

# Soup to Nuts Incentive Lighting



# What Incentive Offer to Choose?

## CONDITIONS TO CONSIDER:

- Hours of operation.
- Existing technology.
- Fixture condition.
- What Rate Schedule is the location.
- Type of fixture installation (hard lid, continuous row mount, access restrictions/challenges, etc.).
- Existing electrical infrastructure issues.
- Site-specific project conditions:
  - Code-compliance issues.
  - Fixture access issues.



# Lighting Instant Incentive

## POINT-OF-PURCHASE OPTION FOR LED LAMP SALES:

- Includes distribution and over-the-counter sales.
- Vendor takes the incentive off the sales invoice at the point of purchase.
- See Lance or Nick to be approved.

## POST PURCHASE:

- Include the dated sales receipt or invoice with material costs itemized.
- Include the manufacturer's specification sheet for each installed equipment model.
- Submit the completed application within 60 days of the invoice date.
- Submit the General Application and IRS Form W-9.



# Lighting Instant Incentive

LIGHTING INSTANT INCENTIVES - Equipment must be listed on qualified equipment list <sup>1</sup>					
Measure Type	Measure	Category	Incentive	Qty <sup>3</sup>	Total incentive
LED	PLC/PLL Pin-base Lamp	PLC Pin-based Lamp < 10W	\$5* x		
		PLC Pin-based Lamp ≥ 10W	\$6* x		
		PLL Pin-based Lamp	\$6* x		
	2FT T8 TLED	Type B	\$1.50* x		
		Type C	\$1.50* x		
	4FT T8 TLED	Type A/B Dual Mode	\$3* x		
		Type C	\$3* x		
	8FT T8 TLED	Type B	\$1.50* x		
		Type C	\$1.50* x		
	8FT T8 HO TLED	Type A/B Dual Mode	\$2* x		
		Type B	\$2* x		
		Type C	\$2* x		
	4FT T5 TLED	T5 TLED Lamp	\$4.50* x		
		T5HO TLED Lamp	\$2.50* x		
	HID Replacement Lamp	HID Replacement Lamp < 40W	\$17* x		
		HID Replacement Lamp ≥ 40 W < 70 W	\$35* x		
HID Replacement Lamp ≥ 70 W < 140 W		\$35* x			
HID Replacement Lamp ≥ 140W		\$35* x			

# "Typical" Lighting Incentives (Listed Incentives)

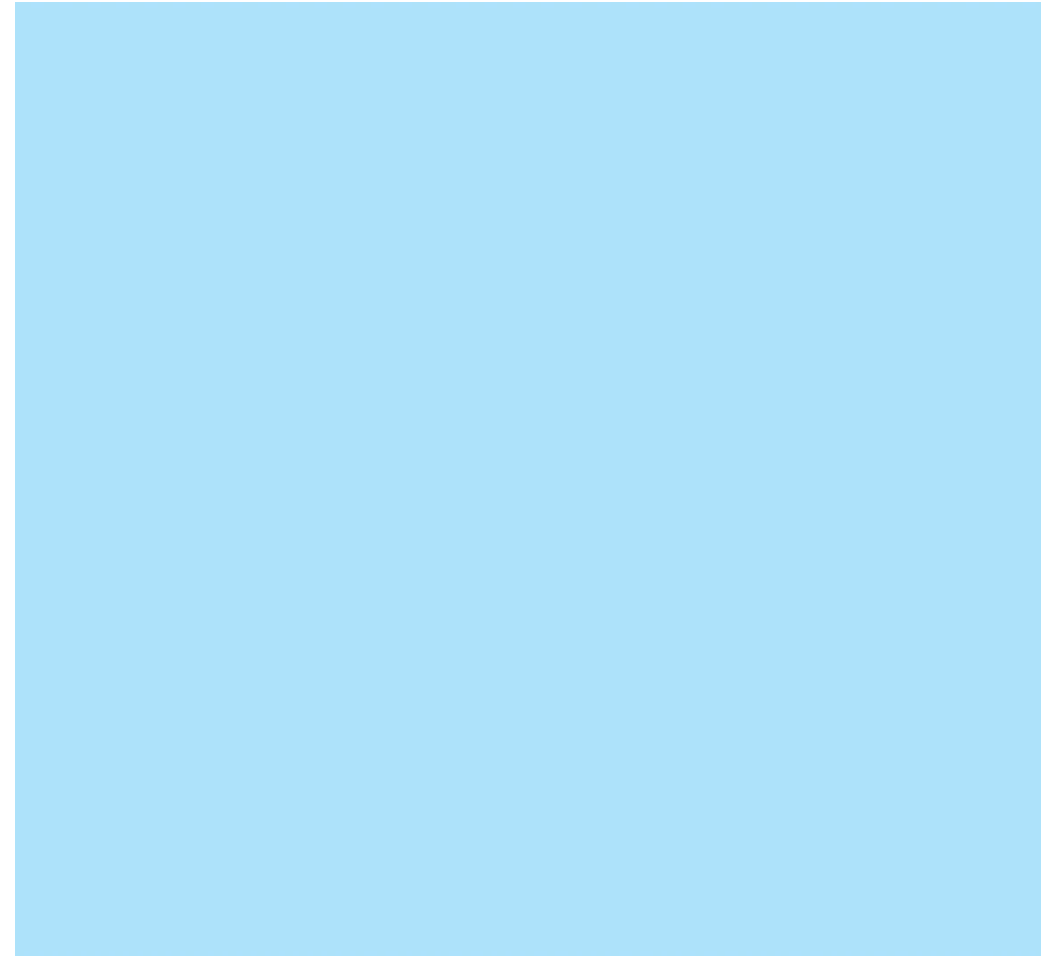
## INCREASED INCENTIVES FOR 2024!

### Project submittal requirements:

- Pre-approval of project.
- Signed and completed [General Application](#) and [IRS Form W-9](#).
- Completed lighting calculation worksheet from the software tool.
- Qualified product list documentation where applicable.

**Pays up to 70% of eligible project costs.**

**One year simple payback cap.**



# "Typical" Lighting Incentives (Listed Incentives)

## INTERIOR

Category	Eligibility Requirements		Customer Incentive
Interior Lighting	Full Fixture Replacement	With upgrade to Advanced Controls	\$0.46/kWh
		With upgrade to Basic Controls	\$0.38/kWh
		Without controls upgrade	\$0.35/kWh
	Fixture Retrofit Kits	With controls upgrade to Basic or Advanced Networked Lighting Controls	\$0.35/kWh
		Without controls upgrade	\$0.28/kWh
	Lamp Replacement	TLED Lamp	\$0.10/kWh
		Other Lamp-only Replacements	See Table 2
	Controls-only Retrofit	Controls-only upgrade to Advanced Networked Lighting Controls	\$0.46/kWh
		Controls-only upgrade to Basic Controls	\$0.35/kWh

# "Typical" Lighting Incentives (Listed Incentives)

## NEW CONSTRUCTION/MAJOR RENOVATION:

- Determine applicable energy code: The version of the energy code that applies for a given project is based on the building permit date or first invoice date. If a building permit date or invoice date is not provided, the applicable energy code for the project will be the current code.
- Provide completed Washington State Energy Code (WSEC) compliance form.
- Retrofit lighting power density must be at or below current WSEC lighting power density allowance.
- Factors that contribute to code compliance include:
  - A.) Space or building area type.
  - B.) Square footage.

# "Typical" Lighting Incentives (Listed Incentives)

## NEW CONSTRUCTION/MAJOR RENOVATION INCENTIVES

TABLE 3. NEW CONSTRUCTION AND MAJOR RENOVATION LIGHTING INCENTIVES TABLE			
Measure	Category	Eligibility Requirements	Customer Incentive
Interior Lighting	Troffer	Product must be listed on DLC qualified equipment list.  Product must be installed in facilities where energy code applies.	\$14/Fixture
	Linear Ambient		\$14/Fixture
	High Bay		\$30/Fixture
	Other Fixture (not listed above)		\$0.74/Fixture Wattage
	Advanced Networked Lighting Controls		\$1.20/W Controlled
	Custom Interior Lighting	Product must be installed in facilities where energy code does not apply.	\$0.10/kWh annual energy savings
Controlled Environmental Agriculture (CEA)	LED Fixture	Product must be listed on DLC Horticultural Lighting qualified equipment list.	\$0.12/kWh annual energy savings



# "Typical" Lighting Incentives (Listed Incentives)

NEW  
CONSTRUCTION/MAJOR  
RENOVATION

WASHINGTON STATE ENERGY CODE 2018 MAXIMUM LIGHTING POWER DENSITIES (LPD, WATTS/FT) TABLE		
Building Area Type	Table C405.4.2(1) LPD For major renovation projects	Section C406.3.2 LPD requirements For new construction projects
Automotive facility	0.64	0.51
Convention center	0.64	0.51
Courthouse	0.79	0.63
Dining: bar lounge/leisure	0.79	0.63
Dining: cafeteria/fast food	0.72	0.58
Dining: family	0.71	0.57
Dormitory	0.46	0.37
Exercise center	0.67	0.54
Fire station	0.54	0.43
Gymnasium	0.75	0.60
Health care clinic	0.70	0.56
Hospital	0.84	0.67
Hotel/motel	0.56	0.45
Library	0.83	0.66
Manufacturing facility	0.82	0.66
Motion picture theater	0.44	0.35
Multifamily	0.41	0.33
Museum	0.55	0.44
Office	0.64	0.51
Parking garage	0.14	0.11
Penitentiary	0.65	0.52
Performing arts theater	0.84	0.67
Police station	0.66	0.53
Post office	0.65	0.52
Religious building	0.67	0.54
Retail	0.84	0.67
School/university	0.70	0.56
Sports arena	0.62	0.50
Town hall	0.69	0.55
Transportation	0.50	0.40
Warehouse	0.40	0.32
Workshop	0.91	0.73

# Vendor Project Incentives Are Back!

## ELIGIBILITY:

- **Typical lighting retrofit projects** must issue the incentive offer between January 1 and June 30, 2024. All projects and all project documentation must be received no later than November 30, 2024.
- **Post-purchase or lighting instant incentive projects:** All project documentation must be submitted to the program by June 30, 2024, to receive the vendor incentive.
- **How it works:** Vendors receive the vendor incentive of \$0.05 per annual energy savings, with a maximum vendor incentive of \$5,000 per customer location in 2024. Each vendor location is eligible to receive \$20,000 in total incentives in 2024. Vendor incentives are first come, first served, and the vendor incentive offer may terminate earlier than the eligibility timeline above if allocated funding is exhausted.

<u>Project kWh</u>	<u>Vendor Incentive</u>
25,000 _____	\$1,250
50,000 _____	\$2,500
75,000 _____	\$3,750
100,000 & above _____	\$5,000

# Vendor ANLC Incentives Available

- Receive a cash vendor incentive of \$50 per fixture for helping Pacific Power business customers save money on their energy improvements with a qualifying Advanced Networked Lighting Controls (ANLC) retrofit, including Luminaire Level Lighting Controls (LLLCs).
- Available for incentive offers issued through November 30, 2024. All work must be completed, and project documentation must be received no later than November 30, 2024.
- The maximum vendor incentive is \$5,000 per customer location, and there is a maximum of up to \$15,000 ANLC vendor incentives per vendor location for a calendar year – or until funding runs out, first come, first served!



# Small Business Lighting

## INCENTIVES AVAILABLE FOR UP TO 100% OF ELIGIBLE PROJECT COSTS:

- Helps small businesses reduce operations and maintenance costs.
- Improves aesthetics for customers.
- Provides better and safer working environments for employees.
- Where applicable, additional controls can increase flexibility of space usage and boost value to the business.
- Helps with project feasibility in smaller, underserved customer facilities.



# Small Business Lighting

## WHAT CUSTOMERS ARE ELIGIBLE?

### Washington Small Business lighting incentives:

- On rate Schedule 24.
- Annual usage less than or equal to 200,000 kWh (non-residential facility total) and/or
- Non-residential facilities of 20,000 square feet or less

### Washington very small business and named communities small business incentives:

- Meet the above eligibility requirements and have annual usage less than or equal to 30,000 kWh annually (non-residential facility total) for very small businesses.
- Located in highly impacted communities census tracts for named communities.



# Small Business Lighting

## HOW CAN VENDORS PARTICIPATE?

- Be an approved Wattsmart Business lighting vendor with completed project(s) via the Typical lighting program.
- Demonstrate proficient program knowledge.
- Must be selected through the formal application process.



# Small Business Lighting

## SMALL BUSINESS LIGHTING VENDOR INCENTIVE ELIGIBILITY:

**Must submit:** All project documentation to the program between January 1 and November 30, 2024, to receive the vendor incentive.

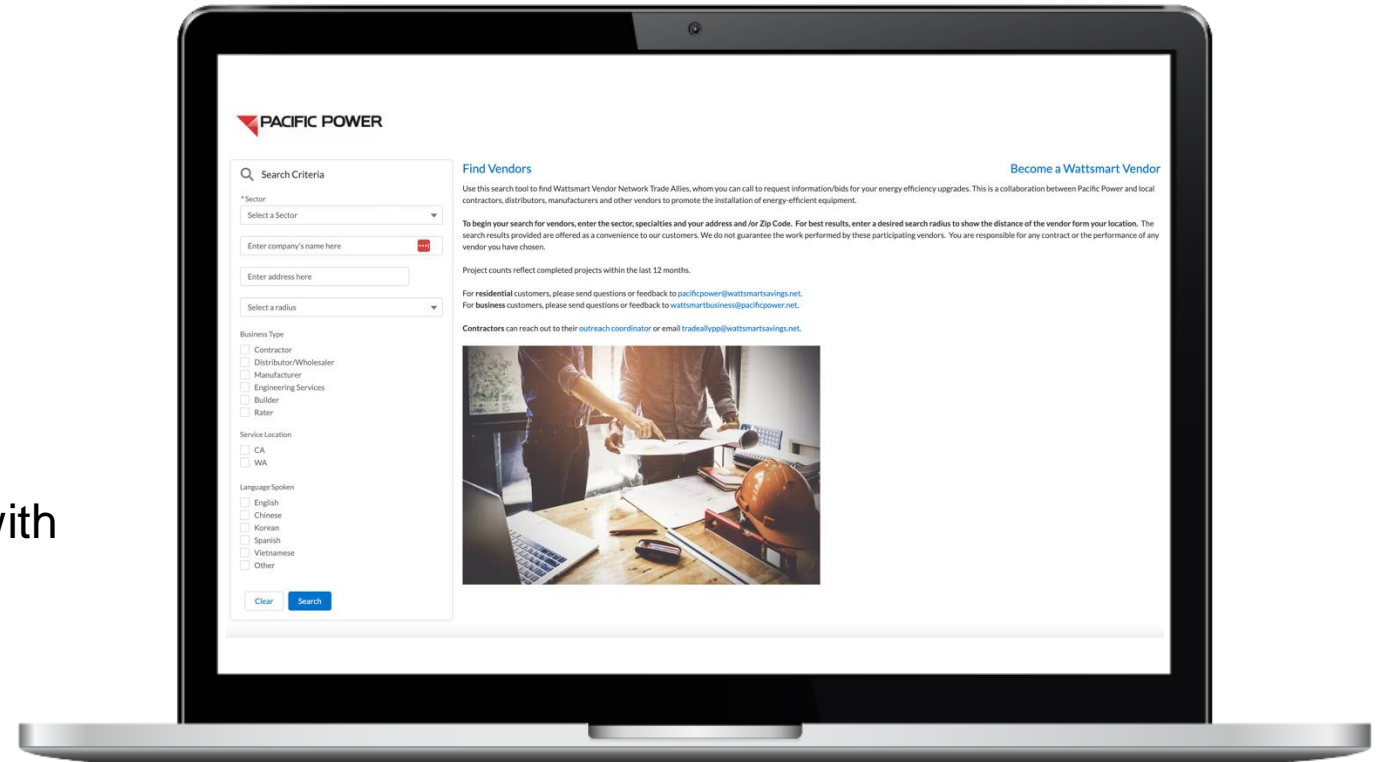
**How it works:** Small business lighting vendors receive a vendor incentive of \$300 per customer location for regular small business lighting projects and \$500 per customer location for very small business/named community small business lighting projects. Vendor incentives are first come, first served, and the vendor incentive offer may terminate earlier than the eligibility timeline if allocated funding is exhausted.



# Potential Projects

## WHERE TO FIND PROJECTS:

- Existing customers.
- Locations you visit for work or personal travels.
- Leads from Pacific Power "Find a Vendor" website tool.
- Cold calling with or without Pacific Power outreach staff, including Spanish-speaking outreach staff.
- Create a targeted sales list of customers with potential for successful projects.





# What Information Do I Need for a Project?

## PRODUCT ORDERING INFORMATION:

- Fixture type and quantity.
- Mounting requirements (e.g. surface, chain-hung, flush, slip fitter, stanchion, etc.).
- Lumen level requirements for various space types. May need space measurements and surface reflectance.
- Control requirements/opportunities.

## SPACE USE DESCRIPTION AND DEFINITION:

- Helps determine hours of operation and lumen level requirements.

## LIGHTING TOOL INFORMATION:

- Counts and hours of operation by space.
- Proposed lighting and controls measures.

# Lighting Project Eligible Cost

- Materials (LED fixtures, LED retrofit kits, LED lamps, controls) supplied by contractor or third party, including shipping (sales tax is not an eligible cost).
- Installation labor by contractor or third party, including permitting fees (sales tax is not an eligible cost).
- Installation labor by contractor or third party, including permitting fees and associated design work (sales tax is not an eligible cost).
- Disposal and recycling by contractor or third party is eligible if performed according to applicable environmental regulations. If an invoice specifically lists “disposal,” it is assumed that contractor is complying with environmental regulations.
- Although there may be other costs that the vendor bills to the participant for work (such as code corrections, circuit repairs and unrelated electrical work), these expenses shall be either invoiced separately or itemized on the invoice for clear identification.

# Project Costs Not Eligible

- Owner's overhead.
- Project development or project management costs.
- Financing costs.
- Manufacturer discounts or rebates. Eligible costs are determined after discount or rebate is subtracted, so that the cost reflects the actual expense incurred by customer.
- Maintenance contracts.
- Application fees or charges associated with other incentive programs, whether publicly funded, ratepayer funded or privately funded.
- Portions of project cost paid for by publicly funded grants or incentives (e.g. USDA grants or ARRA funding). Eligible project cost is generally determined after such amounts have been subtracted. Discuss details with your outreach coordinator.
- Sales tax is not an eligible project cost.
- Code-corrective labor and materials.
- Mechanical hardware that is not directly associated with light fixtures.

# Basic Lighting Controls

Basic lighting controls use one or two control strategies to reduce lighting levels when appropriate.

Eligible basic lighting controls include:

- Occupancy controls.
- Daylighting controls.
- Occupancy/daylighting combination controls.



# Advanced Exterior Dimming

- Control must be integral to the LED fixture or be fixture-mounted.
- Networking is not required.
- Must dim (not on/off).
- Control can be occupancy- or schedule-based.
- Control must result in a minimum of 35% energy savings. Examples may include, but not limited to:
  - Reducing fixture power by 70% or more for a minimum of six hours per night.
  - Reducing fixture power by 75% or more when the area has been unoccupied for 15 minutes or less.



# Advanced Network Lighting Controls (ANLC)

- ANLC systems are a combination of sensors, network interfaces and controllers that affect lighting changes to luminaires, but do not include the luminaires themselves.
- Must be on DLC Qualified Products List.
- Luminaire Level Lighting Control (LLLC) systems must be implemented with at least two energy-saving strategies including at least one sensor-based option.
- Zonal or area ANLC systems will require a minimum of three control strategies. (Example: two sensor-based + one tuning-based OR one sensor-based + two tuning-based.)



Questions ?



# Activity Break Out Groups Section Two