent lamp & have rated life of 15,000+ hours and 80+ CRI
			Tier 3: $50 Per Lamp	Tier3: Mogul retrofit; Must be replacing incandescent lamp and be qualified by Design Lights Consortium (DLC): **www.designlights.org/qpl**
			Tier 4: $5 Per Lamp	Tier4: Candelabra, Globe; Must be replacing incandescent lamp and be qualified by Design Lights Consortium (DLC): **www.designlights.org/qpl**
LED Interior Luminaires	S50	LED 1x4, 2x4, 2x2 fixtures for interior applications	$75 Per Fixture	• 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. • Must be qualified by the DesignLights Consortium (DLC) – see the following link for a complete list of qualified products: **www.designlights.org/qpl**
LED High or Low Bay Fixtures	S60	New LED fixtures for high and low bay applications	<120W: $175 ≥120W: $225 Per Fixture	• Pendent or surface-mounted fixtures specific for indoor high ceiling spaces. • Must be installed in areas with ceiling heights of 16' or greater. • Must be qualified by the DesignLights Consortium (DLC) – see the following link for a complete list of qualified products: **www.designlights.org/qpl**
LED Retrofit Tube or Strip Kits for Interior Luminaires	S70	Two and four foot linear retrofit tube or strip kits (one incentive per fixture).	2x2 & 1x4 fixtures: $20 2x4, 3x4 & 4x4 fixtures: $30	• Two and four foot LED linear tube or strip and driver. • 'UL TYPE B Lamps' (products requiring the rewriting of the existing fixture to bypass the ballast and send line voltage directly to the lamp holders) are **not eligible**. By signing the application, customers agree that necessary steps have been taken to ensure product, luminaries, and maintenance safety. • Must be qualified by the DesignLights Consortium (DLC) – see the following link for a complete list of qualified products: **www.designlights.org/qpl**

TABLE 4: EXISTING FIXTURE CODES

Fixture Description	Fixture Code
Fluorescent	
1-Lamp 4' T12	1L4' T12
2-Lamp 4' T12	2L4' T12
3-Lamp 4' T12	3L4' T12
4-Lamp 4' T12	4L4' T12
1-Lamp 4' T8 Standard Wattage Lamps (32W)	1L4' T8
2-Lamp 4' T8 Standard Wattage Lamps (32W)	2L4' T8
3-Lamp 4' T8 Standard Wattage Lamps (32W)	3L4' T8
4-Lamp 4' T8 Standard Wattage Lamps (32W)	4L4' T8
2x2 Fixture 2 - T12 U Lamps	2LU T12
2x2 Fixture 2 - T8 U Lamps	2LU T8
2-Lamp 8' T12	2L8' T12
2-Lamp 8' T12 HO	2L8' T12HO
HID	
Metal Halide - 45W	45W MH
Metal Halide - 70W	70W MH
Metal Halide - 100W	100W MH
Metal Halide - 150W	150W MH
Metal Halide - 175W	175W MH
Metal Halide - 200W	200W MH
Metal Halide - 250W	250W MH
Metal Halide - 400W	400W MH
Pulse Start Metal Halide - 70W	70W PSMH
Pulse Start Metal Halide - 100W	100W PSMH
Pulse Start Metal Halide - 150W	150W PSMH
Pulse Start Metal Halide - 200W	200W PSMH
Pulse Start Metal Halide - 320W	320W PSMH
Pulse Start Metal Halide - 400W	400W PSMH
High Pressure Sodium - 50W	50W HPS
High Pressure Sodium - 70W	70W HPS
High Pressure Sodium - 100W	100W HPS
High Pressure Sodium - 150W	150W HPS
High Pressure Sodium - 250W	250W HPS
High Pressure Sodium - 400W	400W HPS

Fixture Description	Fixture Code
Exit Sign	
(2) 5W Compact Fluorescent	2L 5W CFL
(2) 9W Compact Fluorescent	2L 9W CFL
(2) 7.5W Incandescent	2L 7.5W Inc
(2) 20W Incandescent	2L 20W Inc
Incandescent	
40W Incandescent	40W Inc
60W Incandescent	60W Inc
65W Incandescent	65W Inc
75W Incandescent	75W Inc
100W Incandescent	100W Inc
20W Halogen	20W Hal
50W Halogen	50W Hal
CFL	
11W Compact Fluorescent	11W CFL
13W Compact Fluorescent	13W CFL
27W Compact Fluorescent	27W CFL
Refrigerated Case	
1-Lamp 4' T12 HO	1L4' T12HO
2-Lamp 4' T12 HO	2L4' T12HO
1-Lamp 5' T12 HO	1L5' T12HO
2-Lamp 5' T12 HO	2L5' T12HO
1-Lamp 6' T12 HO	1L6' T12HO
2-Lamp 6' T12 HO	2L6' T12HO
1-Lamp 4' T8 HO	1L4' T8HO
2-Lamp 4' T8 HO	2L4' T8HO
1-Lamp 5' T8 HO	1L5' T8HO
2-Lamp 5' T8 HO	2L5' T8HO
1-Lamp 6' T8 HO	1L6' T8HO
2-Lamp 6' T8 HO	2L6' T8HO

TABLE 5: PROPOSED FIXTURE CODES		
Measure Code	**Fixture Description**	**Fixture Code to Enter**
Code L50	Cooler Case Mounted Occupancy Sensor for LED Fixtures	LED R-OS
Code L60	Fixture Mounted Occupancy Sensor On/Off	OS-On/Off
Code L70	Remote Mounted Occupancy Sensor ___Watts Controlled	RMOS _____W
Code L71	Vacancy Sensor _____Watts Controlled	VS ___W
Code S8	LED Retrofit Kits	LED RK
Code S10	LED Streetlight / LED Parking Lot Light	LED SL / LED PL
Code S12	LED Wall Pack	LED WP
Code S14	LED Parking Garage Fixture	LED PG
Code S16	LED Fuel Pump Canopy Fixtures	LED FP
Code S20	LED Downlight	LED D
Code S22	LED Flood & Spotlights	LED FS
Code S30	LED Refrigerated Case Fixture	LED R
Code S32	LED Refrigerated Case Fixture Horizontal	LED RH
Code S40	LED Screw-In Par Lamp LED Pin-Based MR16 Lamp LED Screw-In A-Type Lamp	LED PAR LED MR16 LED A
Code S50	LED Recessed Fixture	2x2 <50W 2x2 >50W 1x4 <40W 1x4 >40W 2x4 <50W 2x4 >50W
Code S60	LED High/Low Bay Fixtures	HB <120W / LB <120W HB <120W / LB >120W
Code S70	LED Retrofit Kits - 2ft/4ft Fixtures	LED 20-24W LED 25-29W LED 30-34W LED 35-39W LED ≥40w