

# A big deal for lighting smaller businesses

**WATTS**SMART<sup>®</sup>  
BUSINESS

**PACIFIC POWER**  
POWERING YOUR GREATNESS

CALIFORNIA

Small businesses face a list of big challenges every day, and coming up with ways to save energy isn't necessarily on top of the list. That's why we've developed Wattsmart<sup>®</sup> Small Business lighting incentives to make it easier to save energy, money and time when upgrading existing lighting systems.

By working with a Wattsmart Small Business Approved Vendor, small businesses may receive enhanced incentives for LED lighting upgrades for up to 90% of the overall project cost. These lighting incentives can reduce your out-of-pocket expense and minimize cash-flow impacts to your business.

## WHAT CAN I EXPECT BY PARTICIPATING?

The typical path for participation starts with Approved Vendors reaching out to Pacific Power small business customers to schedule a free lighting assessment. Once the vendor completes the assessment, they will propose lighting upgrades for the facility. The example above is what the proposal might include.

## AM I ELIGIBLE FOR THIS OFFER?

This incentive is intended to help small businesses make Wattsmart choices. Pacific Power customers in California on rate schedule A-25, with no accounts on other non-residential rate schedules at the same facility/site, are eligible to participate. Wattsmart Small Business Approved Vendors will verify eligibility upon scheduling free facility lighting audits. Eligibility is subject to change.

## WHAT LIGHTING UPGRADES QUALIFY?

The enhanced incentive covers some of the most common and easy to install interior lighting upgrades that will yield energy savings for your business. Your Approved Vendor will provide you with a summary of recommended measures to be upgraded under this incentive offer. Wattsmart Small Business offers incentives for qualifying T8 TLED lamps and site specific measures. Additional LED lamp and fixture incentives can be found on the typical upgrades list at [BeWattsmart.com](http://BeWattsmart.com).\*

## HOW MUCH ENERGY AND MONEY WILL I SAVE?

Your Wattsmart Small Business Approved Vendor will be able to provide you with an estimate of energy and cost savings once the free facility assessment is completed at your location. Approved Vendors have been trained to ensure they present you with the best options for your business. According to ENERGY STAR<sup>®</sup>, lighting accounts for 20-50% of energy used in businesses. Improving your lighting equipment will reduce your energy use and costs. In addition, you're likely to experience improved light quality and color, and reduced lighting maintenance costs.

### AT A GLANCE – EXAMPLE PROJECT ECONOMICS

Lighting fixture and equipment upgrade cost	\$8,500
Annual energy savings expected (kilowatt-hours (kWh)/year)	\$3,544 (17,455 kWh/yr)
Incentive payment (applied to the project invoice)	-\$6,109.25
Out-of-pocket cost to the small business customer	\$2,390.75
Post incentive project payback period	0.7 yrs with Incentives 2.4 yrs No Incentives

continued



## ENHANCED INCENTIVES FOR SMALL BUSINESSES – LIGHTING (RETROFIT ONLY)

ELIGIBLE INTERIOR LIGHTING EQUIPMENT	EQUIPMENT ELIGIBILITY REQUIREMENT		CUSTOMER INCENTIVE
T8 TLED Lamp – UL Type A (Accelerated Replacement)	LED must be listed on qualified equipment list <sup>1</sup> and must be replacing a linear fluorescent lamp in an interior application or parking garage		\$6/lamp
T8 TLED Lamp – UL Type B (Accelerated Replacement)			\$7.50/lamp
T8 TLED Lamp – UL Type B (Normal Replacement)			\$1.50/lamp
T8 TLED Lamp – UL Type C (Normal Replacement)	LED must be listed on qualified equipment list <sup>1</sup> and must be replacing a linear fluorescent lamp in an interior application or parking garage	Fixture with 2 T8 TLED Type C Lamps	\$7/fixture
		Fixture with 3 T8 TLED Type C Lamps	\$10/fixture
		Fixture with 4 T8 TLED Type C Lamps	\$13/fixture
Interior Lighting – site specific measures (Accelerated Replacement)	Custom (not listed above)		\$0.35/kWh annual energy savings
<div>1. Equipment that meets or exceeds the efficiency requirements above may qualify for the listed incentive.</div> <div>2. Incentives are capped at 90% of Energy Efficiency Project Costs. Energy savings and Energy Efficiency Project Costs are subject to Pacific Power approval.</div> <div>3. To be eligible for the incentives listed, the new lighting system must use less energy than the existing lighting system replaced, or the baseline lighting system as determined by Pacific Power.</div> <div>4. UL Type A/B lamps may be eligible for UL Type A or Type B incentives when configured as the respective lamp type.</div> <div><b>Accelerated Replacement:</b> Replacement of existing equipment that could and would remain operational without Wattsmart Business program intervention.</div> <div><b>Normal Replacement:</b> Replacement of existing equipment that has either failed, no longer meets current or anticipated needs, or is planned to be replaced for other reasons unrelated to the Wattsmart Business program.</div> <div><sup>1</sup>See QPL in the <a href="#">CA lighting catalog</a>.</div>			

## I AM READY TO BECOME A WATTSNART® BUSINESS. HOW DO I START?

Contact us today and we'll put you in touch with a Wattsmart Small Business Approved Vendor of your choice to schedule your free lighting assessment.

- Call toll free **1-855-805-7231**
- Email [WattsmartBusiness@PacificPower.net](mailto:WattsmartBusiness@PacificPower.net)
- Online at [BeWattsmart.com](https://www.BeWattsmart.com)
- Search using [Find a Vendor](#)

## STEPS TO PARTICIPATE

- Step 1: Schedule a free facility assessment** conducted by a Wattsmart Small Business Lighting Approved Vendor. If you would like to contact an Approved Vendor to see if you qualify, just call us at **855-805-7231** or email [WattsmartBusiness@PacificPower.net](mailto:WattsmartBusiness@PacificPower.net).
- Step 2: Review and approve lighting proposal and sign incentive application.** The Approved Vendor will pass on 100% of the eligible incentive as a credit on their invoice to you and take care of the paperwork.
- Step 3: The Approved Vendor will install your new lighting.** We may request to inspect your lighting upgrades to verify energy savings and quality of installation.
- Step 4: Pay the Approved Vendor** the balance of your project cost.
- Step 5: Enjoy energy savings and better lighting!** With lighting accounting for 20-50% of typical energy use in small businesses, you can rest assured that the choice you've made to upgrade lighting in your business will positively impact your bottom line for years to come.

*\*Pre-approval may be required before you purchase new lighting.*

*Note: Pacific Power does not warrant the performance of qualifying installed equipment or the quality of the installation provided by the Approved Vendor. You are solely responsible for any contract with and the performance of any vendor you have chosen. Please note that only one incentive is available per lamp or per other equipment.*

