

Application to Commit
Energy Efficiency/Peak Demand
Reduction Programs
(Mercantile Customers Only)

Case No.: 13-0334-EL-EEC

Mercantile Customer: L'Oreal USA

Electric Utility: The Cleveland Electric Illuminating Company

Program Title or

Lighting Upgrades at Miller and Solon Facilities

Description:

Rule 4901:1-39-05(F), Ohio Administrative Code (O.A.C.), permits a mercantile customer to file, either individually or jointly with an electric utility, an application to commit the customer's existing demand reduction, demand response, and energy efficiency programs for integration with the electric utility's programs. The following application form is to be used by mercantile customers, either individually or jointly with their electric utility, to apply for commitment of such programs in accordance with the Commission's pilot program established in Case No. <u>10-834-EL-POR</u>

Completed applications requesting the cash rebate reasonable arrangement option (Option 1) in lieu of an exemption from the electric utility's energy efficiency and demand reduction (EEDR) rider will be automatically approved on the sixty-first calendar day after filing, unless the Commission, or an attorney examiner, suspends or denies the application prior to that time. Completed applications requesting the exemption from the EEDR rider (Option 2) will also qualify for the 60-day automatic approval so long as the exemption period does not exceed 24 months. Rider exemptions for periods of more than 24 months will be reviewed by the Commission Staff and are only approved up the issuance of a Commission order.

Complete a separate application for each customer program. Projects undertaken by a customer as a single program at a single location or at various locations within the same service territory should be submitted together as a single program filing, when possible. Check all boxes that are applicable to your program. For each box checked, be sure to complete all subparts of the question, and provide all requested additional information. Submittal of incomplete applications may result in a suspension of the automatic approval process or denial of the application.

Any confidential or trade secret information may be submitted to Staff on disc or via email at ee-pdr@puc.state.oh.us.

Section 1: Mercantile Customer Information

Name: L'Oreal USA Principal address: 30701 Carter St., Solon OH 44139 Address of facility for which this energy efficiency program applies:30701 Carter St and 6800 Arnold Miller Parkway, Solon, Ohio 44139 Name and telephone number for responses to questions: Sara Shepardson, (440) 542-4567 Electricity use by the customer (check the box(es) that apply): The customer uses more than seven hundred thousand kilowatt hours per year at the above facility. (Please attach documentation.) The customer is part of a national account involving multiple facilities in one or more states. (Please attach documentation.) **Section 2: Application Information** A) The customer is filing this application (choose which applies): Individually, without electric utility participation. Jointly with the electric utility. B) The electric utility is: The Cleveland Electric Illuminating Company C) The customer is offering to commit (check any that apply): Energy savings from the customer's energy efficiency program. (Complete Sections 3, 5, 6, and 7.) Capacity savings from the customer's demand response/demand reduction program. (Complete Sections 4, 5, 6, and 7.) Both the energy savings and the capacity savings from the customer's energy efficiency program. (Complete all sections of the Application.)

Revised June 24, 2011 -2-

Section 3: Energy Efficiency Programs

A)	The	customer's energy efficiency program involves (check those that apply):
		Early replacement of fully functioning equipment with new equipment. (Provide the date on which the customer replaced fully functioning equipment, and the date on which the customer would have replaced such equipment if it had not been replaced early. Please include a brief explanation for how the customer determined this future replacement date (or, if not known, please explain why this is not known)). If Checked, Please see Exhibit 1 and Exhibit 2
		Installation of new equipment to replace equipment that needed to be replaced The customer installed new equipment on the following date(s):
		Installation of new equipment for new construction or facility expansion. The customer installed new equipment on the following date(s):
		Behavioral or operational improvement.
В)	Ene	rgy savings achieved/to be achieved by the energy efficiency program:
	1)	If you checked the box indicating that the project involves the early replacement of fully functioning equipment replaced with new equipment, then calculate the annual savings [(kWh used by the original equipment) – (kWh used by new equipment) = (kWh per year saved)]. Please attach your calculations and record the results below:
		Annual savings: 1,119,455 kWh
	2)	If you checked the box indicating that the customer installed new equipment to replace equipment that needed to be replaced, then calculate the annual savings [(kWh used by less efficient new equipment) – (kWh used by the higher efficiency new equipment) = (kWh per year saved)]. Please attach your calculations and record the results below:
		Annual savings: kWh
		Please describe any less efficient new equipment that was rejected in favor of the more efficient new equipment. Please see Exhibit 1 if applicable

Revised June 24, 2011 -3-

3) If you checked the box indicating that the project involves equipment for new construction or facility expansion, then calculate the annual savings [(kWh used by less efficient new equipment) – (kWh used by higher efficiency new equipment) = (kWh per year saved)]. Please attach your calculations and record the results below:

Annua	l savings:	kWh
	2011115	

Please describe the less efficient new equipment that was rejected in favor of the more efficient new equipment. **Please see Exhibit 1 if applicable**

4) If you checked the box indicating that the project involves behavioral or operational improvements, provide a description of how the annual savings were determined.

Revised June 24, 2011 -4-

Section 4: Demand Reduction/Demand Response Programs

A)	The	customer's program involves (check the one that applies):
		Coincident peak-demand savings from the customer's energy efficiency program.
		Actual peak-demand reduction. (Attach a description and documentation of the peak-demand reduction.)
		Potential peak-demand reduction (check the one that applies):
		☐ The customer's peak-demand reduction program meets the requirements to be counted as a capacity resource under a tariff of a regional transmission organization (RTO) approved by the Federal Energy Regulatory Commission.
		☐ The customer's peak-demand reduction program meets the requirements to be counted as a capacity resource under a program that is equivalent to an RTO program, which has been approved by the Public Utilities Commission of Ohio.
B)	On	what date did the customer initiate its demand reduction program?
	Plea	ase see Exhibit(s) 2
C)		at is the peak demand reduction achieved or capable of being achieved ow calculations through which this was determined):
		<u>129</u> kW

Revised June 24, 2011 -5-

Section 5: Request for Cash Rebate Reasonable Arrangement (Option 1) or Exemption from Rider (Option 2)

Under this section, check the box that applies and fill in all blanks relating to that choice.

Note: If Option 2 is selected, the application will not qualify for the 60-day automatic approval. All applications, however, will be considered on a timely basis by the Commission.

A)	The custor	ner is applying for:
	Optio	on 1: A cash rebate reasonable arrangement.
	OR	
		on 2: An exemption from the energy efficiency cost recovery anism implemented by the electric utility.
	OR	
	Com	mitment payment
B)	The value	of the option that the customer is seeking is:
	Option 1:	A cash rebate reasonable arrangement, which is the lesser of (show both amounts):
		A cash rebate of \$63,310. (Rebate shall not exceed 50% project cost. Attach documentation showing the methodology used to determine the cash rebate value and calculations showing how this payment amount was determined.)
	Option 2:	An exemption from payment of the electric utility's energy efficiency/peak demand reduction rider.
		An exemption from payment of the electric utility's energy efficiency/peak demand reduction rider for months (not to exceed 24 months). (Attach calculations showing how this time period was determined.)
		OR
		A commitment payment valued at no more than \$ (Attach documentation and calculations showing how this payment amount was determined.)

Revised June 24, 2011 -6-

Ongoing exemption from payment of the electric utility's energy efficiency/peak demand reduction rider for an initial period of 24 months because this program is part of the customer's ongoing efficiency program. (Attach documentation that establishes the ongoing nature of the program.) In order to continue the exemption beyond the initial 24 month period, the customer will need to provide a future application establishing additional energy savings and the continuance of the organization's energy efficiency program.)

Section 6: Cost Effectiveness

OR

The program is cost effective because it has a benefit/cost ratio greater than 1 using the (choose which applies): Total Resource Cost (TRC) Test. The calculated TRC value is: (Continue to Subsection 1, then skip Subsection 2) Utility Cost Test (UCT). The calculated UCT value is: See Exhibit 3 (Skip to Subsection 2.) Subsection 1: TRC Test Used (please fill in all blanks). The TRC value of the program is calculated by dividing the value of our avoided supply costs (generation capacity, energy, and any transmission or distribution) by the sum of our program overhead and installation costs and any incremental measure costs paid by either the customer or the electric utility. The electric utility's avoided supply costs were _____. Our program costs were _____. The incremental measure costs were _____.

Revised June 24, 2011 -7-

Subsection 2: UCT Used (please fill in all blanks).

We calculated the UCT value of our program by dividing the value of our avoided supply costs (capacity and energy) by the costs to our electric utility (including administrative costs and incentives paid or rider exemption costs) to obtain our commitment.

Our avoided supply costs were **See Exhibit 3**

The utility's program costs were **See Exhibit 3**

The utility's incentive costs/rebate costs were **See Exhibit 3**

Section 7: Additional Information

Please attach the following supporting documentation to this application:

- Narrative description of the program including, but not limited to, make, model, and year of any installed and replaced equipment.
- A copy of the formal declaration or agreement that commits the program or measure to the electric utility, including:
 - 1) any confidentiality requirements associated with the agreement;
 - 2) a description of any consequences of noncompliance with the terms of the commitment;
 - 3) a description of coordination requirements between the customer and the electric utility with regard to peak demand reduction;
 - 4) permission by the customer to the electric utility and Commission staff and consultants to measure and verify energy savings and/or peak-demand reductions resulting from your program; and,
 - 5) a commitment by the customer to provide an annual report on your energy savings and electric utility peak-demand reductions achieved.
- A description of all methodologies, protocols, and practices used or proposed to be used in measuring and verifying program results. Additionally, identify and explain all deviations from any program measurement and verification guidelines that may be published by the Commission.

Revised June 24, 2011 -8-

Ohio | Public Utilities Commission

Application to Commit Energy Efficiency/Peak Demand Reduction Programs (Mercantile Customers Only)

Case No.: 13-0334-EL-EEC

State of Ohio:

Sara Shepardson,, Affiant, being duly sworn according to law, deposes and says that:

I am the duly authorized representative of: 1.

L'Oreal, USA

[insert customer or EDU company name and any applicable name(s) doing business as]

I have personally examined all the information contained in the foregoing application, 2. including any exhibits and attachments. Based upon my examination and inquiry of those persons immediately responsible for obtaining the information contained in the application, I believe that the information is true, accurate and complete.

FACILITY MAN ACER Signature of Affiant & Title

Sworn and subscribed before me this 6th day of February, 2013 Month/Year

Deborah K Pollock Print Name and Title

My commission expires on 10-27-2016



DEBORAH K. POLLOCK Notary Public, State of Ohio My Commission Expires October 27, 2016

Site Address: L'Oreal USA (Miller Building)
Principal Address: 6800 Arnold Miller Parkway

		Principal Address:	wnat date would you nave replaced your		
Project No.	Project Name	Narrative description of your program including, but not limited to, make, model, and year of any installed and replaced equipment:	Description of methodologies, protocols and practices used in measuring and verifying project results	equipment if you had not replaced it early? Also, please explain briefly how you determined this future replacement date.	Please describe the less efficient new equipment that you rejected in favor of the more efficient new equipment.
1	Building 3 (Miller) Lighting Replacement	(400) T12 2-bulb fixtures were replaced with T8 2-bulb GE232Max-L/Ultra in 2010 in building 3.	The specifications from the lighting vendors were used to calualte the usage of the new fixtures and bulbs. The lighting programs are very small portion of the overall consumption at the facility. Usage reductions are based on the equipment specs and hours of operations. The Lighting Rebate Calculator was the basis for calculating the energy and demand savings.	The fixtures would have needed to be replaced in the next 2 years.	N/A

Docket No. 13-0334

Site: 6800 Arnold Miller Parkway

Customer Legal Entity Name: L'Oreal USA

Site Address: L'Oreal USA (Miller Building)

Principal Address: 6800 Arnold Miller Parkway

	Unadjusted Usage, kwh (A)	Weather Adjusted Usage, kwh (B)	Weather Adjusted Usage with Energy Efficiency Addbacks, kwh (c) Note 1
2010	861,900	861,900	947,629 7,281

Average 861,900 861,900 477,455

Project Number	Project Name	In-Service Date	Project Cost \$	50% of Project Cost \$	KWh Saved/Year (D) counting towards utility compliance	KWh Saved/Year (E) eligible for incentive	Utility Peak Demand Reduction Contribution, KW (F)	Prescriptive Rebate Amount (G) \$	Eligible Rebate Amount (H) \$ Note 2
1	Building 3 (Miller) Lighting Replacement	12/01/2009	\$10,013	\$5,007	85,729	85,729	18	\$14,720	\$5,007
					-	-	-		
					-	-	-		
					-	-	-		
					-	-	-		
					-	-	-		
					-	-	-		
		Total	\$10,013		85,729	85,729	18	\$14,720	\$5,007

Docket No. 13-0334

Site: 6800 Arnold Miller Parkway

Notes

(1) Customer's usage is adjusted to account for the effects of the energy efficiency programs included in this application. When applicable, such adjustments are prorated to the in-service date to account for partial year savings.

(2) The eligible rebate amount is based upon 75% of the rebates offered by the FirstEnergy Commercial and Industrial Energy Efficiency programs or 75% of \$0.08/kWh for custom programs for all energy savings eligible for a cash rebate as defined in the PUCO order in Case NO.10-834-EL-EEC dated 9/15/2010, not to exceed the lesser of 50% of the project cost or \$250,000 per project. The rebate also cannot exceed \$500,000 per customer per year, per utility service territory.



Exhibit 3 Utility Cost Test

UCT = Utility Avoided Costs / Utility Costs

Project	Total Annual Savings, MWh	Utility Avoided Cost \$/MWh	Utility Avoided Cost \$	Utility Cost \$	Cash Rebate \$	Administrator Variable Fee \$	Total Utility Cost \$	UCT
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
1	86	\$ 308	\$ 26,429	\$ 3,546	\$5,007	\$0	\$ 8,553	3.1

Total	86	\$ 308	26,429	3,546	\$5,007	\$0	8,553	3.1

Notes

- (A) From Exhibit 2, = kWh saved / 1000
- (B) This value represents avoided energy costs (wholesale energy prices) from the Department of Energy, Energy Information Administration's 2009 Annual Energy Outlook (AEO) low oil prices case. The AEO represents a national average energy price, so for a better representation of the energy price that Ohio customers would see, a Cinergy Hub equivalent price was derived by applying a ratio based on three years of historic national average and Cinergy Hub prices. This value is consistent with avoided cost assumptions used in EE&PDR Program Portfolio and Initial Benchmark Report, filed Dec 15, 2009 (See Section 8.1, paragraph a).
- (C) = (A) * (B)
- (D) Represents the utility's costs incurred for self-directed mercantile applications for applications filed and applications in progress. Includes incremental costs of legal fees, fixed administrative expenses, etc.
- (E) This is the amount of the cash rebate paid to the customer for this project.
- (F) Based on approximate Administrator's variable compensation for purposes of calculating the UCT, actual compensation may be less.
- (G) = (D) + (E) + (F)
- (H) = (C) / (G)

L'Oreal USA ~ L'Oreal USA (Miller Building)

Docket No. 13-0334

Site: 6800 Arnold Miller Parkway

Lighting Inventory Form

Agolour Manne. (Cosal USA Postucione: Passa use one line for each finding type in a room or assa.

Facily Name: Buildery 3 Males Buildery 3 Males Buildery 4

Each (School) The Cost of Cost of Cost on Cost on Cost on Cost

Paciny reams:			5/26/20				The total of Column S,				um M and the quart						Standard Linktin	form															
																		,															
Line Building Address F	Door Aron D	occulation I but	PROJECT B terior or Exterior	BASIC INFORMATION Predominant Space Type	Area Cooling	Oro Sistem	PRE-III	Pre Wetts /	Pre kW /	Existing	Existing	Post Po	ost Fixture Code	POST-INSTA	Post kW /	Bronnend	Proposed	Interior Chang	e Exterior	Change in	Applicant	Coincidence	Interactive	En	ergy Calculat	Fost I	Assessed Asse	Loant Drangello	d Assura	Americal	American School American	Po	re Cut
Item	Au J	edd spiloti	Fixture	Pressional Space Type	Atta Cooling	Qty	Pierinale code	Fixture	Space	Control	Sensor Fi	ixture	Oat 1 Million Code	Fixture	Space	Control	Sensor	in Connected	Change in	Connected	Coincidence	Factor	Factor (demand)	Factor	Pre Controls	Controls !	Savings Equ	ivalent Equivaler	it Interior	Exterior		Saved Shi	
								(W)	(kW)	drop down	Quantity When applicable	Qty			(kW)	Control Please enter DAYLTG, OCC or NONE.	Quantity When applicable	Load	Connected	Load (kW)			(demand)	(energy)	Factor	Factor		Load Full Load	Fixture kWh	Fixture kWh	(CFL or LED (S	Sensors Num	riber
											When applicable						When applicable	(kW) excluding	g Load (kW)	(kW) s CFL or LED	(CF) Estimate						H	ours Hours FLH)	Saved (excluding	Saved (excluding	exit signs only)	only)	
																		CFLs or Exit Signs	or Exit Class	exit sign	Esumate							imate	CEL o or Evit	CFLs or Exit	Offsy)		
																		Sagas	or Line digital	Can anger									Signs)	Signs)			
e.g. 400 North Street e.g. Example	2 0	Mice	Interior	Office - Small Restaurant - Fast Food	Cooled Space Uncooled space	3	F44ILL Example Cut Sheet 1	112	0.34	NONE		3	CFT55/1-BX sample Cut Sheet 2	56	0.17	occ	3		0.13	0.17	84% 88%	84%	34%	12%	200	30%	0.19 2	808 3,435 780 4,156			646	194 1 104 1	_
							Example Col Sneet 7	30	0.25	ULL	3	3 EX	ample out sneet 2	D	0.13	LIATLIG			0.13		80%	00%			30%	50%	0,	700 4,130		30+		104	_
	Pi	icking	Interior	Other - Please estimate CF and EFLH	Cooled Space	400	F42SS	94	37.60	NONE		400	F42SSILL	48	19.20	NONE		18.40			80%	80%	34%	12%			19.72 4	160 4,160	85,729			1, 1/	A, 1B
2										NONE NONE						NONE NONE																	_
3	_					_	_			NONE					-	NONE			-	-			-			-		_			-	_	
5						+				NONE						NONE																	-
6										NONE NONE						NONE NONE																	_
8	_					_	_			NONE					-	NONE			-	-			-			-		_			-	_	
9						+				NONE						NONE																	-
10										NONE NONE						NONE NONE																	=
12	_					_	_			NONE					-	NONE			-	-			-			-		_			-	_	
13						1	1			NONE						NONE																	-
14						4				NONE NONE		-				NONE NONE					<u> </u>												_
15						+	+			NONE		-				NONE	-		_									_	+		_	_	-
17						+				NONE						NONE																	-1
18										NONE						NONE																	_
19 20						+				NONE NONE		_				NONE NONE			-	-						_		_				_	-
21										NONE		-			1	NONE			1	1									+	_			-
22										NONE						NONE																	_
23 24						+				NONE NONE		_				NONE NONE			-	-						_		_				_	
25						_				NONE		_				NONE			+							_			+	-	_	_	-
26										NONE NONE						NONE																	
27										NONE		_				NONE NONE														-	-		_
29						_				NONE	+ +	_				NONE			+							_			+	-	_	_	-
30										NONE						NONE																	_
31										NONE NONE		_				NONE NONE														-	-		_
33						_				NONE		_				NONE			+							_			+	-	_	_	-
34										NONE						NONE																	_
35 36						+				NONE NONE		_				NONE NONE			-	-						_		_				_	
37										NONE NONE		-			1	NONE			1	1									+	_			-
38										NONE						NONE																	
39 40						+				NONE NONE		_				NONE NONE			-	-						_		_				_	
41										NONE		-			1	NONE			1	1									+	_			-
42										NONE						NONE																	=
43						+	+			NONE NONE	+ +	-				NONE	-		_									_	+		_	_	-
45										NONE						NONE																	_
46						4				NONE		-				NONE					<u> </u>												
47						+	+			NONE NONE	+ +	-				NONE	-		_									_	+		_	_	-
49						1	1			NONE NONE						NONE																	-1
50					<u> </u>					NONE						NONE NONE																	
51						+	+			NONE NONE	+ +	-				NONE	-		_									_	+		_	_	-
53 54										NONE NONE						NONE																	_
54						4				NONE NONE		-				NONE					<u> </u>												
55						+	+			NONE	+ +	-				NONE NONE	-		_							_		_	_	-	_	_	-
57						1	1			NONE						NONE																_	\neg
58										NONE						NONE																	=
59						+	+			NONE NONE	+	-+			-	NONE NONE		_	-	-						_					-	_	\rightarrow
61						+	1			NONE						NONE																	-
62										NONE						NONE																	=
63						+	+			NONE	+	-+			-	NONE		_	-	-						_					-	_	-
64 65										NONE NONE						NONE																	=
Totals						400			37.60			400			19.20			18.40									19.72		85,729				

Project Estimated Annual Savings Summary

Estimated Annual kWh Savings	85,729.28
Total Change in Connected Load	18.40

Annual Estimated Cost Savings	\$8,572.93
Annual Operating Hours	4,160

\$0.	80/W (excluding CFLs, sensors, LED exit signs)	\$14,720.00
\$0.	erior Lighting incentive @ 50/W (excluding CFLs, sensors, LED exit signs)	\$0.00
CF (inc	al CFL Incentive @ \$1/screw-in L lamp; \$15/hard-wired CFL lamp cludes all CFLs, both interior and erior)	\$0.00
Tot sigi	al LED Exit Incentive @ \$10/exit	\$0.00
\$25	al Lighting Controls Incentive @ 5/sensor (includes all Lighting ntrols, both interior and exterior)	\$0.00

Total Calculated Incentive	\$14,720.00
Total Fixture Quantity excluding CFLs and LED Exit Sign	400
Total Lamp Quantity for Screw-In CFLs	0
Total Lamp Quantity for Hard-Wired CFLs	0
Total Fixture Quantity for LED Exit Signs	0
Total Quantity for Occupancy Sensors	0
Total Quantity for Daylight Sensors	0

Please briefly describe how you estimated your coincidence factor (CF) for facility type "Other" indicated on the Lighting Form tab

Site Address: L'Oreal USA Solon Manufacturing

		Principal Address:	wnat date would you nave replaced your		
Project No.	Project Name	Narrative description of your program including, but not limited to, make, model, and year of any installed and replaced equipment:	Description of methodologies, protocols and practices used in measuring and verifying project results	equipment if you had not replaced it early? Also, please explain briefly how you determined this future replacement date.	Please describe the less efficient new equipment that you rejected in favor of the more efficient new equipment.
1	Lighting Retrofit Cell #2	(270) 400 watt metal halide fixtures were replaced with (270) 216 watt low profile fixtures with T5 bulbs in the production area.	The specifications from the lighting vendors were used to calculate the usage of the new fixtures and bulbs. The lighting programs are very small portion of the overall consumption at the facility. Usage reductions are based on the equipment specifications and hours of operations. Energy and Demand savings are based on Lighting Rebate Calculator.	Bulbs would have been replaced yearly, and the fixtures in 5 years.	N/A
2	Chemical Warehouse Lighting Upgrade	(91) 400W HID fixtures were replaced in the warehouse with (20) 2 lamp ballasts, (33) 4' 4 lamp T5HO high bays, (12) 4' 3 lamp T5HO, and (24) 2 lamp fixtures IP67 rating. Occupancy sensors were also installed which have reduced the on time by a minimum of 45%.	The specifications from the lighting vendors were used to calculate the usage of the new fixtures and bulbs. The lighting programs are very small portion of the overall consumption at the facility. Usage reductions are based on the equipment specfications and hours of operations. Energy and Demand savings are based on Lighting Rebate Calculator.	The lamps would have been replaced within a year and the fixtures within 2 years.	N/A
3	Lighting Upgrade Building 1 Warehouse	(54) 400w HIDs were replaced with (17) ECO series 2 lamp 4' T5 fixtures and (37) High bay 3 lamp 4' T5 fixtures. Motion sensors were installed that reduced the number of hours the lights are on from 24 to 8 per day.	The lighting programs are very small portion of the overall consumption at the facility. Usage reductions are based on the equipment specifications and the amount of time that the lighting is no longer on. Energy and Demand savings are based on Lighting Rebate Calculator.	The bulbs would have been replaced in a year and the fixtures in 5 years.	N/A
4	Processing Lighting Upgrade	(73) 250W HID fixtures were replaced T5 fixtures. New fixtures installed were: (17) High Bay 4' 4 lamp T5HO, (36) 15' 3 lamp T554, (20) 4' 3 lamp T5 enclosed & gasketed.	The specifications from the lighting vendors were used to calculate the usage of the new fixtures and bulbs. The lighting programs are very small portion of the overall consumption at the facility. Usage reductions are based on the equipment specifications and hours of operations. Energy and Demand savings are based on Lighting Rebate Calculator.	Bullbs would have been replaced yearly, and the fixtures in 2-5 years.	N/A
5	XP Room Lighting	(7) 250W HIDs were replaced with 3 lamp T5HO LDPI 380 XP fixtures.	The specifications from the lighting vendors were used to calculate the usage of the new fixtures and bulbs. The lighting programs are very small portion of the overall consumption at the facility. Usage reductions are based on the equipment specifications and hours of operations. Energy and Demand savings are based on Lighting Rebate Calculator.	Bulbs would have been replaced yearly, and the fixtures in 5 years.	N/A

Docket No. 13-0334 Site: 30701 Carter St Customer Legal Entity Name: L'Oreal USA

Site Address: L'Oreal USA Solon Manufacturing

Principal Address: 30701 Carter St

Unadjusted Weather Adjusted Usage, kwh (A) Usage, kwh (B) Weather Adjusted Usage, kwh (B) Weather Adjusted Usage, kwh (C)

Note 1

2010 12,164,690 12,164,690 12,841,451

247,990

Average 12,164,690 12,164,690 6,544,720

Project Number	Project Name	In-Service Date	Project Cost \$	50% of Project Cost \$	KWh Saved/Year (D) counting towards utility compliance	KWh Saved/Year (E) eligible for incentive	Utility Peak Demand Reduction Contribution, KW (F)	Prescriptive Rebate Amount (G) \$	Eligible Rebate Amount (H) \$ Note 2
1	Lighting Retrofit Cell #2	08/01/2009	\$69,230	\$34,615	585,253	585,253	60	\$48,384	\$34,615
2	Chemical Warehouse Lighting Upgrade	09/15/2011	\$15,752	\$7,876	265,009	265,009	27	\$21,847	\$7,876
3	Lighting Upgrade Building 1 Warehouse	12/01/2010	\$29,127	\$14,564	181,492	181,492	16	\$14,305	\$10,729
4	Processing Lighting Upgrade	01/30/2010	\$12,865	\$6,433	73,979	73,979	8	\$6,116	\$4,587
5	XP Room Lighting	09/01/2009	\$11,285	\$5,643	7,993	7,993	1	\$661	\$496
					-	-	-		
					-		-		
		Total	\$138,259		1,113,726	1,113,726	111	\$91,313	\$58,303

Docket No. 13-0334

Site: 30701 Carter St

Notes

(2) The eligible rebate amount is based upon 75% of the rebates offered by the FirstEnergy Commercial and Industrial Energy Efficiency programs or 75% of \$0.08/kWh for custom programs for all energy savings eligible for a cash rebate as defined in the PUCO order in Case NO.10-834-EL-EEC dated 9/15/2010, not to exceed the lesser of 50% of the project cost or \$250,000 per project. The rebate also cannot exceed \$500,000 per customer per year, per utility service territory.

⁽¹⁾ Customer's usage is adjusted to account for the effects of the energy efficiency programs included in this application. When applicable, such adjustments are prorated to the in-service date to account for partial year savings.



Exhibit 3 Utility Cost Test

UCT = Utility Avoided Costs / Utility Costs

Project	Total Annual Savings, MWh (A)	Uti	lity Avoided Cost \$/MWh (B)	U	tility Avoided Cost \$ (C)	ι	Itility Cost \$ (D)	Cash Rebate \$ (E)	Administrator Variable Fee \$ (F)	То	tal Utility Cost \$ (G)	UCT (H)
1	585	\$	308	\$	180,422	\$	709	\$34,615	\$0	\$	35,324	5.1
2	265	\$	308	\$	81,697	\$	709	\$7,876	\$0	\$	8,585	9.52
3	181	\$	308	\$	55,950	\$	709	\$10,729	\$0	\$	11,438	4.89
4	74	\$	308	\$	22,806	\$	709	\$4,587	\$0	\$	5,296	4.31
5	8	\$	308	\$	2,464	\$	709	\$496	\$0	\$	1,205	2.05

Total	1,114	\$ 308	343,339	3,546	\$58,303	\$0	61,849	5.6

Notes

- (A) From Exhibit 2, = kWh saved / 1000
- (B) This value represents avoided energy costs (wholesale energy prices) from the Department of Energy, Energy Information Administration's 2009 Annual Energy Outlook (AEO) low oil prices case. The AEO represents a national average energy price, so for a better representation of the energy price that Ohio customers would see, a Cinergy Hub equivalent price was derived by applying a ratio based on three years of historic national average and Cinergy Hub prices. This value is consistent with avoided cost assumptions used in EE&PDR Program Portfolio and Initial Benchmark Report, filed Dec 15, 2009 (See Section 8.1, paragraph a).
- (C) = (A) * (B)
- (D) Represents the utility's costs incurred for self-directed mercantile applications for applications filed and applications in progress. Includes incremental costs of legal fees, fixed administrative expenses, etc.
- (E) This is the amount of the cash rebate paid to the customer for this project.
- (F) Based on approximate Administrator's variable compensation for purposes of calculating the UCT, actual compensation may be less.
- (G) = (D) + (E) + (F)
- (H) = (C) / (G)

L'Oreal USA ~ L'Oreal USA Solon Manufacturing

Docket No. 13-0334

Site: 30701 Carter St

Lighting Inventory Form

Applicant them: LTML-15.5 bestudion: Please are one fine for each fines type in a control reast.

Each final final

Date:		5/28/2	The total of Column S, the quantities of CRs and sex signs in Column M, and the quantities of sentors in Column R, will be used to calculate your incertise on the Nordstandard Lighting form.																													
		PROJECT B	ASIC INFORMATION			PRE-I	NSTALLATION					POS	TENSTALIA	ATION									En	ergy Calculation	ons						_	Post
Line Building Address Floor	Area Description	Interior or Exterior Fixture	Predominant Space Type	Area Cooling	Pre Fixture Qtv	Pre Fixture Code	Pre Watts / Fixture	Pre kW / Space	Existing Control		ost Post Fixtu	ture Code Post		Post kW / Space	Proposed Control	Proposed Sensor	Interior Change in Connected	Exterior Change in	Change in	Applicant Coincidence	Coincidence Factor	Interactive I Factor	nteractive Factor	Pre	Post	Savings Equiv	ant Prescribe	d Annual	Annual I	Annual kWh Ar Severt	Annual kWhi Fis	ture Cut
ttem		ritture			uty		(W)	(kW)	drop down	Quantity Q	ity		(W)	(kW)	Please enter DAYLTG, OCC or NONE.	Quantity	Load	Connected	Load (kW)	Factor	Pactor		(energy)	Factor	Controls !	(kW) Full L		Fixture kWh	Fixture kWh	(CFL or LED ((Sensors	Number
										When applicable					NONE.		(kW) excluding CFLs or Exit	Load (kW) excluding CFL:	(kW)	(CF)						Hou (EFL	rs Hours	Saved (excluding	Saved (excluding	exit signs only)	only)	
																	Signs	or Exit Signs	exit sign	Esumate						Estin	ny ate	CFLs or Exit	CFLs or Exit	Offsy)		
																												Signs)	Signs)			
e.g. 400 North Street 2	Office	Interior	Office - Small	Cooled Space	3	F44ILL	112	0.34	NONE		3 CFTSS	55/1-BX	56	0.17	OCC	3			0.17	84%	84%	34%	12%		30%	0.19 2,8	8 3,435			646	194	1
e.g. Example 1	Restaurant	Exterior	Restaurant - Fast Food	Uncooled space	5	Example Cut Sheet 7	50	0.25	000	5 :	5 Exemple C	Cut Sheet 2	25	0.13	DAYLTG	5		0.13		88%	88%			30%	50%	8,7	4,156		364		104	1A
1 90701 Carter St 1	Packaging	Interior	Other - Please estimate CF and EFLH	Cooled Space	270	MH400/1	458	123.66	NONE	2	70 F440	4GHL 2	234	63.18	NONE		60.48			80%	80%	34%	12%			64.83 8,6	8,640	585,253			-	1AB
2 3									NONE NONE						NONE NONE															=	_	=
4									NONE						NONE																	_
5									NONE NONE		_		_		NONE NONE									_	_			_		\rightarrow	-	-
7									NONE						NONE																	
9					+				NONE NONE		_		_		NONE NONE									-	_			_		\rightarrow	_	-
10									NONE NONE						NONE NONE																	=
12					_				NONE		_		_		NONE										_					-	_	_
13									NONE NONE						NONE NONE															=	_	_
15									NONE						NONE																	_
16									NONE NONE				_		NONE NONE									_	_					\rightarrow	_	
18									NONE						NONE																	
19 20					_				NONE NONE				_		NONE NONE		_							-	_		_	+	_	_	_	
21 22									NONE						NONE																	=
23									NONE NONE				-		NONE									-	_				 	-	_	-
24 25									NONE NONE						NONE NONE																	
26									NONE				_		NONE													_		-	-	_
27 28									NONE NONE						NONE															=	_	_
29									NONE						NONE																	_
30									NONE NONE		_		_		NONE NONE									_	_			_		\rightarrow	-	-
32 33									NONE NONE						NONE																	_
34									NONE				-		NONE									-	_				 	-	_	-
35 36									NONE NONE						NONE NONE																	
37									NONE				_		NONE													_		-	-	_
38									NONE NONE				_		NONE									_	_					\rightarrow	_	
40									NONE						NONE																	
41 42					_				NONE NONE				-		NONE		_							-	_		_	+	_	_	_	-
43 44									NONE NONE						NONE																	
45									NONE						NONE NONE																	_
46 47									NONE NONE						NONE NONE																	=
48 49									NONE						NONE																	_
49 50					_	 			NONE NONE						NONE NONE																	-1
51									NONE						NONE																	
52	1				+	 			NONE NONE		_				NONE NONE		_													-	_	
53 54 55									NONE						NONE																	=
56					_	 			NONE NONE		_				NONE NONE															=	_	-
57 58									NONE NONE						NONE NONE																_	_
59									NONE						NONE																	_
60	1	_			-				NONE NONE						NONE NONE																_	_=
62									NONE						NONE																	
63					_	 			NONE NONE	+					NONE																	
65	1				270			123.66	NONE NONE	1 .	70			63.18	NONE NONE		60.48									64.83		585,253				_
TOTALS					270	J		123.66	3	2	10		<u>.</u>	63.18			60.48	60.48							<u></u>	04.03		565,253	585,25	3		

Project Estimated Annual Savings Summary

Estimated Annual kWh Savings	585,252.86
Total Change in Connected Load	60.48

Annual Estimated Cost Savings	\$58,525.29
Annual Operating Hours	8,640
\$0.80/W (excluding CFLs, sensors, or LED exit signs)	\$48,384.00
\$0.50/W (excluding CFLs, sensors, or LFD exit signs)	\$0.00

or LED exit signs)	¥ 10,00 1100
\$0.50/W (excluding CFLs, sensors, or LED exit signs)	\$0.00
Total CFL Incentive @ \$1/screw-in CFL lamp; \$15/hard-wired CFL lamp (includes all CFLs, both interior and exterior)	\$0.00
Total LED Exit Incentive @ \$10/exit sign	\$0.00
Total Lighting Controls Incentive @ \$25/sensor (includes all Lighting Controls, both interior and exterior)	\$0.00

Total Calculated Incentive	\$48,384.00
Total Fixture Quantity excluding CFLs and LED Exit Sign	270
Total Lamp Quantity for Screw-In CFLs	0
Total Lamp Quantity for Hard-Wired CFLs	0
Total Fixture Quantity for LED Exit Signs	0
Total Quantity for Occupancy Sensors	0
Total Quantity for Daylight Sensors	0

Please briefly describe how you estimated your coincidence factor (CF) for facility type "Other" indicated on the Lighting Form tab

Lighting Inventory Form

 Agendate Name:
 LOward LIGA
 Plastitudions: Plasses use one live for each findure type in a room or area.

 Fagably failures:
 Solid Machadacturing
 Solid Solid

Date:	5/28/2011 The total of Column S, the quartities of CPLs and eat signs in Column M, and the quartities of sensors in Column P, will be used to calculate your incentive on the Nordbandard Lighting form.																																
	PROJECT BASIC INFORMATION PRE-INSTALLATION FOST-INSTALLATION																	Er	nergy Calculati					Post									
Line Building Adds	ess Floor	Area Description	Interior or Exterior	Predominant Space Type	Area Cooling	Pre Fixture Qty	Pre Fixture Code	Pre Watts / Fixture	Pre kW / Space	Existing		ost Post i	Fixture Code F	Post Watts/ Fixture	Post kW / Space	Proposed Control	Proposed Sensor	Interior Change in Connected	Exterior Change in	Change in Connected	Applicant Coincidence	Coincidence Factor	Interactive Factor	Interactive Factor	Pre Controls	Post I	Demand Applio Savings Equiv	ant Prescribe	d Annual t Interior	Annual A Exterior	Annual kWh An Saved	nnual kWhi Fixto Saved S	cture Cut Sheet
inchii.			1.000			u.,		(W)	(kW)	drop down	Quantity Q			(W)	(kW)	Please error DAYLTG, OCC or	Quantity	Load	Connected	Load (kW)	Factor	1 2000	(demand)	(energy)	Factor		(kW) Full L	oad Full Load	Fixture kWh	Fixture kWh (CFL or LED (Sensors Nu	Number
											When applicable					NONE.	When applicable	(kW) excluding CFLs or Exit		(kW) s CFL or LED	(CF) Estimate						Hou (EFL	rs Hours	Saved (excluding	Saved (excluding	exit signs only)	only)	
																		Signs	or Exit Signs		Esomate						Estin		CFLs or Exit	CFLs or Exit	Oray)		
																													Signs)	Signs)			
e.g. 400 North St	eer 2	Office	Interior	Office - Small	Cooled Space	3	F44ILL	112	0.34	NONE		3 CF	FTSS/1-BX	58	0.17	OCC	3			0.17	84%	84%	34%	12%		30%	0.19 2,8	8 3,435			646	194	1
e.g. Example	7	Restaurant	Exterior	Restaurant - Fast Food	Uncooled space	5	Example Cut Sheet 1	50	0.25	000	5 5	5 Examp	ple Cut Sheet 2	25	0.13	DAYLTG	- 5		0.13		88%	88%			30%	50%	8,7	0 4,158		364		104	1A
1 30701 Carter	8 1	Warehouse	Interior	Other - Please estimate CF and EFLH	Cooled Space	17	MH400/1	458	7,79	NONE	1	7	F42GHL	117	1.99	OCC	17	5.80			80%	80%	34%	12%		30%	6.21 8.6	0 8,640	56,096			5,774	3A
2 30701 Carter	St 1	Warehouse	Interior	Other - Please estimate CF and EFLH	Cooled Space	37	MH400/1	458	16.95	NONE	3	17 1	F43GHL	177	6.55	OCC	37	10.40			80%	80%	34%	12%		30%	11.15 8,6	0 8,640	100,610			19,012	3A
3 4	_									NONE NONE		_				NONE				1					-	-			+		_	_	_
5										NONE NONE						NONE NONE																	_
6 7		 								NONE		_				NONE				_						_			_		_	_	-
8										NONE NONE						NONE NONE																	_
10	_									NONE						NONE				+						-			+			_	_
11										NONE NONE						NONE NONE																	_
13										NONE						NONE										_			1			_	$\overline{}$
14										NONE NONE						NONE NONE																	
16										NONE						NONE										_			1			_	_
17										NONE NONE						NONE NONE																	
19 20										NONE NONE						NONE NONE																	
20	_									NONE NONE						NONE										_					_	_	
22										NONE						NONE																	
23 24	_									NONE NONE						NONE NONE										_					_	_	
25										NONE						NONE																	
26	_									NONE NONE						NONE										_					_	_	
28										NONE						NONE																	
29 30	_									NONE NONE		_				NONE NONE				1					-	-			+		_	_	_
31										NONE						NONE																	
32	_									NONE NONE		_				NONE NONE				1					-	-			+		_	_	_
34										NONE						NONE																	_
35 36	_									NONE NONE						NONE NONE				+						-			+			_	_
37										NONE						NONE																	_
38	_									NONE NONE						NONE NONE				+						-			+			_	_
40										NONE NONE						NONE NONE																	
42										NONE						NONE													+			_	$\overline{}$
43										NONE NONE						NONE NONE																	_
45										NONE						NONE																	
46 47	_									NONE NONE						NONE NONE										_					_	_	
48										NONE						NONE																	
49 50	_								-	NONE NONE		_				NONE NONE				-						-			-			_	
51										NONE						NONE																	
52 53		1	1			\vdash				NONE NONE						NONE NONE															_	_	-
54										NONE						NONE																	=
55 56		1	1	1		\vdash				NONE NONE	+					NONE NONE				1						_						_	-
57										NONE						NONE																	=
58 59		1	1	1		\vdash				NONE NONE	+					NONE				1						_						_	-
60										NONE						NONE																	=
61	-	1	1							NONE NONE		-				NONE NONE																_	-
63										NONE						NONE																	_
64 65		<u> </u>		<u> </u>						NONE NONE						NONE																	_
Totals						54			24.73		5	4			8.54			16.19									17.36		156,706			24,786	

Project Estimated Annual Savings Summary

Estimated Annual kWh Savings	181,492.25
Total Change in Connected Load	16.19

Annual Estimated Cost Savings	\$18,149.23
Annual Operating Hours	8,640
\$0.80/W (excluding CFLs, sensors, or LED exit signs)	\$12,955.20
\$0.50/W (excluding CFLs, sensors, or LED exit signs)	\$0.00
Total CFL Incentive @ \$1/screw-in CFL lamp; \$15/hard-wired CFL lamp (includes all CFLs, both interior and exterior)	\$0.00
Total LED Exit Incentive @ \$10/exit	\$0.00

Total Calculated Incentive	\$14,305.20
Total Fixture Quantity excluding CFLs and LED Exit Sign	54
Total Lamp Quantity for Screw-In CFLs	0

Total Lighting Controls Incentive @

\$25/sensor (includes all Lighting Controls, both interior and exterior)

LED Exit Sign	54
Total Lamp Quantity for Screw-In CFLs	0
Total Lamp Quantity for Hard-Wired CFLs	0
Total Fixture Quantity for LED Exit Signs	0
Total Quantity for Occupancy Sensors	54
Total Quantity for Daylight Sensors	0

Please briefly describe how you estimated your coincidence factor (CF) for facility type "Other" indicated on the Lighting Form tab

\$1,350.00

Lighting Inventory Form

Agolour Marine (Cheal USA) sharkcrizing a sea one line for each finding hype in a room or area.

Facility Name:

Soin Meta-Intering

Soin Meta-Intering

For entiring or proposed crosed, chose OCC for Occupany Sensor, DAYL TO for photosemor, or NOME for none. Controls must asse every to quality,

The facility of Column Fig. and annual or CPR asset and any partition of sensors in Column Fig. and asset sensors in Column Fig. and

Date:	5/28/2011 The total of Column R, with passage for CRLs and this quantities of CRLs and the quantities of sensors in Column R, will be used to calculate your incomine on the Non-Standard Lighting form.																														
		PROJECT 6	BASIC INFORMATION			PREJN	STALLATIO	IN .					POST-INSTALLATION Energy Calculations										Post								
Line Building Address	Floor Area Description	Interior or Exterior	Predominant Space Type	Area Cooling	Pre Fixture	Pre Fixture Code	Pre Watts	/ Pre kW /	Existing	Existing	Post		Post Watts/ Post kW / Proposed Proposed Interior Change Exterior Change in Applicant Coincidence Interactive Interactive Pre Post Demand								Demand Applicant	Prescribe	ed Annual		KWh Annual KWh	h Fixture Cut					
Item					Qty		Fixture (W)	Space (kW)	Control drop down	Sensor	Fixture		Fixture (W)	Space (kW)	Control	Sensor	in Connected	Change in	Connected	Coincidence Factor	Factor	Factor (demand)	Factor (energy)	Controls Factor	Controls Factor	Savings Equivalent (kW) Full Load	Equivale Full Los	nt Interior	Exterior Say Fixture kWh (CFL o	red Saved	
							(W)	(kW)	u de mari	Quantity hen applicable				(kW)	Please enter DAYLTG, OCC or	Quantity When applicable	Load (kW) excluding	Connected Load (kW)	Load (kW)	(CF)		(demand)	(energy)	Pactor	Factor	(kW) Full Load Hours	Hours	d Fixture kWh	Saved exit :	igns only)	Number
																	CFLs or Exit	excluding CFLs	CFL or LED	Estimate		1				(EFLH)	110013	(excluding	(excluding on	v)	
																	Signs	or Exit Signs	exit sign							Estimate		CFLs or Exit	CFLs or Exit	/ /	/ /
																												Signs)	Signs)		
e.g. 400 North Street	2 0500	Interior	Office - Small	Cooled Space		F44ILL	110	0.24	APONE			CFTSS/1-BX	60	0.17	occ				0.17	84%	0.40	240	1907		900	0.19 2.808	9 495	_		16 194	_
e.g. Example	1 Restaurant	Exterior	Restaurant - Fast Food	Uncooled space	5	Example Cut Sheet 1	50	0.25	000	5	5	Example Cut Sheet 2	25	0.13	DAYLTG	5		0.13		88%			74.70	30%		8,760			364	104	
											_																				
1 30701 Carter St	1 Packaging	Interior	Other - Please estimate CF and EFLH	Cooled Space	7	MH250/1	295	2.07	NONE		7	F49GHL	177	1.24	NONE		0.83			80%	80%	34%	12%			0.89 8,640	8,640	7,993			5A/B
3					+			_	NONE					-	NONE															_	
4									NONE						NONE																
5					_				NONE NONE						NONE NONE																4
6 7					+			_	NONE					-	NONE															_	
8									NONE						NONE																
9 10					_				NONE NONE						NONE NONE																4
11	_				 				NONE		-				NONE							-								_	
12									NONE						NONE																4
13					_				NONE NONE	-	\neg				NONE NONE							\vdash									4
15	_				-				NONE NONE		_				NONE	-												_		_	_
16									NONE						NONE																
17									NONE NONE						NONE NONE																
18					1						_																				
19 20					1			+	NONE NONE					1	NONE NONE													_			_
									NONE						NONE																
22									NONE NONE						NONE NONE															_	
24					+			_	NONE					-	NONE															_	
22 22 23 24 24 25 26 27 28 29 30 30 31 32 33															NONE NONE																
26								_	NONE NONE						NONE																
28	_				-				NONE		_			_	NONE			1				_									
29									NONE						NONE																_
30									NONE NONE						NONE																
31					-			+	NONE					-	NONE NONE							_									
33									NONE						NONE																_
34									NONE						NONE																
35					-			+	NONE NONE					-	NONE NONE							_									
37									NONE						NONE															_	
38									NONE NONE						NONE NONE																
40					-			+	NONE					-	NONE							_									
33 34 35 36 37 37 38 39 40 41 42 43					1				NONE						NONE																_
42									NONE						NONE																4
43					-				NONE NONE						NONE NONE	-		_										_		_	
43 44 45 46 47 48 49	_	i e		İ	1				NONE						NONE															_	-
46									NONE						NONE																
4/	_				1	-		_	NONE NONE		_				NONE NONE												_				
49	_				1				NONE						NONE															_	_
50 51 52 53 54									NONE						NONE																
51	_				-				NONE NONE		_				NONE NONE			_				-									4
53	_	I			t				NONE						NONE															_	
54									NONE						NONE																
					_				NONE NONE						NONE NONE							\vdash						-		_	4
56 57	_				 				NONE						NONE			1				-								_	
58 59 60 61 62 63									NONE						NONE																
59					_				NONE NONE	-	\neg				NONE NONE							\vdash									4
61	_				-				NONE		_				NONE	-												_		_	
62									NONE						NONE																
63									NONE						NONE																4
64	_				1	-		_	NONE NONE		_				NONE NONE												_				
Totals					7			2.07			7			1.24			0.83									0.89		7,993			_
						•												0.83		1									7,993		-

Project Estimated Annual Savings Summary

Estimated Annual kWh Savings	7,993.04
Total Change in Connected Load	0.83

Annual Estimated Cost Savings	\$799.30
Annual Operating Hours	8,640

interior Lighting incentive மு \$0.80/W (excluding CFLs, sensors, or LED exit signs)	\$660.80
Exterior Lighting incentive @ \$0.50/W (excluding CFLs, sensors, or LED exit signs)	\$0.00
Total CFL Incentive @ \$1/screw-in CFL lamp; \$15/hard-wired CFL lamp (includes all CFLs, both interior and exterior)	\$0.00
Total LED Exit Incentive @ \$10/exit sign	\$0.00
Total Lighting Controls Incentive @ \$25/sensor (includes all Lighting Controls, both interior and exterior)	\$0.00

Total Calculated Incentive	\$660.80								
Total Fixture Quantity excluding CFLs and LED Exit Sign	7								
Total Lamp Quantity for Screw-In CFLs	0								
Total Lamp Quantity for Hard-Wired CFLs	0								
Total Fixture Quantity for LED Exit Signs	0								
Total Quantity for Occupancy Sensors	0								
Total Quantity for Daylight Sensors	0								

Please briefly describe how you estimated your coincidence factor (CF) for facility type "Other" indicated on the Lighting Form tab

Lighting Inventory Form

Agolard Marine. Consul USA Personal reads of the second for the spipe in a room or sea.

Facility Name: South Medical Second Second Medical Reads of the second second control, closes OCC to Occapian Sensor, OHIVTO for photosessor, or NOME for rows, Controls must see every to quality.

Date: S0050011 Second Column 15, the quantities of CRS and red all upon a Column M, and the quantities of sensors in Column N, will be used to colculate year inventee on the Notificate's Lighting from.

Date:			5/26/2	011									sensors in Column R, will				tandard Lighting	g form.															
				BASIC INFORMATION				STALLATION						POST-INSTA										En	ergy Calculat								Post
Line Building Address Fi	loor An	rea Description	Interior or Exterior Fixture	Predominant Space Type	Area Cooling	Pre Fixture Qtv	Pre Fixture Code	Pre Watts / Fixture	Pre kW / Space	Existing Control	Existing Sensor	Post	Post Fixture Code	Post Watts/ Fixture	Post kW / Space	Proposed Control	Proposed Sensor	Interior Change in Connected	e Exterior Change in	Change in Connected	Applicant Coincidence	Coincidence Factor	Interactive Factor	Interactive Factor	Pre Controls	Post Controls	Demand A Savings Ed	pplicant Pro	escribed	Annual	Annual An Exterior	nual kWh Ann Severt	nual kWh Fixture Cut Saved Sheet
						u.,			(kW)	drop down	Quantity	Qty			(kW)	Please enter DAYLTG, OCC or NONE.	Quantity		Connected	Load				(energy)	Factor	Factor	(kW) F		ull Load F	Fixture kWh Fi	ixture kWh (CE	Lor LED (8	Bersors Number
											When applicable					NONE.		(kW) excluding CFLs or Exit	Load (kW) excluding CFLs	(kW) CFL or LED	(CF) Estimate							Hours (EFLH)	Hours	Saved (excluding (Saved excluding	cit signs only)	only)
																		Signs	or Exit Signs									stimate	c	FLs or Exit C	FLs or Exit	//	
																														Signs)	Signs)		
e.g. 400 North Street	2	Office	Interior	Office - Small Restaurant - Feat Food	Cooled Space Uncooled space	3	F44ILL Example Cut Sheet 1	112	0.34	NONE		3	CFT55/1-BX	56	0.17	OCC	3			0.17	84%	84%	34%	12%		30%	0.19	2,808	3,435			646	194 1 104 1A
												5																					
1 30701 Carter St 2 30701 Carter St	1	Warehouse Warehouse	Interior Interior	Other - Please estimate CF and EFLH Other - Please estimate CF and EFLH	Cooled Space Cooled Space	33		458 458	10.08	NONE NONE		20 33			7.72		20	7.74			80%	80%	34%	12%		30%	8.29	8,640 8,640	8,640	74,860			6,793 2A 2B
3	1	Warehouse	Interior	Other - Please estimate CF and EFLH	Cooled Space	12	MH400/1	458	5.50	NONE		12	F43GHL	177	2.12	NONE		3.37			00.76		34%	12%				8.640	8.640	32.630			2C
4 5	1	Warehouse	Interior	Other - Please estimate CF and EFLH	Cooled Space	24	MH400/1	458	10.99	NONE		24	F42GHL	117	2.81	NONE NONE		8.18					34%	12%			_	8,640	8,640	79,195	_	_	20
6 7										NONE NONE						NONE NONE																	
8	_									NONE						NONE													_			_	_
10										NONE NONE						NONE NONE																	
11										NONE NONE						NONE																	_
12						-				NONE						NONE													_		_	_	
14										NONE NONE						NONE NONE																	
16										NONE						NONE NONE																	
17	_					_				NONE					-	NONE											_		_		_	_	_
19 20										NONE NONE						NONE NONE																	
21	_									NONE	-					NONE													_			_	_
22 23										NONE NONE						NONE NONE																	
24										NONE						NONE																	_
25						-				NONE NONE						NONE													_		_	_	
27 28										NONE NONE						NONE NONE																	
29										NONE						NONE																	_
30						_				NONE NONE					-	NONE											_		_		_	_	_
32										NONE NONE						NONE NONE																	
34										NONE						NONE																	
35						_				NONE NONE					-	NONE NONE											_		_		_	_	_
37										NONE						NONE																	
39	_									NONE NONE	-					NONE NONE													_			_	_
40										NONE NONE						NONE NONE																	
42										NONE						NONE																	_
43	_					+	 			NONE NONE						NONE NONE																	
45										NONE NONE						NONE NONE																	
47										NONE						NONE																	
48	_					_				NONE NONE					-	NONE											_		_		_	_	_
50										NONE NONE						NONE																	
52						<u> </u>				NONE						NONE NONE																	
53			_			1	1			NONE NONE	+ = 1		_			NONE NONE	_																
55										NONE						NONE																	
56 57	_					+	l			NONE NONE	+					NONE NONE																	
58										NONE						NONE																	
59 60						1				NONE NONE						NONE																	
61 62			-			1 -				NONE NONE	+ =					NONE NONE																	
63										NONE						NONE																	
64 65						<u> </u>				NONE NONE						NONE NONE																	
Totals					·	91	<u> </u>		41.68			89			14.99			26.68									16.22			258,216	A77.60		6,793

Project Estimated Annual Savings Summary

Estimated Annual kWh Savings	265,008.84
Total Change in Connected Load	26.68

Annual Estimated Cost Savings	\$26,500.88
Annual Operating Hours	8,640
\$0.80/W (excluding CFLs, sensors, or LED exit signs)	\$21,347.20
\$0.50/W (excluding CFLs, sensors, or LED exit signs)	\$0.00
Total CFL Incentive @ \$1/screw-in CFL lamp; \$15/hard-wired CFL lamp (includes all CFLs, both interior and exterior)	\$0.00
Total LED Exit Incentive @ \$10/exit sign	\$0.00
Total Lighting Controls Incentive @ \$25/sensor (includes all Lighting Controls, both interior and exterior)	\$500.00

Total Calculated Incentive	\$21,847.20
Total Fixture Quantity excluding CFLs and LED Exit Sign	89
Total Lamp Quantity for Screw-In CFLs	0
Total Lamp Quantity for Hard-Wired CFLs	0
Total Fixture Quantity for LED Exit Signs	0
Total Quantity for Occupancy Sensors	20
Total Quantity for Daylight Sensors	0

Please briefly describe how you estimated your coincidence factor (CF) for facility type "Other" indicated on the Lighting Form tab

Lighting Inventory Form

Agolard Marine. Consul USA Personal reads of the second for the spipe in a room or sea.

Facility Name: South Medical Second Second Medical Reads of the second second control, closes OCC to Occapian Sensor, OHIVTO for photosessor, or NOME for rows, Controls must see every to quality.

Date: S0050011 Second Column 15, the quantities of CRS and red all upon a Column M, and the quantities of sensors in Column N, will be used to colculate year inventee on the Notificate's Lighting from.

Date:	yes years. Soot treatment or yes a soot treatment or yes years. The state of years of the year																														
	MODEST BADD REFORMATION FOST-BEST ALLATON FOST-BEST ALLATON Deep Calculation Faul					Dont																									
Line Building Address Fi	oor Area Descr	ption Interior or Exterio		Area Cooling		Pre Fixture Code	Pre Watta /	Pre kW /	Existing	Existing	Post Fixt	ture Code Post	Watts/ Po	ost kW /	Proposed	Proposed	Interior Change	e Exterior	Change in	Applicant	Coincidence	Interactive	Interactive	Pre	Post Do	mand Applica	nt Prescribed	Annual	Annual An	nnual kWh Annual kV	Wh Fixture Cut
Item		Fixture			Qty		Fixture (W)	Space (kW)	Control drop down	Sensor F	xture Oov	Fi	cture :	Space (kW)	Control	Sensor Quantity	in Connected Load	Change in Connected	Connected	Coincidence Factor	Factor	Factor (demand)	Factor (energy)	Controls Factor	Controls Sa Factor	ivings Equivale	int Equivalent id Full Load			Saved Saved CFL or LED (Sensor:	
								(KW)		Quantity When applicable	uty	,	,	(KW)	Please enter MYLTG, OCC or NONE.	When applicable	(kW) excluding	Doed (kW)	(kW)			(demand)	(energy)	Pactor	Pacior	Hours	Hours	Saved	Saved e	exit signs only)	- Hallion
																	CFLs or Exit	excluding CFL	CFL or LED	Estimate						(EFLH				only)	
																		or Exit Signs	exit sign							Estima	ie	CFLs or Exit Cl Signs)	FLs or Exit Signs)		
e.g. 400 North Street : e.g. Example	2 Office	Interior Exterior	Office - Small Restaurant - Fast Food	Cooled Space Uncooled space	3	F44ILL Example Cut Sheet 1	112	0.34	NONE	-	3 CFTS:	Gut Sheet 2	56	0.17	OCC OAW TO	3		0.13	0.17	84%	84%	34%	12%	9997	30%	0.19 2,808	3,435 4,156		904	648 194 104	1 1A
																													304	104	-
1 30701 Carter St	1 Process	ng Interior	Other - Please estimate CF and EFLH Other - Please estimate CF and EFLH	Cooled Space Cooled Space	17	MH250/1 MH250/1	295	5.02	NONE		17 F44 36 F43	4GHL	234	3.98	NONE		1.04			80%	80%	34%	12%			1.11 8,640 4.55 8,640	8,640	10,035			4B 4B
3 30701 Carter St	1 Process	ng Interior	Other - Please estimate CF and EFLH	Cooled Space	20	MH250/1	295	5.90	NONE				177	3.54	NONE		2.38		_	80%	80%	34%	12%			2.53 8,640	8,640	22,837			4A
4									NONE NONE						NONE																
6					_				NONE				_		NONE				_												_
7 8									NONE NONE						NONE NONE																
9	_				_			1	NONE		_		_		NONE		_	+	+											-	
10									NONE NONE						NONE																
12	_				_			1	NONE		_		_		NONE		_	+	+											-	
13 14									NONE NONE						NONE NONE																
15	_				+				NONE				_		NONE			-							_				_		_
16									NONE NONE						NONE NONE																
18	_				+				NONE				_		NONE			-							_				_		_
19									NONE NONE						NONE NONE																
20					+				NONE				_	-	NONE			-							_				_	-	_
22									NONE						NONE																
23 24					+				NONE NONE				_		NONE			-							_				_	-	_
25									NONE						NONE																
26					+				NONE NONE				_	-	NONE NONE			-							_				_	-	_
28									NONE						NONE																
30					+				NONE NONE				_		NONE NONE			-							_				_	-	_
31									NONE						NONE																
32					+				NONE NONE				_	-	NONE NONE			-							_				_	-	_
34									NONE						NONE																
35 36	_				+			-	NONE NONE		_		_		NONE NONE			-												-	_
37									NONE						NONE																
38					_				NONE NONE				_		NONE														_	-	
40									NONE						NONE																
41 42					_				NONE NONE				_		NONE														_	-	
43									NONE						NONE																
44 45	_				+	-			NONE NONE	+	_				NONE NONE															-	
46									NONE						NONE																
47					_				NONE NONE				_		NONE														_	-	_
49									NONE						NONE																
50	_	_	+		+ -	_			NONE NONE	+					NONE NONE									-							
52									NONE						NONE																
53 54									NONE NONE	+				_	NONE NONE								Í								
55									NONE						NONE																
56 57									NONE NONE	+					NONE								Í								
58									NONE						NONE																
59									NONE NONE	$+ \neg$				=	NONE NONE																
61	_				+	†			NONE						NONE															-	
62									NONE						NONE																
63 64 65	_				+	†			NONE NONE	+ +					NONE NONE															-	_
65					73			21.54	NONE		-			10.00	NONE		7.65											73,979			_
1 CTMOS					73			21.54		<u></u>	73			13.89			7.65	7.66		-						8.20		13,979	73.676	-	-

Project Estimated Annual Savings Summary

Estimated Annual kWh Savings	73,979.14
Total Change in Connected Load	7.65

Annual Estimated Cost Savings	\$7,397.91
Annual Operating Hours	8,640
### ### ############################	\$6 116 00

or LED exit signs)	\$6,116.00
\$0.50/W (excluding CFLs, sensors, or LED exit signs)	\$0.00
Total CFL Incentive @ \$1/screw-in CFL lamp; \$15/hard-wired CFL lamp (includes all CFLs, both interior and exterior)	\$0.00
Total LED Exit Incentive @ \$10/exit sign	\$0.00
Total Lighting Controls Incentive @ \$25/sensor (includes all Lighting Controls, both interior and exterior)	\$0.00

Total Calculated Incentive	\$6,116.00					
Total Fixture Quantity excluding CFLs and LED Exit Sign	73					
Total Lamp Quantity for Screw-In CFLs	0					
Total Lamp Quantity for Hard-Wired CFLs	0					
Total Fixture Quantity for LED Exit Signs	0					
Total Quantity for Occupancy Sensors	0					
Total Quantity for Daylight Sensors	0					

Please briefly describe how you estimated your coincidence factor (CF) for facility type "Other" indicated on the Lighting Form tab

Mercantile Customer Project Commitment Agreement Cash Rebate Option

THIS MERCANTILE CUSTOMER PROJECT COMMITMENT AGREEMENT ("Agreement") is made and entered into by and between First Energy Corporation, its successors and assigns (hereinafter called the "Company") and L'Oreal USA, Taxpayer ID No.22-3612834its permitted successors and assigns (hereinafter called the "Customer") (collectively the "Parties" or individually the "Party") and is effective on the date last executed by the Parties as indicated below.

WITNESSETH

WHEREAS, the Company is an electric distribution utility and electric light company, as both of these terms are defined in R.C. § 4928.01(A); and

WHEREAS, Customer believes that it is a mercantile customer, as that term is defined in R.C. § 4928.01(A)(19), doing business within the Company's certified service territory; and

WHEREAS, R.C. § 4928.66 (the "Statute") requires the Company to meet certain energy efficiency and peak demand reduction ("EE&PDR") benchmarks; and

WHEREAS, when complying with certain EE&PDR benchmarks the Company may include the effects of mercantile customer-sited EE&PDR projects; and

WHEREAS, Customer has certain customer-sited demand reduction, demand response, or energy efficiency project(s) as set forth in attached Exhibit A (the "Customer Energy Project(s)") that it desires to commit to the Company for integration into the Company's Energy Efficiency & Peak Demand Reduction Program Portfolio Plan ("Company Plan") that the Company will implement in order to comply with the Statute; and

WHEREAS, the Customer, pursuant to the Public Utilities Commission of Ohio's ("Commission") September 15, 2010 Order in Case No. 10-834-EL-EEC, desires to pursue a cash rebate of some of the costs pertaining to its Customer Energy Project(s) ("Cash Rebate").

WHEREAS, Customer's decision to commit its Customer Energy Project(s) to the Company for inclusion in the Company Plan has been reasonably encouraged by the possibility of a Cash Rebate.

WHEREAS, in consideration of, and upon receipt of, said cash rebate, Customer will commit the Customer Energy Project(s) to the Company and will comply with all other terms and conditions set forth herein.

NOW THEREFORE, in consideration of the mutual promises set forth herein, and for other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties, intending to be legally bound, do hereby agree as follows:

- 1. Customer Energy Projects. Customer hereby commits to the Company and Company accepts for integration into the Company Plan the Customer Energy Project(s) set forth on attached Exhibit 1. Said commitment shall be for the life of the Customer Energy Project(s). Company will incorporate said project(s) into the Company Plan to the extent that such projects qualify. In so committing, Customer acknowledges that the information provided to the Company about the Customer Energy Project(s) is true and accurate to the best of its knowledge.
 - a. By committing the Customer Energy Project(s) to the Company, Customer acknowledges and agrees that the Company shall control the use of the kWh and/or kW reductions

resulting from said projects for purposes of complying with the Statute. It is expressly agreed that Customer may use any and all energy related and other attributes created from the Customer Energy Project(s) to the extent permitted by state or federal laws or regulations, provided, and to the extent, that such uses by Customer do not conflict with said compliance by the Company.

- b. The Company acknowledges that some of Customer's Energy Projects contemplated in this paragraph may have been performed under certain other federal and/or state programs in which certain parameters are required to be maintained in order to retain preferential financing or other government benefits (individually and collectively, as appropriate, "Benefits"). In the event that the use of any such project by the Company in any way affects such Benefits, and upon written request from the Customer, Company will release said Customer's Energy Project(s) to the extent necessary for Customer to meet the prerequisites for such Benefits. Customer acknowledges that such release (i) may affect Customer's cash rebate discussed in Article 3 below; and (ii) will not affect any of Customer's other requirements or obligations.
- c. Any future Customer Energy Project(s) committed by Customer shall be subject to a separate application and, upon approval by the Commission, said projects shall become part of this Agreement.
- d. Customer will provide Company or Company's agent(s) with reasonable assistance in the preparation of the Commission's standard joint application for approval of this Agreement ("Joint Application") that will be filed with the Commission, with such Joint Application being consistent with then current Commission requirements.
- e. Upon written request and reasonable advance notice, Customer will grant employees or authorized agents of either the Company or the Commission reasonable, pre-arranged access to the Customer Energy Project(s) for purposes of measuring and verifying energy savings and/or peak demand reductions resulting from the Customer Energy Project(s). It is expressly agreed that consultants of either the Company or the Commission are their respective authorized agents.
- 2. **Joint Application to the Commission.** The Parties will submit the Joint Application using the Commission's standard "Application to Commit Energy Efficiency/Peak Demand Reduction Programs" ("Joint Application") in which they will seek the Commission's approval of (i) this Agreement: (ii) the commitment of the Customer Energy Project(s) for inclusion in the Company Plan; and (iii) the Customer's Cash Rebate.

The Joint Application shall include all information as set forth in the Commission's standard form which, includes without limitation:

- i. A narrative description of the Customer Energy Project(s), including but not limited to, make, model and year of any installed and/or replaced equipment;
- ii. A copy of this Agreement; and
- iii. A description of all methodologies, protocols, and practices used or proposed to be used in measuring and verifying program results.
- 3. Customer Cash Rebate and Annual Report. Upon Commission approval of the Joint Application, Customer shall provide Company with a W-9 tax form, which shall at a minimum include Customer's tax identification number. Within the greater of 90 days of the Commission's approval of the Joint Application or the completion of the Customer Energy Project, the Company

will issue to the Customer the Cash Rebate in the amount set forth in the Commission's Finding and Order approving the Joint Application.

- a. Customer acknowledges: i) that the Company will cap the Cash Rebate at the lesser of 50% of Customer Energy Project(s) costs or \$250,000; ii) the maximum rebate that the Customer may receive per year is \$500,000 per Taxpayer Identification Number per utility service territory; and iii) if the Customer Energy Project qualifies for a rebate program approved by the Commission and offered by the Company, Customer may still elect to file such project under the Company's mercantile customer self direct program, however the Case Rebate that will be paid shall be discounted by 25%; and
- b. Customer acknowledges that breaches of this Agreement, include, but are not limited to:
 - i. Customer's failure to comply with the terms and conditions set forth in the Agreement, or its equivalent, within a reasonable period of time after receipt of written notice of such non-compliance;
 - ii. Customer knowingly falsifying any documents provided to the Company or the Commission in connection with this Agreement or the Joint Application.
- c. In the event of a breach of this Agreement by the Customer, Customer agrees and acknowledges that it will repay to the Company, within 90 days of receipt of written notice of said breach, the full amount of the Cash Rebate paid under this Agreement. This remedy is in addition to any and all other remedies available to the Company by law or equity.
- 4. **Termination of Agreement**. This Agreement shall automatically terminate:
 - a. If the Commission fails to approve the Joint Agreement;
 - b. Upon order of the Commission; or
 - c. At the end of the life of the last Customer Energy Project subject to this Agreement.

Customer shall also have an option to terminate this Agreement should the Commission not approve the Customer's Cash Rebate, provided that Customer provides the Company with written notice of such termination within ten days of either the Commission issuing a final appealable order or the Ohio Supreme Court issuing its opinion should the matter be appealed.

- 5. Confidentiality. Each Party shall hold in confidence and not release or disclose to any person any document or information furnished by the other Party in connection with this Agreement that is designated as confidential and proprietary ("Confidential Information"), unless: (i) compelled to disclose such document or information by judicial, regulatory or administrative process or other provisions of law; (ii) such document or information is generally available to the public; or (iii) such document or information was available to the receiving Party on a non-confidential basis at the time of disclosure.
 - a. Notwithstanding the above, a Party may disclose to its employees, directors, attorneys, consultants and agents all documents and information furnished by the other Party in connection with this Agreement, provided that such employees, directors, attorneys, consultants and agents have been advised of the confidential nature of this information and through such disclosure are deemed to be bound by the terms set forth herein.

- b. A Party receiving such Confidential Information shall protect it with the same standard of care as its own confidential or proprietary information.
- c. A Party receiving notice or otherwise concluding that Confidential Information furnished by the other Party in connection with this Agreement is being sought under any provision of law, to the extent it is permitted to do so under any applicable law, shall endeavor to: (i) promptly notify the other Party; and (ii) use reasonable efforts in cooperation with the other Party to seek confidential treatment of such Confidential Information, including without limitation, the filing of such information under a valid protective order.
- d. By executing this Agreement, Customer hereby acknowledges and agrees that Company may disclose to the Commission or its Staff any and all Customer information, including Confidential Information, related to a Customer Energy Project, provided that Company uses reasonable efforts to seek confidential treatment of the same.
- 6. Taxes. Customer shall be responsible for all tax consequences (if any) arising from the payment of the Cash Rebate.
- 7. **Notices**. Unless otherwise stated herein, all notices, demands or requests required or permitted under this Agreement must be in writing and must be delivered or sent by overnight express mail, courier service, electronic mail or facsimile transmission addressed as follows:

If to the Company:

FirstEnergy Service Company 76 South Main Street Akron, OH 44308

Attn: Victoria Nofziger Telephone: 330-384-4684

Fax: 330-761-4281

Email: vmnofziger@firstenergycorp.com

If to the Customer:

L'Oreal USA_ 30701 Carter St_ Solon, Ohio 44139 Attn: Sara Shepardson Telephone: 440-542-4567

Fax: 440-542-4868

E-mail: sshepardson@us.loreal.com

or to such other person at such other address as a Party may designate by like notice to the other Party. Notice received after the close of the business day will be deemed received on the next business day; provided that notice by facsimile transmission will be deemed to have been received by the recipient if the recipient confirms receipt telephonically or in writing.

- 8. Authority to Act. The Parties represent and warrant that they are represented by counsel in connection with this Agreement, have been fully advised in connection with the execution thereof, have taken all legal and corporate steps necessary to enter into this Agreement, and that the undersigned has the authority to enter into this Agreement, to bind the Parties to all provisions herein and to take the actions required to be performed in fulfillment of the undertakings contained herein.
- 9. **Non-Waiver**. The delay or failure of either party to assert or enforce in any instance strict performance of any of the terms of this Agreement or to exercise any rights hereunder conferred, shall not be construed as a waiver or relinquishment to any extent of its rights to assert or rely upon such terms or rights at any later time or on any future occasion.
- 10. Entire Agreement. This Agreement, along with related exhibits, and the Company's Rider DSE, or its equivalent, as amended from time to time by the Commission, contains the Parties' entire understanding with respect to the matters addressed herein and there are no verbal or collateral representations, undertakings, or agreements not expressly set forth herein. No change in, addition to, or waiver of the terms of this Agreement shall be binding upon any of the Parties unless the same is set forth in writing and signed by an authorized representative of each of the Parties. In

the event of any conflict between Rider DSE or its equivalent and this document, the latter shall prevail.

- 11. Assignment. Customer may not assign any of its rights or obligations under this Agreement without obtaining the prior written consent of the Company, which consent will not be unreasonably withheld. No assignment of this Agreement will relieve the assigning Party of any of its obligations under this Agreement until such obligations have been assumed by the assignee and all necessary consents have been obtained.
- 12. Severability. If any portion of this Agreement is held invalid, the Parties agree that such invalidity shall not affect the validity of the remaining portions of this Agreement, and the Parties further agree to substitute for the invalid portion a valid provision that most closely approximates the economic effect and intent of the invalid provision.
- 13. **Governing Law**. This Agreement shall be governed by the laws and regulations of the State of Ohio, without regard to its conflict of law provisions.
- 14. Execution and Counterparts. This Agreement may be executed in multiple counterparts, which taken together shall constitute an original without the necessity of all parties signing the same page or the same documents, and may be executed by signatures to electronically or telephonically transmitted counterparts in lieu of original printed or photocopied documents. Signatures transmitted by facsimile shall be considered original signatures.

IN WITNESS WHEREOF, the Parties hereto have caused this Agreement to be executed by their duly authorized officers or representatives as of the day and year set forth below.

E'Oreal USA	Tries Energy Corp
(Customer)	(Company)
By: _Sara Shepardson	By: Jah C. Varyn
Title: _Project Engineer	Title: V. P. Mergy Ypeciency
Date: 6-1-2011	Date: 9-27-11

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

2/14/2013 5:20:47 PM

in

Case No(s). 13-0334-EL-EEC

Summary: Application electronically filed by Ms. Lindsey E Sacher on behalf of The Cleveland Electric Illuminating Company and L'Oreal USA