

APPENDIX B: SMALL BUSINESS DIRECT INSTALL INCENTIVES

Interior Lighting: Standard (A-Series) Lamp Replacements

Existing Equipment	Efficient Equipment	Unit	Incentive
Incandescent 40-60 watts*	LED ≤ 11 watts	Lamp	\$8
Incandescent 75-100 watts*	LED 7 - 20 watts	Lamp	\$10

* Halogen equivalent wattage will be used as the base wattage to calculate energy savings.

Interior Lighting: Reflector Lamp or Fixture Replacements

Existing Equipment	Efficient Equipment	Unit	Incentive
Halogen MR-16 35-50 watts	LED ≤ 13 watts	Lamp or Fixture	\$16
Incandescent or Halogen BR/R*	LED ≤ 14 watts	Lamp or Fixture	\$17
Incandescent or Halogen PAR*	LED ≤ 20 watts	Lamp or Fixture	\$22

* Halogen equivalent wattage will be used as the base wattage to calculate energy savings.

Interior Lighting: HID Lamp or Fixture Replacements

Existing Equipment	Efficient Equipment	Unit	Incentive
HID 100-175 watts	LED ≤ 80 watts	Lamp or Fixture	\$80
HID 176-300 watts	LED 62 – 130 watts	Lamp or Fixture	\$100
HID 301-500 watts	LED 85 - 225 watts	Lamp or Fixture	\$180

Interior Lighting: Linear Fluorescent Replacements

Existing Equipment	Efficient Equipment	Unit	Incenti
Standard Fluorescent T8	Efficient Fluorescent T8 ≤ 7 watts per linear foot	Lamp or Fixture	\$0.70 / Linear
Fluorescent T12	Efficient Fluorescent T8 ≤ 7 watts per linear foot	Lamp or Fixture	\$1.50 / Linear
Fluorescent T8	Linear LED ≤ 5.5 watts per linear foot	Lamp	\$1.60 / Linear
Fluorescent T12	Linear LED ≤ 5.5 watts per linear foot	Lamp	\$2.60 / Linear

Existing Equipment Examples

Standard Fluorescent T8 – 4ft lamp = 32w
 Efficient Fluorescent T8 – 4ft lamp = 25/28w
 Fluorescent T12 – 4ft lamp = 34/40w
 *4ft lamps are used as an example only.

Notes:

1. Consider U-Shaped fluorescent lamps as 4 linear feet
2. For linear fluorescent to LED fixtures use the Custom program.
3. Incentives are based on the efficient equipment linear feet.

Exterior 24/7 or Garage 24/7 Lighting: HID Lamp or Fixture Replacements

Existing Equipment	Efficient Equipment	Unit	Incentive
HID 100-175 watts	LED ≤ 80 watts	Lamp or Fixture	\$135
HID 176-300 watts	LED 62 - 130 watts	Lamp or Fixture	\$180
HID 301-500 watts	LED 85 - 225 watts	Lamp or Fixture	\$250

Exit Sign Replacements

Existing Equipment	Efficient Equipment	Unit	Incentive
Incandescent Exit Sign	LED or Electroluminescent (ELD)	Sign	\$25
CFL Exit Sign	LED or Electroluminescent (ELD)	Sign	\$25

Occupancy Sensors (No existing sensors installed)

Efficient Equipment	Watts Controlled	Unit	Incentive
Fixture Mounted Sensor	Controlling 50 - 200 watts	Sensor	\$14
Fixture Mounted Sensor	Controlling 201 - 500 watts	Sensor	\$44
Lighting Circuit Sensor (Single Technology)	Controlling 50 - 120 watts	Sensor	\$20
Lighting Circuit Sensor (Single Technology)	Controlling > 120 watts	Sensor	\$50
Lighting Circuit Sensor (Dual Technology)	Controlling > 150 watts	Sensor	\$65