

**Exhibit B – wattsmart Business Lighting Instant Incentive (mid-market) offer changes**

**Effective Date of August 26, 2019**

Pacific Power is modifying lamp categories and updating incentives for the California wattsmart Business mid-market lighting delivery channel (Lighting Instant Incentives). The changes are marked below in redline form relative to the current offered incentives (effective as of 5/1/2017).

Measure	Category	Eligibility Requirements	Offered Incentive
LED	<del>A-Lamp, Medium Base</del>	<del>LED must be listed on qualified equipment list</del>	<del>\$3/lamp</del>
	<del>A-19 Lamp &lt; 8 W, Medium Base*</del>	<del>LED must be listed on qualified equipment list</del>	<del>\$1/lamp</del>
	<del>A-19 Lamp &gt; 8 W, Medium Base*</del>	<del>LED must be listed on qualified equipment list</del>	<del>\$1/lamp</del>
	<del>A-21 Lamp ≥ 12 W, Medium Base*</del>	<del>LED must be listed on qualified equipment list</del>	<del>\$1/lamp</del>
	PAR Reflector Lamp*	LED must be listed on qualified equipment list	<del>\$4</del> /lamp
	BR Reflector Lamp*	LED must be listed on qualified equipment list	<del>\$25.50</del> /lamp
	MR16 Reflector Lamp	LED must be listed on qualified equipment list	<del>\$4</del> /lamp
	<u>PLC Pin-based Lamp &lt;10 W</u>	<u>LED must be listed on qualified equipment list</u>	<u>\$4/Lamp</u>
	<u>PLC Pin-based Lamp ≥ 10 W</u>	<u>LED must be listed on qualified equipment list</u>	<u>\$4/Lamp</u>
	<u>PLL Pin-based Lamp</u>	<u>LED must be listed on qualified equipment list</u>	<u>\$4/Lamp</u>
	<del>Candelabra/Globe Decorative Lamp*</del>	LED must be listed on qualified equipment list	<del>\$3</del> 5/lamp
	Recessed Downlight Kit	LED must be listed on qualified equipment list	<del>\$10</del> 5/lamp
	<del>TLED Lamp</del>	<del>LED must be listed on qualified equipment list</del>	<del>\$3.50</del> /lamp
	<del>T8 TLED Lamp – Type A, A/B Dual Mode</del>	<del>LED must be listed on qualified equipment list</del>	<del>\$2.50</del> /Lamp
	<del>T8 TLED Lamp – Type B</del>	<del>LED must be listed on qualified equipment list</del>	<del>\$4</del> /Lamp
	<del>T8 TLED Lamp – Type C</del>	<del>LED must be listed on qualified equipment list</del>	<del>\$10</del> /Lamp
	<del>T5 TLED Lamp</del>	<del>LED must be listed on qualified equipment list</del>	<del>\$4</del> /Lamp
	<del>HID Replacement Lamp &lt;50 W</del>	<del>LED must be listed on qualified equipment list</del>	<del>\$35</del> /lamp
	<del>HID Replacement Lamp ≥50 and &lt; 150 W</del>	<del>LED must be listed on qualified equipment list</del>	<del>\$55</del> /lamp
	<del>HID Replacement Lamp &lt;40 W</del>	<del>LED must be listed on qualified equipment list</del>	<del>\$15</del> /Lamp
<del>HID Replacement Lamp &gt;40 and &lt; 80 W</del>	<del>LED must be listed on qualified equipment list</del>	<del>\$15</del> /Lamp	
<del>HID Replacement Lamp ≥80 and &lt; 150 W</del>	<del>LED must be listed on qualified equipment list</del>	<del>\$35</del> /Lamp	
<del>HID Replacement Lamp ≥150W</del>	<del>LED must be listed on qualified equipment list</del>	<del>\$50</del> /Lamp	

	Wall Pack Fixture	LED must be listed on qualified equipment list	<del>\$230</del> /fixture
	Wall Pack Fixture with Occupancy Sensor	LED must be listed on qualified equipment list	<del>\$670</del> /fixture
Fluorescent	<del>Reduced Wattage T8 Lamp</del>	<del>≤28 W CEE Replacement Lamp</del>	<del>\$0.75/lamp</del>
	<del>Reduced Wattage T5 HO Lamp</del>	<del>≤51 W T5HO Lamp</del>	<del>\$1/lamp</del>

\* 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

~~**CEE** = Consortium for Energy Efficiency~~

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

~~**HO** = High Output~~

**MR** = Mirrored Reflector

**PAR** = Parabolic Aluminized Reflector

**TLED** = Tubular Light Emitting Diode

**W** = Watt

Qualifying lamps purchased starting on March x, 2019, may be eligible for the new incentives. Qualifying lamps purchased prior to March x, 2019, 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/bus/se/california/il/lighting/instant-incentives.html>