Investing in Georgia's Energy, Land, and Water Resources

Energy-Efficient Lighting for Schools Program Overview

November 5, 2026

Webinar Agenda

- **GEFA Overview**
- **Funding Overview**
- **Program Overview**
  - Eligible entities
  - Program information
  - Funding requirements
- **Case Studies**
- **Application Walkthrough**



Investing in Georgia's Energy, Land, and Water Resources

Introducing GEFA

Georgia Environmental Finance Authority (GEFA) is the **state's energy office** and serves to invest in Georgia's energy, land, and water resources.

Program Management: GEFA manages programs that conserve and improve Georgia's energy, land, and water resources.

Loans: GEFA provides loans for water, wastewater, and solid waste infrastructure; manages energy efficiency and renewable energy programs; administers land conservation loans; and managers and monitors state-owned fuel storage.

Energy Efficiency: GEFA's Energy Resources Division promotes energy efficiency, renewable energy, and energy assurance programs that improve the environment, strengthen quality of life, and stimulate sustainable economic development and growth.

https://gefa.georgia.gov/

Energy Resources Division: Federal Funding

U.S. Department of Energy (DOE) funding to support program activities with a focus on energy efficiency, energy security and energy resiliency. Funding sources include:



- **State Energy Program (SEP) Formula Funding**
  - Approximately $1.4 million annually
  - Programs funded:
    - Building Operator Training (BOC)
    - Georgia Energy Grants
    - Energy Savings Performance Contracting

SEP Infrastructure Investment Jobs Act (IIJA)

SEP IIJA Funding

- $10.4 million over four years
- Allows states flexibility to pursue goals related to energy conservation, energy policy, renewable energy, energy security, and energy-related workforce development (federal requirements such as Build America, Buy America and Davis Bacon Act still apply).

GEFA Projects and Priorities

Workforce Development

- Heat pump training, in partnership with Georgia Department of Labor and Goodwill of North Georgia
- Georgia Tech energy management course
- Technical College System of Georgia sustainability pathway and apprenticeship program

Energy-Efficiency and Resilience

- Energy resilience grants to schools/local governments for solar/battery/transfer switches
- Technical assistance energy savings performance contracting for schools/local governments
- Energy-efficient lighting for schools

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Overview: Energy-Efficient Lighting for Schools

Funding Overview

- GEFA has allocated $1 million for public K-12 school districts to implement lighting and lighting control system upgrades to improve energy efficiency and reduce energy costs and consumption
- GEFA expects to award at least 10 projects
- School districts can request up to $100,000 to be distributed to eligible projects within their district
- All projects must be completed by May 1, 2028
- No match required

Eligible Applicants

- Georgia K-12 public school districts
- Applications will be submitted via QuickBase by the school district
    - Each district can submit only one application
    - Applicants must identify the project location(s) and details



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Eligible Measures

Eligible Measures

- Energy-efficient lighting replacement and/or retrofits
- Installation of lighting controls
  - Dimming
  - Occupancy Sensors
  - Scheduling
  - Daylight-responsive controls



Prohibited Expenditures

SEP, under 10 CFR Part 420, prohibits the use of SEP funds and qualifying state matching contributions for:

- Constructing or repairing buildings and structures
- Purchasing land, a building, or structure
- Subsidizing fares for public transportation
- Subsidizing utility rate demonstration or state tax credits
- Conducting, or purchasing equipment to conduct, research, development, or demonstration

Federal Funding: Specific Program Requirements

Build America, Buy America (BABA)

- Projects over $250,000 (including any matching funds), involving the construction, alteration, maintenance, or repair of publicly owned or public serving infrastructure are subject to BABA.
- Applies to iron, steel, manufactured goods, and construction materials used in an infrastructure project. *Subrecipients will be required to obtain a certification from the manufacturer of an applicable item that the item meets BABA provisions. This certification must be provided to GEFA for review and approval.*

Davis-Bacon Act (DBA)

- All laborers and mechanics employed in performance of construction, alteration, or repair work, in excess of $2,000, shall be paid wages at rates not less than those prevailing on similar projects in the locality.
- Contractors will be required to submit weekly certified payroll reports into DOE's LCP Tracker Database.

Federal Funding: Specific Program Requirements

National Historic Preservation Act

- Projects with a potential to cause adverse effects on buildings more than 45 years old may require additional review from GEFA. See: GA Historic Preservation Programmatic Agreement.

Procurement

- Applicants are required to maintain a written procurement policy and follow proper procurement procedures as stated in 2 CFR Parts 200 and 910.

Timeline

Application Timeline

- Applications will open via QuickBase (from a link on GEFA's website) on **November 12, 2026**
- Applications must be submitted by 5:00 p.m. on **December 18, 2026**
- Completed applications will be reviewed and scored by a GEFA selection committee
- Notifications of intent to award will be emailed to the primary point of contact listed in the application by **January 31, 2027**
- GEFA will execute contracts with subrecipients in spring 2027
- Ideally, this will allow work to be performed during summer 2027
- Projects must be completed by **May 1, 2028**

Case Studies

Wes Livingston
PSG Energy Services
wlivingston@psg-enery-services.com



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PSG ENERGY SERVICES

Lighting improvements in Georgia schools

Project highlights from three school districts

01

Dawson County, GA

Kilough Elementary School

- New energy-efficient classroom fixtures
- Dimming switches and occupancy sensors in each classroom and office

02

Douglas County Schools

Factory Shoals Middle School

- Schoolwide audit and replacement budget
- Interior and exterior upgrades
- Nearly 4,000 fixtures in ~5 weeks, after school daily
- PSG cooperative purchasing contract

03

Fayette County Schools

9 schools across all grade levels

- Interior fixture retrofits at 9 elementary, middle and high schools
- Occupancy sensors and dimming switches in classrooms and offices
- Completed during summer and winter breaks

GEFA • Energy-Efficient Lighting for Schools Program

November 5, 2026 • 10 a.m.

PSG ENERGY SERVICES

PSG ENERGY SERVICES

Lighting improvements in Georgia schools

Project highlights from three school districts

01

Dawson County, GA

Kilough Elementary School

- Estimated $8,000 in annual energy savings
- Project included all classrooms

02

Douglas County Schools

Factory Shoals Middle School

- Estimated $50,000 in annual energy savings
- No controls on project, still resulted in ROI of 5 years

03

Fayette County Schools

9 schools across all grade levels

- County was able to piggyback off of initial purchase from PSG to complete projects at 5 remaining schools
- Interior in all areas complete with controls in classrooms and offices

GEFA • Energy-Efficient Lighting for Schools Program

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PSG ENERGY SERVICES

Fayette County Schools

Case Study

LED Retrofit Across Eight School Campuses



OVERVIEW

PSG Energy Services partnered with the Fayette County Board of Education to modernize lighting systems across **eight school campuses** in Fayetteville, Georgia.

The program upgraded thousands of fixtures and added classroom lighting controls to improve energy efficiency, enhance learning environments, and reduce utility costs while aligning installation work with school break schedules.

PROJECT EXECUTION

PSG coordinated the multi-site retrofit across active school campuses, managing fixture upgrades, controls integration, and scheduling around the academic calendar.

- LED fixture upgrades
- Classroom lighting controls
- Dimming capability integration
- Multi-site school execution
- Public bid project support
- School break scheduling

WHY PSG

PSG brought the planning and execution discipline needed to complete a large education retrofit across multiple active campuses.

- Multi-site education experience
- Lighting + controls expertise
- Academic calendar coordination
- Public bid project experience
- Consistent campus execution

8 SCHOOL CAMPUSES

School campuses upgraded through a coordinated multi-site retrofit program.

11,650 FIXTURES

Approximate number of fixtures replaced across classrooms and common areas.

$200K+ ANNUAL SAVINGS

Initial compliance work developed into a long-term Capital One partnership.

CLASSROOM DIMMING

Lighting controls installed to improve flexibility and support instructional environments.

Troup County Parks & Recreation

Case Study

Sports Lighting Modernization for Parks & Recreation Facilities



OVERVIEW

PSG Energy Services partnered with Troup County in Georgia to modernize sports lighting across its Parks & Recreation facilities, replacing outdated HID lighting with an **advanced LED sports lighting system**.

The upgrade was designed to improve field visibility, reduce energy use and maintenance needs, and create a more **dynamic fan experience** with wireless controls and full-spectrum color illumination.

PROJECT EXECUTION

PSG supported the lighting modernization from installation through aiming and commissioning, coordinating advanced controls and color lighting capabilities across the facilities.

- Sports lighting retrofit
- LED sports lighting installation
- RGBW lighting integration
- Wireless controls
- Emergency backup lighting
- Aiming + commissioning

WHY PSG

PSG brought the sports lighting expertise and technical coordination needed to deliver a high-performance upgrade on an accelerated timeline.

- Advanced sports lighting experience
- LED + RGBW integration
- Wireless control expertise
- Rapid installation + commissioning
- Energy-focused system design

NEARLY 60% ENERGY SAVINGS

Energy use reduced from 118 kW to 48.7 kW through the upgraded sports lighting system.

UNDER ONE WEEK

New lighting system delivered, installed, aimed, and commissioned in under one week.

48.7 KW SYSTEM LOAD

Reduced system load achieved after replacing the original HID lighting system.

RGB COLOR ILLUMINATION

Advanced color lighting added for towers, stands, seating areas, and dynamic scenes.

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Application Walkthrough: Homepage

Welcome to the Application Portal

Energy-Efficient Lighting for Schools Program

The Georgia Environmental Finance Authority's (GEFA) Energy-Efficient Lighting for Schools Program is designed to support lighting and controls upgrades that improve energy efficiency and reduce energy costs. Program funds totaling $1 million are provided through the U.S. Department of Energy (DOE) Infrastructure Investment and Jobs Act (IIJA). GEFA expects to award at least 10 projects with this funding. Georgia K-12 public school districts can submit one application, requesting up to $100,000 to be distributed across their respective districts as needed.

Purpose: GEFA's Energy-Efficient Lighting for Schools Program is designed to support schools with the following upgrades:

- Energy-efficient lighting retrofits and upgrades (replacement of current lighting to LED lighting, fixture upgrades)
- Installation of Lighting Controls and Smart Sensors
  - Dimming switches
  - Occupancy sensors
  - Scheduling
  - Daylight-responsive controls

Eligible Applicants:

- Georgia K-12 Public School Districts (Only one application can be submitted per district)

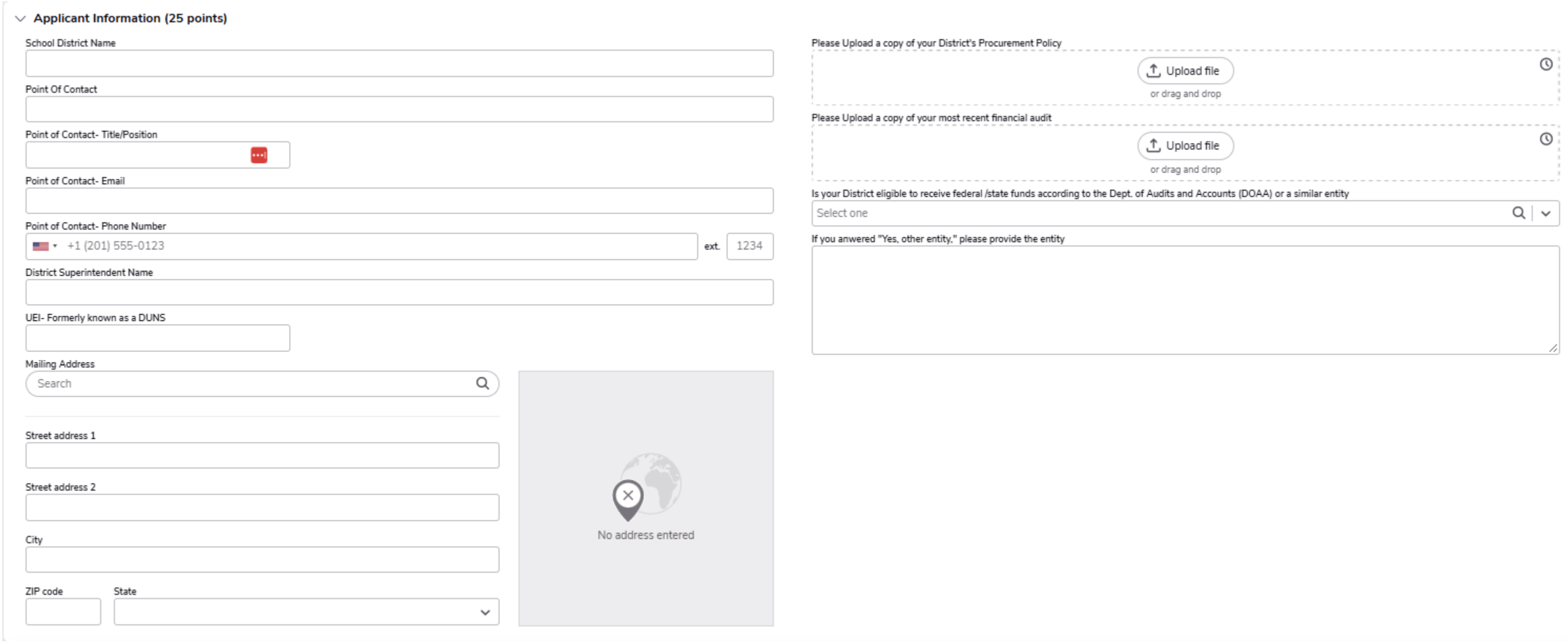
Application Process and Submission Deadline:

All applications must be fully completed by **December 18, 2026, at 5 pm EST.** Please reach out to Leah Lord for application assistance. Only completed applications will be considered for scoring. No cost match is required for this program. All projects awarded must be completed by May 1, 2028.

Post- Award Activities:

Awardees will need to attend a mandatory kick-off call with the GEFA team prior to work being performed. GEFA requires compliance with all DOE Terms and Conditions including the Davis Bacon Act (DBA) relating to prevailing wages and Build America, Buy America (BABA). Awardees will be required to report on the project including performance data such as applicable energy and cost savings, proof of purchases, and installation details.

Application Walkthrough: Applicant Information



Application Walkthrough: Applicant Experience

Applicant Experience (10 points)

Qualification and Experience of Applicant. Please describe any personnel who will involved in implementing and managing the grant. This can include prior experience working with federal or other grant programs, district accomplishments related to specific grants or other funding agencies.

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Application Walkthrough: Project Design and Timeline

Project Design (35 points)

This funding is to be used to upgrade and retrofit existing lighting and controls to energy efficient options. Each district can apply for up to $100,000 to distribute to public K-12 schools within their district, at their own discretion. Funding match is not required, however districts will be awarded additional points during scoring if match is provided.

Eligible Activities include:

- replacement and retrofit of lighting to LED lighting and fixtures
- installation of occupant sensors, timed/ scheduled control systems, dimmer light switches, daylight responsive controls

Requested amound of funding

$ 0.00

Funding Match provided by the District

$ 0.00

Description of the Project. Please include in your description the expected schools who will receive the funding within your district, including identifying information such as the school name, building age, and addresses, a description of the project that will occur at each location and equipment of interest, need for the funding and an estimate of each school's funding allocation. GEFA is aware these are approximate estimations, but please provide as much detail an possible.

Project Timeline. For each Project, please provide an estimated timeline including procurement, installation and completion expectancy. Projects need to be completed by May 1, 2028.

- [ ] I agree that I [the district] will provide metric and savings data [energy and money] for each retrofit
- [ ] I understand that I [the district] will be responsible for complying with all federal regulations [Davis Bacon Act, Buy America Build America, etc] applicable to the project

Application Walkthrough: Energy Efficiency

Energy Efficiency (15 points)

Energy Savings Calculations. Please provide estimates for expected energy savings. Please show your work for determining the estimated energy savings. As example has been provided. If showing work below is too difficult, please utilize the upload section below.

Upload estimated energy calculations

Upload file

or drag and drop

Energy Related Activities Outside of Project. Provide information on activities outside of the proposed project related to energy efficiency, renewable energy, or conservation, this could include prior building audits conducted, performance contracting, other retrofit activities, energy assessments completed, student curriculum, maintenance/ facility staff education (Building Operator Certifications), or similar projects

Sample Energy Calculation

Current Lighting:	**Proposed Lighting:**
Watts per Fixture:100	Watts per fixture: 40
Fixtures: 38	Fixtures: 38

Cost of Project: $7,012.00

Run time: 55 hours/week or 2860 hours/year

Electric utility rate: .137 per kWh

Annual Savings:

Current usage: (100w/1000) x 2860 hours= 286kWh x 38 fixtures= 10,868kWh

Proposed usage: (40w/1000) x 2860 hours= 114.4kWh x 38 fixtures= 4,347.2 kWh

Energy Savings: 10,868 kWh- 4,347.2 kWh= 6,520.8kWh

Cost Savings: 6,520.8kWh x .137= $893.35 annual savings

Application Documents and Requirements

Applicants must:

- Obtain an employer identification number (EIN)
- Obtain a unique entity identification (UEI) number (formerly DUNS)
- Provide their most recent financial audit
- Provide a written procurement policy
- Submit an e-Verify memorandum
- Agree to the DOE special terms and conditions

Ineligible Applications

Applicants will not be considered for funding if:

- Any application or project deliverable is not provided or completed when required
- The applicant submits more than one application for the same physical site (building) or address
- The applicant is debarred or suspended from submitting bids or appears on the federal list of excluded parties listing system
- The applicant has breached, defaulted, or otherwise not performed on another grant or similar agreement or has had a grant or similar agreement terminated for cause by GEFA, has agreed not to bid, or has had suspension or debarment proceedings initiated against it
- The applicant has performed any other action or omission, error, or act that, in the judgment of GEFA and the scoring team, renders the application nonresponsive, ineligible, or not viable

Additional Resources

U.S. Department of Energy (DOE) 2024 Lighting Guidance for Schools

- https://www.energy.gov/sites/default/files/2024-12/lighting-spec-guidance-school_nov24.pdf

Lighting Rebates Available for Schools

- Identify your utility provider. Check whether the school facility is physically billed by Georgia Power or a local EMC cooperative.
- Inquire about custom or commercial programs
    - If you are in Georgia Power's territory, find out more here. Work with a registered participating contractor to submit pre-approval paperwork for prescriptive or custom LED upgrades.
    - If you are served by an EMC or are a municipal utility customer, contact your specific cooperative's commercial/industrial account manager to ask if they offer commercial lighting incentives or custom energy-efficiency audits.

Energy Resources Division

47 Trinity Ave SW
Fifth Floor
Atlanta, GA 30334
gefa.georgia.gov