



BONUS LIGHTING INCENTIVE

ON T12 TO T8 LIGHTING CONVERSIONS

LIGHTING YOUR WAY TO SAVINGS

15,000 sq ft office space,
12-hour days, 5 days a week

Existing equipment:
126, 2'x4' 4-lamp T12 fixtures

Retrofit:
126, 2'x4' 2-lamp high-performance T8 fixtures

Financial analysis:

- \$3,780 cash incentive from Energy Trust
- \$4,410 cash incentive plus bonus offer
- \$2,832 estimated annual energy cost savings
- 36,895 estimated annual kilowatt-hour energy savings

A new set of federally mandated efficiency standards will be enacted in the next two years to improve the efficiency of linear fluorescent fixtures. Federal legislation requires new efficiency standards for the manufacture of linear fluorescent lamps on or after July 14, 2012. Efficiency standards for ballasts have also changed. These standards require the use of electronic ballasts, rather than magnetic ballasts for all new fixtures, and electronic ballasts for all replacement ballasts sold by a manufacturer on or after October 1, 2010.

This change is critically important for business owners and facility managers. T8 fluorescent lights with electronic ballasts are now the industry standard, using significantly less energy—up to 40 percent less—than outdated T12 lights with magnetic ballasts.¹ While this is good news for energy savings, it will come with some challenges for businesses, which is why Energy Trust of Oregon has a limited-time bonus incentive offer to help you upgrade your lighting before the 2012 deadline. This offer has been extended through November 1, 2011.

¹ Courtesy: e Source Lighting Technology Atlas (2005)

Four facts to help you understand the new federal mandates, how they affect your business, and how you can participate in the bonus incentive

1. Energy Trust's bonus incentive offer is an opportunity to save more now.

Energy Trust offers incentives from \$10 to \$42 per fixture on upgrades from T12s to high-performance T8 lamps with electronic ballasts. A \$5 bonus incentive on upgrades is now available until November 1, 2011.

2. New standards will help your business or facility save more on the cost of lighting.

Newer T8 technology creates better quality lighting with less heat, reduces air conditioning cooling loads and provides significant energy and cost savings. New lighting requires little to no maintenance for up to 20,000 hours of operation and T8 lamps last up to twice as long as T12s, reducing maintenance costs associated with lamp changes. For business owners and facility operators, the new standards will produce continued energy savings and help reduce controllable operating costs without compromising lighting quality.

3. Early conversion participants will secure their savings with upgrade bonus incentives on top of the current incentive. Nearly all T12 lamps and some T8 lamps will not be manufactured after July 14, 2012. Lower efficiency products will no longer be available in the marketplace, affecting supply and demand over the next two years. As installed products need replacement, some business owners may find delays in their ability to secure new products or complete immediate upgrades. Financial incentives are subject to change, and may not be available by 2012 as high-efficiency T8s will be considered standard practice.

4. New standards are important to reduce the nation's energy consumption. According to the U.S. Department of Energy, lighting uses nearly 40 percent of all electricity used in commercial buildings. The new standards will increase the efficiency of hundreds of millions of fluorescent tube lamps that light offices, stores and factories.

Eligibility requirements

This bonus incentive offer has been extended to November 1, 2011, for projects that complete replacement prior to this deadline and meet program requirements. Only existing commercial, industrial and multifamily properties with five units or more are eligible for bonus incentives. The bonus incentive is only for upgrading existing T12 fixtures, not adding new fixtures, and is based on a one-for-one fixture retrofit and/or replacement, resulting in energy savings. The bonus amount will be calculated based on the final installed fixture count. Pre-approval is required for all lighting projects and post inspections may be required.



To learn more, visit www.energytrust.org or call **1.866.368.7878**.