

Exhibit B – Wattsmart Business Lighting Instant Incentive (mid-market) offer changes
Proposed Effective Date – September 24, 2020

Alignment with the DEER statewide work papers resulted in a smaller overall lighting portfolio. Given this, the mid-market lighting Instant Incentive lamp replacement measures will be consolidated into the program’s lighting retrofit offer. The changes for the Lighting Instant Incentive offer are marked below in redline form relative to the current offered incentives (effective as of 8/26/2019).

Effective September 24, 2020, incentives for some replacement lamps will be available (see Retrofit Lighting Incentive Table).

To see current post-purchase lighting incentives for California Wattsmart Business, please visit: <https://www.pacificpower.net/savings-energy-choices/business/wattsmart-efficiency-incentives-california/ca-incentive-lists/ca-lighting.html>.

Measure	Category	Eligibility Requirements	Offered Incentive
	A-19 Lamp < 8 W, Medium Base*	LED must be listed on qualified equipment list	\$1/lamp
	A-19 Lamp ≥ 8 W, Medium Base*	LED must be listed on qualified equipment list	\$1/lamp
	A-21 Lamp ≥ 12 W, Medium Base*	LED must be listed on qualified equipment list	\$1/lamp
	PAR Reflector Lamp*	LED must be listed on qualified equipment list	\$4/lamp
	BR Reflector Lamp*	LED must be listed on qualified equipment list	\$2/lamp
	MR16 Reflector Lamp	LED must be listed on qualified equipment list	\$4/lamp
	PLC Pin-based Lamp <10 W	LED must be listed on qualified equipment list	\$4/Lamp
	PLC Pin-based Lamp ≥ 10 W	LED must be listed on qualified equipment list	\$4/Lamp
	PLL Pin-based Lamp	LED must be listed on qualified equipment list	\$4/Lamp
	Decorative Lamp*	LED must be listed on qualified equipment list	\$3/lamp
	Recessed Downlight Kit	LED must be listed on qualified equipment list	\$5/lamp
	T8 TLED Lamp—Type A, A/B-Dual Mode	LED must be listed on qualified equipment list	\$2.50/Lamp
	T8 TLED Lamp—Type B	LED must be listed on qualified equipment list	\$4/Lamp
	T8 TLED Lamp—Type C	LED must be listed on qualified equipment list	\$10/Lamp
	T5 TLED Lamp	LED must be listed on qualified equipment list	\$4/Lamp
	HHD Replacement Lamp <40 W	LED must be listed on qualified equipment list	\$15/Lamp
	HHD Replacement Lamp ≥40 and < 80 W	LED must be listed on qualified equipment list	\$15/Lamp

	HID Replacement Lamp ≥80 and <150W	LED must be listed on qualified equipment list	\$35/Lamp
	HID Replacement Lamp ≥150W	LED must be listed on qualified equipment list	\$50/Lamp
	Wall Pack Fixture	LED must be listed on qualified equipment list	\$20/fixture
	Wall Pack Fixture with Occupancy Sensor	LED must be listed on qualified equipment list	\$60/fixture

~~* Incentives for listed general service lamps (as defined by the Federal Code of Regulations) will not be available after December 31, 2019.~~

~~Notes for mid-market incentives:~~

- ~~1. Incentives are capped at 70 percent of qualifying equipment cost. Qualifying equipment costs are subject to Pacific Power approval.~~
- ~~2. Qualified equipment lists referenced in the above table are posted on the California energy efficiency program section of Pacific Power's website.~~
- ~~3. Incentives for measures in this table are available through Pacific Power approved retailers/distributors or a customer application process.~~

~~A = Arbitrary (standard lamp shape)~~

~~BR = Bulged Reflector~~

~~HID = High Intensity Discharge (e.g. Mercury Vapor, High Pressure Sodium, Metal Halide)~~

~~MR = Mirrored Reflector~~

~~PAR = Parabolic Aluminized Reflector~~

~~TLED = Tubular Light Emitting Diode~~

~~W = Watt~~

~~Qualifying lamps purchased starting on the effective date for the changes may be eligible for the new incentives.~~

~~Qualifying lamps purchased prior to the effective date for the changes are not eligible for the new incentives listed above but may be eligible for incentives available as of the date of purchase.~~

~~Background:~~

~~It is Pacific Power's intent to make adjustments to the incentives periodically to address market conditions for lighting (changes in material costs, product availability, and price competition), ensure customer out-of-pocket expenses are no less than 30% of the overall equipment cost, and align with Pacific Power's defined savings target, incentive budget and cost effectiveness requirements. When a change is needed, Pacific Power will post a notice on its website announcing the coming changes. The notice will be posted at least 45 days prior to the changes taking effect.~~

~~For participation steps and further information on the Lighting Instant Incentive, visit <https://www.pacificpower.net/savings-energy-choices/business/wattsmart-efficiency-incentives-california/ca-incentive-lists/ca-lighting.html>~~