



# Funding Opportunity Announcement (FOA) Streetlight and Outdoor Lighting Efficiency Fiscal Year 2023 Grant Program

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**Program Description:** The Fiscal Year 2023 (FY23) Streetlight and Outdoor Lighting Efficiency (SOLE) Program will provide grants to defray the cost of replacing inefficient pole-mounted fixtures used for the illumination of streets, parking lots, parks, athletic fields and other outdoor spaces, along with certain related lighting controls installed at the Grantee’s option. The SOLE Program is divided into two areas of interest (AOI), with each AOI focused on a different type of exterior, pole-mounted lighting:

<b>Areas of Interest</b>	<ul style="list-style-type: none"> <li>● AOI.1: Street lighting for any vehicular or pedestrian rights-of-way, as well as parking lots</li> <li>● AOI.2: Exterior lighting for athletic fields, parks, or other outdoor spaces</li> </ul>
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**Type of Grant Program:** Non-competitive.

**Application Deadline:** As grants will be offered on a first-come, first-served basis, interested parties are encouraged to apply as soon as possible to have the best chance for funding. Applications will not be accepted after Friday, February 3, 2023 at 5:00 PM.

**Eligible Applicants:** Maryland non-profit organizations, state agencies, local governments, public and private schools, and community colleges. Non-governmental applicants must be in Good Standing with the Maryland State Department of Assessments and Taxation (SDAT).

**Eligible Activities:** Eligible activities include installation of eligible light fixtures and controls that must be:

- (1) pole-mounted lighting fixtures and controls intended for outdoor illumination of roads, pedestrian pathways, parking lots and service roads, or athletic fields;
- (2) LED (or other technologies) that consume less power while providing comparable levels of illumination, compared to the older technologies

that they replace, such as mercury vapor (MV), metal halide (MH) or high pressure sodium (HPS);

(3) funded by the applicant at a level equal to at least 15% of the total project costs after deducting any utility rebates and other incentives, if applicable.

- **Example:** Applicant is pursuing a \$100,000 project, and is eligible for \$30,000 in utility rebates leaving a remaining project balance of \$70,000. The maximum grant amount for this project would be equal to 85% of \$70,000 (or \$59,500). The grantee would be responsible for funding the remaining 15% (or \$10,500).

(4) dark-sky certified. If dark-sky certified products are not available, applicants may petition, with justification, for a waiver as part of their application or before finalizing their project scope. In general, cost alone will not be justification for a waiver. Any waiver will be communicated in writing via email before a project can proceed. To find qualifying fixtures, visit this [directory](#).

(5) Installed with a value of all fixtures totaling no less than \$20,000.

Additionally, this grant program offers higher incentives for SOLE-eligible lighting projects that use solar-powered lamps as well as dimming or motion control.

**Restrictions:**

A. Projects funded under this grant program may not receive concurrent funding from other grants issued by a State of Maryland agency;

B. Upgrades of utility-owned fixtures of any kind are not eligible for funding under this grant program.

C. Projects must be:

- (1) located in the State of Maryland;
- (2) owned by an eligible applicant;
- (3) cost-effective, with the anticipated simple payback (in years) for the entire project being less than the anticipated life of the equipment;

(D) Costs incurred before the effective date of a grant agreement between a grantee and MEA will not be eligible for grant funds. Any invoice submitted to MEA for reimbursement by a FY23 SOLE award must be dated after the grant's date of enactment.

**Program Budget:** A total of \$1,800,000 is anticipated to be available for the SOLE program; however, the total amount awarded under the program may be more or less depending on the quantity and quality of applications received and availability of funding. FY23 SOLE Program grant awards will be capped at a maximum of \$500,000 per applicant.

**Evaluation Criteria:** Complete applications for eligible projects will be awarded grants on a first-come, first-served basis. A complete application will:

1. state the numbers, lamp (bulb) types, wattages, and pole locations of existing fixtures designated for replacement through the SOLE program. See “Documentation of Project Locations” under “Required Application Documents,” below;
2. state the numbers, lamp (bulb) types, and wattages of the replacement LED or other technologies with increased efficiency;
3. be signed by an individual with the authority to enter into a SOLE grant agreement with MEA;
4. if applicable, provide completed copies of utility rebate and other incentive applications for the project, or documentation indicating that such applications are pending;
5. provide a summary of anticipated additional funding sources to be secured for the project (e.g., bond funding, utility incentives, energy performance contracting) as this grant does not cover the full cost of the energy efficient lighting upgrade; and,
6. demonstrate a funding commitment to the project by the applicant that is equal to 15% or more of the total cost, net of any utility rebates and other incentives.

**Selection Process:** Applications will be evaluated by a review panel to determine whether minimum qualifications are met. Complete applications for eligible projects will be evaluated in the order they are received.

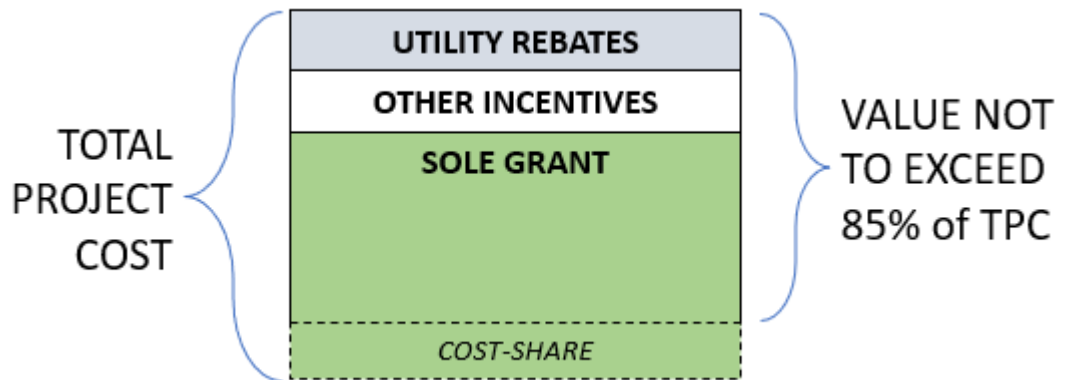
If an incomplete application is received while SOLE program funding remains available, MEA will give the applicant an opportunity to complete the application by providing any missing documentation or information. The application will then be reviewed based on the date that MEA receives the complete application, not the date that the incomplete application was submitted.

**Grant Formula:** This table shows the grant value per fixture type, differentiated by area of interest (AOI) and by wattage of lamp type being replaced.

<b>MAXIMUM GRANT AMOUNTS PER LUMINAIRE REPLACED</b>		
	<b>AOI.1</b>	<b>AOI.2</b>
<b>UTILIZATION CATEGORIES, POLE-MOUNTED FIXTURES ONLY:</b>	Vehicular or pedestrian rights-of-way, as well as parking lots	Athletic Fields
<b>REPLACING EXISTING MV, MH or HPS LUMINAIRES, EACH RATED AT:</b>		
<b>UNDER 176 WATTS:</b>	<b>\$150</b>	<b>\$100</b>
<b>FROM 176 TO 250 WATTS:</b>	<b>\$200</b>	<b>\$125</b>

FROM 251 to 400 WATTS:	\$300	\$150
FROM 401 WATTS OR MORE:	\$400	\$200
<b>BONUS INCENTIVES PER FIXTURE:</b>		
FOR SOLAR POWERED LAMPS:	\$100	\$100
FOR DIMMING OR MOTION CONTROLS:	\$50	\$50

**Total Grant Amount:** Applicants are required to provide a minimum 15% cost-share of the net total project cost (where “net total project cost” is total project cost minus the value of any expected utility rebate and other incentives):



The Applicant’s SOLE grant, when combined with any utility rebates and other incentives, shall not exceed 85% of the total project costs (inclusive of equipment, materials, and labor).

While an applicant may submit applications for multiple projects, that applicant is eligible for an aggregate maximum FY23 SOLE program award of no more than \$500,000. For the purposes of the program, an applicant is identified by a unique federal tax identification number, and not per individual project site. Applicants are encouraged to download from MEA’s FY23 SOLE program webpage a grant calculator provided as an Excel worksheet ([Attachment A](#)). The grant calculator can illustrate a single project’s potential grant value.

**Partial Grants:** This program may issue partial grants depending on the number of complete applications received and total grant funds requested. Grants will be issued on a first-come, first-served basis until grant funds are exhausted. If program funding is depleted so that remaining funds are insufficient to fully fund a grant request, the last applicant prior to exhaustion of funds may be offered a partial grant.

**Required Application Documents:** To be considered complete, an application to the SOLE Program must include the following documents and information. Failure to submit any of the required documents or information may result in the application being considered incomplete. Applications deemed incomplete by MEA will not be considered for a grant until the applicant provides any necessary missing documentation and information. Incomplete applications are moved to the end of the arrival sequence pending completion of the application.

<b>REQUIRED DOCUMENTS</b>	
<input type="checkbox"/>	<b><u>Complete and accurate FY23 Streetlight and Outdoor Lighting Efficiency Program Application Form.</u></b> This application must be signed by an individual with signatory authority for the applicant (i.e, executive director, mayor, city administrator, etc.). This signature indicates the recipient’s intent to use the grant in compliance with all program requirements as specified in this FOA.
<input type="checkbox"/>	<b><u>Defined Project Scope:</u></b> The project scope describes the number and type of lamp replacements that constitute a single streetlight improvement project for which a FY23 SOLE grant is sought. The project scope must include the following details: <ul style="list-style-type: none"> <li>● description of the lamps to be installed, including the number and wattage of each type, their style, location, and installed costs;</li> <li>● an inventory of lamps being replaced, indicating the type, number, and wattage of each;</li> <li>● the value of all funding sources for the project scope, including utility rebates and other incentives and cost-share;</li> <li>● information that clearly describes the location of all fixtures included in the project scope. A map is required for projects that involve multiple locations. <ul style="list-style-type: none"> <li><input type="checkbox"/> If application is for one or more individual properties, provide the street address for each location.</li> <li><input type="checkbox"/> If the application is for street lighting, a list of the streets receiving upgrades, or a description of the area that will be receiving upgrades (e.g., all streets bound by North, South, East, and Main Streets). A legible map showing the designated area, including street names and segments, is required.</li> </ul> </li> </ul>
<input type="checkbox"/>	<b><u>Other Projects.</u></b> Some applicants may anticipate a large scope of work for streetlight upgrades, only a portion of which is represented by their FY23 SOLE application. The SOLE supported portion of a project must be clearly defined from work funded by other state or federal programs by geography, number of lamps and total cost.
<input type="checkbox"/>	<b><u>Acknowledgement.</u></b> By submitting an FY23 SOLE application, the Applicant acknowledges that any costs incurred before the effective date of a FY23 SOLE grant agreement are not eligible for reimbursement under the FY23 SOLE grant program.
<input type="checkbox"/>	<b><u>Example Products.</u></b> Attach to the grant application cut sheets or sample specifications for the anticipated replacement luminaires.
<input type="checkbox"/>	<b><u>Utility Rebate and other incentive applications.</u></b> If applicable, attach to the grant application the documentation of any utility rebate or other incentive application submitted for the project whether or not the application has been approved.
<input type="checkbox"/>	<b><u>Electric Utility Bills.</u></b> Applicants must attach to the grant application a sample bill for all electricity accounts representing meters that serve the street lighting or outdoor lighting fixtures contained in the scope of this project.

<input type="checkbox"/>	<b><u>IRS Form W-9</u></b> for the Applicant organization. The applicant name on the application and the name on the W-9 form must match exactly. If MEA awards a grant to the applicant, the funds will be issued to the entity name and the federal tax identification number listed on the W9 form.
<input type="checkbox"/>	<b><u>Maryland SDAT Certificate(s) of Good Standing OR PDF(s) of the SDAT Business Entity Search entry/entries indicating Good Standing status.</u></b> This is required for the Applicant organization only if the applicant is a non-governmental applicant.

**Submission Instructions:** Applications will not be accepted after Friday, February 3, 2023 at 5:00 PM.

MEA recommends that Applicants submit files electronically in PDF format; all electronic files should be submitted to [lighting.mea@maryland.gov](mailto:lighting.mea@maryland.gov). MEA encourages the use of electronic communication, including applications, to streamline processing, reduce environmental impacts, and ensure receipt of the application by MEA as soon as possible to this first-come, first-served program. However, if an applicant chooses to “opt out” of electronic communications for this program, please contact MEA as soon as possible to establish an alternative method to apply.

**Grant Program General Provisions:** MEA grant programs are covered by general requirements (“General Provisions”) that will be incorporated into all FY23 grant agreements. The General Provisions, Version 3.0, are available for review on [MEA’s website](#)<sup>1</sup>.

**Other Program Provisions.** The following provisions also apply to the SOLE Program:

- **Alternative Technologies:** MEA may consider alternative, non-LED technologies; however the energy savings must be equal to or greater than a comparable light emitting diode lamp of the same lumen output.
- MEA may, at its discretion, obligate all or none of the FY23 SOLE program budget, based on the eligibility of applications submitted to MEA and availability of funds.

**Program Changes:** Any update (e.g., extension of a deadline) or clarification about the Program and any corrections of inadvertent errors in the Program information will be available on the Program webpage. In addition, MEA will communicate clarifications and updates made after applications are submitted directly to applicants or grantees, as applicable, by letter and/or e-mail. Grants are subject to funding availability for the Program and any relevant statutory requirements.

Questions can be directed to Christopher Russell, the SOLE program manager,

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<sup>1</sup> <https://energy.maryland.gov/SiteAssets/Pages/all-incentives/General%20Provisions%20v3%202.11.22.pdf>

at [chris.russell@maryland.gov](mailto:chris.russell@maryland.gov) or (443) 908-1767.

**Related Programs: MEA's Jane E. Lawton Loan Program**

Applicants eligible for a SOLE Program grant are encouraged to apply simultaneously for a Jane E. Lawton Conservation Loan for financial assistance to help defray additional retrofit costs, net of utility rebates, that are not eligible for a SOLE grant. Lawton loans are currently offered at an interest rate of 1% and may be able to help eligible applicants finance any remaining costs associated with the project, if the project meets the requirements of the Lawton program and loan funds remain available. For more information about Lawton loans, [link here](#).