



South Hadley Electric Light Department
MMWEC NextZero PROGRAM
Toll Free Hotline: 844-371-6704



NextZero Commercial & Industrial Prescriptive Lighting Program	
Primary Objectives	<p>MMWEC's NextZero Program assists Massachusetts municipal utilities in developing and delivering energy efficiency services to their commercial and industrial customers.</p> <ul style="list-style-type: none">• Provide a streamlined process for the review and installation of lighting improvement retrofit projects in existing commercial, industrial, governmental, and institutional buildings.• Assist South Hadley Electric Light Department's customers to reduce operating costs by incentivizing the identification and installation of cost-effective lighting improvements.
Target Market	All non-residential customers – commercial, industrial, governmental, and institutional. Customers must be in good financial standing with SHELD to participate in the program.
Target End Uses	Target end uses include all lighting retrofit projects that result in energy savings, including: LEDS, lighting controls, and advanced lighting projects. LED products must be qualified as specified in the lighting system and eligibility requirements table in the application form.
Program Summary/Design	<p>South Hadley Electric Light Department (SHELD) NextZero Prescriptive Lighting program will be a fast-track process for reviewing and implementing lighting projects. This program is for customers who have identified lighting improvement projects and have procured cost quotations from licensed installers. Incentives available through SHELD's NextZero Prescriptive Lighting program are based upon equipment eligibility and pre-determined incentive per unit.</p> <p>Below is a detailed summary of the program process from project eligibility to final delivery of the incentive from SHELD.</p> <ol style="list-style-type: none">1. Project Eligibility: Equipment must be new and installed in a commercial, industrial, institutional, educational, or municipal building, or in common areas of a multi-family building (> 4 units) in the service territory of SHELD.2. Equipment Eligibility: The exact product types listed on the application form are eligible for prescriptive incentives. See our comprehensive Lighting Guide for more information.3. Application: The customer or their contractor should complete the NextZero Prescriptive Lighting Program Application Form, available on the South Hadley Electric Department website or www.NextZero.org, in its entirety and return to the program administrators by any of the methods listed on the application form. The application will be reviewed for completeness. Incomplete applications will delay the review and incentive payment, please be sure to provide all the required information. Application must be signed and dated by customer.4. Review Process: The review process begins once NextZero has received all the required information. On average, this may take several weeks depending on the complexity of the project. NextZero Program administrators may contact you to ask questions or obtain further information. If an application meets the program criteria, a Pre-Approval Incentive Letter is sent to both the participant and contractor for the project.



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Program Summary/Design	<p>5. Pre-Approval Required: Before you purchase and install the equipment, send the following to NextZero to receive a “Pre-Approval Incentive” letter:</p> <ol style="list-style-type: none">Your application with all the requested information filled in.Manufacturer’s technical specification sheets (“cut sheets”) for each type of eligible equipment purchased.A copy of your most recent SHELD electric bill.A W9 form for the intended recipient of the rebate.After you receive Pre-Approval Incentive Letter and have purchased and installed the qualified equipment, return the following to NextZero:<ol style="list-style-type: none">A signed copy of your “Pre-Approval Incentive Letter.”A copy of your itemized invoice showing equipment and labor costs as separate line items, date and place of installation and model/part numbers of the equipment installed.If actual installation numbers differ, please submit a revised application. <p>Please note: To receive a NextZero Program incentive, invoices, and manufacturer’s technical data sheets (“cut sheets”) will <u>always</u> be required.</p> <p>6. Post Installation Inspection: All projects may be subject to a site inspection. NextZero will contact the participant to set up a convenient time for the site inspection. Site inspections will be randomly assigned at the discretion of Next Zero.</p> <p>7. Incentive Payment: An incentive check will be issued for all projects that successfully meet the parameters of the program. See below for more information about financial incentives.</p>
Financial Incentives*	<p>The exact product types listed on the application form are eligible for prescriptive incentives. See our comprehensive Lighting Guide for more information.</p> <ul style="list-style-type: none">Each business is eligible for incentives capped at 50% of project costs, up to a combined \$25,000 per business, per calendar year, across all NextZero Business Programs offered by SHELD.NextZero has the right to monitor and/or inspect the installation and energy use of the products for which incentives are paid.NextZero may publicize your participation in this program, unless otherwise requested. <p><i>*This offer may be changed, revised, or discontinued at any time by NextZero.</i></p>
Delivery Mechanism	<p>Installation of measures may be conducted by any qualified contractors selected by the customer. The projects will be reviewed, and incentives processed by a pre-selected firm with whom NextZero has a standing relationship.</p>