

➤ Lighting Efficiency – Summary of 60-Day Notice

Public Service Company of Colorado (PSCo) proposes to make the following changes to its Lighting Efficiency Product to expand upon its current rebate offerings and update technical assumptions. PSCo does not anticipate these changes will significantly impact total rebates or net energy savings in 2012.

1. Expand the Colorado Lighting Efficiency Deemed Savings Technical Assumptions (DSTA) to add or update eligible technology pairings, lighting controls and costs. Updating PSCo's lighting technical assumptions will allow a wider range of technology pairings to qualify for prescriptive rebates. *Refer to Deemed Savings Technical Assumptions for Lighting Efficiency Product.*
2. As a result of customer requests, PSCo is proposing two additions to the Lighting Efficiency Product that will enable customers to participate in prescriptive rebates. The flexibility of these two additions will allow the company to qualify more lighting projects and respond to marketplace trends. The additions are:
 - a. Allow closely-related fixture combinations to be added to the DSTA and qualify for a prescriptive rebate, if the technology pairings are in a wattage range deemed acceptable by the company's energy efficiency engineering or product management. For example, if a new low-wattage fluorescent fixture is introduced in the marketplace, is determined to be a cost-effective retrofit solution and within the acceptable wattage range, PSCo will consider adding it to the technical assumptions and consider a prescriptive rebate for the customer. When the savings are being calculated, the actual wattage from the new fixture will be considered in the calculation.
 - b. Allow a higher level of wattage, or a higher number of fixtures, to be removed during a lighting retrofit. For example, a 4-lamp fluorescent high-bay fixture typically replaces a 250W high intensity discharge (HID) fixture. Allow the customer to remove a 400W HID system and install a 4-lamp fluorescent high-bay fixture if they so choose. The company will continue to recommend the Illuminating Engineering Society (IES) light levels for lighting system retrofits to ensure that each space is adequately illuminated. .
3. Add new prescriptive rebates for LED Wall Pack Fixtures – Exterior and Parking Garage Installations up to 150 watts – replacing High Intensity Discharge (HID*) fixtures that use 3-6 times the energy of the LED fixtures that replace them. For example a 50 watt fixture can replace a 150-300 watt HID fixture. *See Rebate Levels Table below and Lighting Efficiency Deemed Savings Technical Assumptions.* LED parking garage ceiling fixtures are not eligible for this rebate, but may qualify for a Custom Efficiency rebate.

LED Wall Pack Fixtures – Exterior and Parking Garage Installations

Equipment	Fixture Specifications	Prescriptive Rebate
LED Wall Pack Fixtures up to 150 Watts	Replace High Intensity Discharge (HID*) systems that use 3-6 times the energy. (LED parking garage ceiling fixtures are not eligible for this rebate,	\$75 per fixture Retrofit Rebate \$30 per fixture New Construction Rebate

	but may qualify for a Custom Efficiency rebate)	
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* High Intensity Discharge (HID) systems include mercury vapor, high pressure sodium, metal halide and pulse-start metal halide.

- Modify prescriptive rebates for wall- and ceiling-mount sensors and photocells, based on recent pricing and technical analysis. Add new prescriptive rebate for Bi-level Stairwell Fixtures with Integrated Sensors, replacing less-efficient 2-lamp fluorescent T8 fixtures. *See Rebate Levels Table below and Deemed Savings Technical Assumptions.*

Lighting Automatic Controls (must be permanently installed)	Present Prescriptive Rebate	Proposed Prescriptive Rebate
Wall Mount Sensor	\$30/fixture	\$15 per sensor with 50-300W connected load \$25 per sensor with over 300W connected load
Ceiling Mount Sensor	\$50/fixture	\$30 per sensor with 50-300W connected load \$40 per sensor with over 300W connected load
Photocell	\$30/fixture	\$25 per fixture
Bi-Level Stairwell Fixtures with Integrated Sensors, replacing less efficient fluorescent fixtures	N/A	(New) \$25/fixture

- Modify prescriptive rebates for High-Bay fluorescent fixtures replacing High Intensity Discharge (HID†) systems, based on pricing analysis of lighting projects committed in 2010-2011. *See Rebate Levels Table below.*

Install High-Bay Fluorescent Fixture with High Efficiency Ballasts	Remove less efficient system	Present Prescriptive Rebate	Proposed Prescriptive Rebate
2-lamp T5HO, 3-lamp T5HO, 3- to 4-lamp T8	Replace HID 175W–250W lamp systems	\$85/fixture	\$85/fixture (no change)
3-lamp T8VHO, 4- to 6-lamp T5HO, 6- to 8-lamp T8	Replace HID 310-400W lamp systems	\$110/fixture \$12/fixture New Construction	\$125/fixture \$40/fixture New Construction
6-lamp T8VHO, 8-lamp T5HO, 12- to 16-lamp T8	Replace HID 750W lamp systems	\$200/fixture \$40/fixture New Construction	\$175/fixture \$40/fixture NC (no change)
8-lamp T8VHO, 10-lamp T5HO, 18- to 20-lamp T8	Replace HID 1000W + lamp systems	\$210/fixture \$50/fixture New Construction	\$175/fixture \$65/fixture New Construction

†High intensity discharge systems include mercury vapor, high pressure sodium, metal halide and pulse-start metal halide.

6. Rename the fluorescent fixture “Delamping” rebate category “Lighting Optimization” for consistency with the NSP-Minnesota Lighting Efficiency product. Most PSCo rebate levels and technology pairings will stay the same. *See Rebate Levels Table below and Lighting Efficiency Deemed Savings Technical Assumptions.*
7. Move rebates for certain T8 fluorescent fixture optimization measures from Custom Efficiency to prescriptive Lighting Efficiency to simplify the rebate process. *See Rebate Levels Table below and Lighting Efficiency Deemed Savings Technical Assumptions.*

T8 Fluorescent Lighting Optimization rebates

Lamp removal in T8 systems. Must include high efficiency electronic ballasts	Present Custom Efficiency Lighting Rebate	Proposed Prescriptive Lighting Retrofit Rebate
Fluorescent T8 fixtures with normal or high ballast factor ballasts, replacing less efficient T8 systems with a higher lamp count	Up to \$400/kW	\$12 per fixture

8. Modify prescriptive rebates for ENERGY STAR Qualified Interior LED Lamps and Commercial LED Downlight Luminaires, based on pricing analysis of lighting projects committed in 2010-2011. Add prescriptive rebate for ENERGY STAR Qualified Interior Commercial LED Retrofit Fixtures – screw-in LED downlights, 25 watts or less – replacing Incandescent or Halogen systems. *See Rebate Levels Table below and Lighting Efficiency Deemed Savings Technical Assumptions.*

ENERGY STAR (E/S) Qualified Interior LED Lamps and Fixtures

LED Specifications: install lamps or fixtures replacing incandescent or halogen systems that use 3-6 times the energy	Present Prescriptive Rebate	Proposed Prescriptive Rebate
E/S qualified lamps: 5W or less	\$20/lamp Retrofit Rebate or New Construction	\$7 /lamp Retrofit or New Construction
E/S qualified lamps: greater than 5W to 10W	\$22/lamp Retrofit Rebate or New Construction	\$12 /lamp Retrofit or New Construction
E/S qualified lamps: greater than 10W to 20W	\$35/lamp Retrofit Rebate or New Construction	\$15 /lamp Retrofit or New Construction
NEW: E/S LED Retrofit Fixture (screw-in downlight), 25 Watts or less	N/A	\$15 /lamp Retrofit or New Construction
E/S Interior Commercial LED Downlight Luminaires: 25W or less	\$100/fixture Retrofit Rebate, \$50/fixture New Construction	\$35 /fixture Retrofit or \$25 /fixture New Construction

E/S Interior Commercial LED Downlight Luminaires: greater than 25W to 50W	\$125/fixture Retrofit Rebate, \$75/fixture New Construction	\$50/fixture Retrofit or \$40/fixture New Construction
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9. Modify prescriptive rebates for Ceramic and Pulse-Start Metal Halide Fixtures, based on recent project pricing. *See Rebate Levels Table below.*

Ceramic Metal Halide Fixtures replacing incandescent, halogen, metal halide, mercury vapor or high pressure sodium systems.	Present Prescriptive Rebate	Proposed Prescriptive Rebate
150W or less	\$55/fixture Retrofit \$25/fixture New Construction	\$50/fixture Retrofit \$45/fixture New Construction
Greater than 150W to 250W	\$60/fixture Retrofit \$15/fixture New Construction	\$80/fixture Retrofit \$55/fixture New Construction
Greater than 250W	\$75/fixture Retrofit \$20/fixture New Construction	\$100/fixture Retrofit \$20/fixture New Constr. (no change)
Ceramic Metal Halide – Integrated Lamps replacing incandescent or halogen lamps.	Present Prescriptive Rebate	Proposed Prescriptive Rebate
20-25W Ceramic Metal Halide Lamps	\$25/lamp Retrofit \$12/lamp New Construction	\$25/lamp Retrofit (no change) \$15/lamp New Construction
Pulse-Start Metal Halide Fixtures replacing incandescent, halogen, mercury vapor, high pressure sodium, or metal halide systems	Present Prescriptive Rebate	Proposed Prescriptive Rebate
175W or less	\$25/fixture Retrofit	\$60/fixture Retrofit
Greater than 175W to 319W	\$50/fixture Retrofit \$8/fixture New Construction	\$90/fixture Retrofit \$12/fixture New Construction
Greater than 319W to 749W	\$45/fixture Retrofit \$12/fixture New Construction	\$100/fixture Retrofit \$12/fixture New Construction
Greater than 749W	\$140/fixture Retrofit \$18/fixture New Construction	\$120/fixture Retrofit \$28/fixture New Construction

10. Reduce prescriptive rebate for Exterior LED Canopy or Soffit Fixtures – 25W to 150 watts – replacing High Intensity Discharge (HID*) fixtures that use 3-6 times the energy, based on pricing analysis of lighting projects committed in 2010-2011. *See Rebate Levels Table below and Lighting Efficiency Deemed Savings Technical Assumptions.*

Exterior LED Canopy and Soffit Fixtures

Equipment Specifications	Present Prescriptive Rebate	Proposed Prescriptive Rebate
Exterior LED Canopy or Soffit fixtures replacing High Intensity Discharge (HID*) systems that use 3-6 times the energy.	\$275/fixture Retrofit Rebate \$150/fixture New Construction Rebate	\$175/fixture Retrofit Rebate \$75/fixture New Construction Rebate

* High Intensity Discharge (HID) systems include mercury vapor, high pressure sodium, metal halide and pulse-start metal halide.

11. Reduce prescriptive rebates for low-watt fluorescent lamps in Retrofit and New Construction Rebate projects – from \$1.00 to \$.50 – based on pricing analysis of 2010-2011 committed lighting projects. *See Rebate Levels Table below and Lighting Efficiency Deemed Savings Technical Assumptions.*

Low-Wattage Fluorescent lamps	Present Prescriptive Rebate	Proposed Prescriptive Rebate
4 foot, 28W or less	Replace 4-foot 32W T8 lamps with 28W or less lamps. \$1/lamp Retrofit Rebate Install T8 lamps, 28W or less \$1/lamp New Construction Rebate	\$.50/lamp Retrofit \$.50/lamp New Constr.

12. Increase rebates for Parking Garage Fluorescent Fixtures (T8 fixtures with high efficiency ballasts and T5 fixtures) from \$50 to \$85/fixture, based on pricing analysis of lighting projects committed in 2010-2011, to increase customer participation in this existing rebate category. Pay \$.50 per low-watt fluorescent T8 lamp purchased and installed in parking garage fixtures. *See Rebate Levels Table below.*

Equipment	Specifications	Present Prescriptive Rebate	Proposed Prescriptive Rebate
Parking Garage fluorescent fixtures with High Efficiency Electronic Ballasts	Replace HID ¹ systems (150W or 175W) with T5HO or T8 fluorescent systems with high efficiency electronic ballasts.	\$50/fixture Retrofit Rebate	\$85/fixture² Retrofit Rebate
Parking Garage Low-Wattage T8 Lamps	Install 28W or less lamps	\$1.00/lamp	\$.50/lamp

¹ High Intensity Discharge (HID) systems include metal halide, pulse-start metal halide, high pressure sodium and mercury vapor systems.

² Parking garage fixtures invoiced prior to the implementation date of the Lighting Efficiency 60-Day Notice will receive \$50/fixture rebate.

13. Increase rebates for LED and LEC Exit signs from \$15 to \$25/sign, based on pricing analysis of lighting projects committed in 2010-2011, to increase customer participation in this existing rebate category. *See Rebate Levels Table below.*

LED or LEC Exit signs	Present Prescriptive Rebate	Proposed Prescriptive Rebate
Replace incandescent exit signs with LED or LEC exit signs	\$15/sign	\$25/sign

14. Remove Industrial Multi CFL fixtures from the Lighting Efficiency prescriptive rebate menu due to lack of customer interest and participation. *See Lighting Efficiency Deemed Savings Technical Assumptions.*

➤ **Lighting Efficiency Product**

A. Description

The Lighting Efficiency Product offers rebates to business customers of Public Service Company of Colorado (“Public Service” or the “Company”) who purchase and install qualifying energy efficient lighting products in existing or new construction buildings. Rebates are offered to encourage customers to purchase energy efficient lighting by lowering the upfront premium costs associated with this equipment. This product is available to business electric customers in the Company’s service area.

The product incorporates several features designed to influence decision-makers to choose the higher efficiency options. These features include application forms with full instructions to make it easy for the customer and/or vendor to apply for the rebates, and additional resources such as feature sheets, brochures, and web pages to help explain the advantages of efficient lighting sources.

For businesses, the cost of lighting is one of the main components of energy bills. Installing energy efficient lighting, or reducing the number of lights needed, can significantly lower energy bills. The main goals of energy efficient lighting is to ensure good visibility for the task required, increase productivity and safety for employees, provide an attractive and comfortable work environment, and reduce operating and maintenance costs.

There are four ways customers can lower their lighting costs and earn rebates:

Lighting Retrofit Rebates (prescriptive)

Rebates are available for existing facilities of any size to help offset the cost of installing new equipment that is more energy efficient than the current lighting systems. Rebates are based on a one-for-one replacement of existing fixtures. Situations where a lighting retrofit can be beneficial are when employees are complaining of comfort issues, such as eyestrain from under- or over-lit conditions, or where high energy bills are a concern.

A common lighting retrofit application is replacing an existing fluorescent T12 system in a typical office space with more efficient T8 fluorescent lamps and a high efficiency electronic ballast. In some instances, the number of lamps installed per fixture can be reduced, while still providing ample light levels. This yields significant energy savings. In warehouse buildings, or spaces with high ceilings, replacing a High Intensity Discharge lighting (HID) system with a more efficient fluorescent option is a typical retrofit project. Replacing HID lamps such as mercury vapor, high-pressure sodium, and metal halide fixtures with high bay fluorescent options can reduce energy costs and improve light levels. In addition, by installing fluorescent T5 systems, T8 with electronic high efficiency ballast, compact fluorescent fixtures, and several other technologies, customers can receive a rebate when replacing less efficient systems.

New Construction Rebates (prescriptive)

Rebates are available for new facilities of any size as well as existing facilities that are going through a major renovation. There are several lighting options available to building owners, architects, professional engineers and lighting designers. Influencing better, energy efficient lighting options during a building's design, planning and installation is the goal of the new construction path. Fluorescent high bay fixtures, compact fluorescent fixtures, and low-wattage lamps are a few of the technologies rebated for new construction facilities.

Custom Efficiency

Energy saving lighting projects that are not on the prescriptive Lighting Retrofit Rebates menu can be reviewed through the Custom Efficiency path using the Custom Efficiency Application and the accompanying Lighting Evaluation Worksheet. Project analysis and preapproval is required prior to equipment purchase and installation. Examples of lighting projects that would be reviewed through the Custom Efficiency path include installation of certain LED lighting sources, other emerging or uncommon technologies such as induction lighting, retrofit projects where it is not a one-for-one replacement of existing fixtures, and "re-lamping" fixtures with a wattage reduction.

Lighting Redesign

Lighting Redesign offers rebates for pre-project studies comparing energy saving technologies, and implementation of energy saving opportunities. Studies must be performed by a lighting professional of the customer's choice with one of the following credentials: Lighting Certified professional (LC), Certified Lighting Efficiency Professional (CLEP), or membership with International Association of Lighting Designers (IALD). Customers who wish to locate a lighting professional may visit our Website to review a list of qualified lighting professionals who have agreed to participate in the Lighting Redesign path.

The Colorado Lighting Efficiency product was patterned after the Lighting Efficiency product in the Minnesota service area, which has operated since the mid 1980's. The Minnesota product received Exemplary Honors for best practices from the American Council for an Energy-Efficient Economy (ACEE) in 2008 for using proven approaches and providing consistent, reliable and cost-effective savings. In 2003, the Minnesota product received Honorable Mention for best practices from ACEE. Best practices were identified on four major product components: 1) product theory and design, 2) product management, including project management, reporting and tracking, quality control and verification, 3) product implementation such as the participation process, marketing and outreach strategies, and 4) product evaluation.

B. Goals, Participants & Budgets

Goals and Participants

In support of the business program's growing goals for energy savings and demand reduction, Lighting Efficiency's primary objective is to cost effectively remove less efficient lighting from the commercial and industrial markets with rebates and other incentives for installing energy efficient lighting systems.

The Lighting Efficiency Product goals are rolled-up into the total goal for the business portfolio. Initially, the management team reviews the entire portfolio's goal and allocates individual product goals with input from the product portfolio manager. Individual product goals, including the Lighting Efficiency goals, are based on the achievements of past years and the extensive experience from the Minnesota Lighting Efficiency Product. Lighting Efficiency is historically one of the largest contributors to the Company's DSM portfolio savings and therefore is allocated a large percentage of the annual goal.

Participation goals are derived from prior years' goals, participation, achievements and product trends, trade participation, average project size and a comparison of participation in the Minnesota product. Colorado market and economic trends and regulatory outlook – including upcoming changes to lighting efficiency standards – are other important factors in setting product participation goals.

Increasing federal efficiency standards will impact Lighting Efficiency during the 2012-13 filing period. Beginning January 1, 2012 – the effective date of the Energy Independence and Security Act (EISA) of 2007, which regulates standard incandescent bulbs – screw-in CFL rebates will no longer be available because Public Service believes CFLs have become standard practice for business customers. Beginning in 2013 – as guided by Department of Energy (DOE) Rulemaking – changing the present T12 technology baseline to a stricter T8 baseline will significantly reduce fluorescent fixture reportable savings – a substantial proportion of total savings since the Lighting Efficiency product was launched.

Budgets

Once goals are established, the budget process is generally the same for Lighting Efficiency as with the other DSM products. Historical cost and participation information is tracked and analyzed to project budgets two years in advance. With increasing DSM goals in 2012-13 and beyond, additional budget dollars assume product expansion, incorporating rebates for emerging technologies such as LEDs, and offering additional customer and trade incentives to remove less efficient technologies from the Colorado commercial and industrial markets. Experience and trending from the Minnesota Lighting Efficiency products is used as a checkpoint.

For the Lighting Efficiency Product, rebates, labor and promotional expenses drive the majority of the budget.

- **Rebates:** The majority of the Lighting Efficiency budget is dedicated to rebates, so the energy savings goal is the main contributor to the overall Lighting Efficiency budget. The rebate budget is planned using the average lighting project rebate cost from detailed technical assumptions and multiplying by anticipated participation.
- **Labor Charges:** determined by estimating the number of full-time employees needed to manage the product and execute the marketing strategy and rebate process.
- **Marketing and Advertising:** promotional vehicles used to reach business customers including print, Web, direct mail, email, radio and television marketing efforts as well as trade outreach and promotions.

C. Application Process

Customers may hear of the Lighting Efficiency Product through several channels, including the Company's website, advertising, direct mail, email promotions or through the lighting trade. Company account managers work directly with our largest customers to help them identify energy saving opportunities in lighting and our Business Solutions Center is available for all business customers, particularly the small- and mid-sized business customers who need information on our rebate products.

Lighting Efficiency Retrofit and New Construction Applications

The application process for the prescriptive retrofit and new construction products is similar to our other prescriptive products. Customers may apply for rebates by completing the application and providing a detailed invoice for the newly installed equipment. The customers may submit for a rebate after the equipment has been purchased and installed. The replacement of fixtures for retrofit situations must be a one-for-one replacement that will result in energy savings. If the retrofit is not a one-for-one replacement but still results in energy savings, customers may apply for preapproval through the Custom Efficiency Product. The equipment must be new and meet all the qualifications detailed on the application. After the customer has installed the equipment, the application and invoice must be submitted to the Company within twelve months of the invoice date. Once the paperwork is completed and submitted, rebate checks will be mailed to the customer as indicated on the application within six to eight weeks.

Custom Efficiency Lighting and Lighting Redesign

Applications for energy saving lighting projects that do not fit into the prescriptive paths may be reviewed using the Custom Efficiency Application and the accompanying Lighting Evaluation Worksheet. Project analysis and preapproval of Custom Efficiency lighting projects is required prior to equipment purchase and installation.

In the Lighting Redesign path, rebates for pre-project studies require preapproval. After the study is completed by a licensed lighting professional, the Lighting Redesign Study Rebate application may be submitted to the Company with a copy of the study proposal for rebating. If the recommended energy saving measures are carried out, the customer (with assistance from the lighting professional and the Company) may apply for a Lighting Redesign implementation rebate, which is based on a dollar amount per kW saved.

D. Marketing Objectives, Goals, & Strategy

The key marketing objective is to raise awareness, interest and participation in the Lighting Efficiency product, contributing to goals for energy savings and demand reduction.

Marketing Strategy

Lighting Efficiency is primarily promoted through Company Account Managers, Energy Efficiency Specialists via inbound and outbound telemarketing, through Colorado's lighting and electrical trade via the Company's Channel Managers, and by traditional marketing vehicles such as advertising, mailings, Web content and tools, email and other sales promotions.

Account Managers and Energy Efficiency Specialists sell the Lighting Efficiency product--especially to mid- and large-sized commercial and industrial customers where the majority of savings are realized--in their planning and day-to-day interactions with business customers.

Significant market segments for potential Lighting Efficiency savings include office buildings, manufacturing sites, retail establishments, schools and 24-hour facilities. Marketing campaigns targeted to those segments are executed by one-on-one Account Manager meetings and planning, Energy Efficiency Specialist scripted calls, or mass communications that drive inquiries to the Company's inbound phone center.

Marketing to Trade

The Company's outreach and relationship building with lighting and electrical trade, professional engineers, architects and lighting designers is another key strategy to reach important business segments and indirectly influence the purchase and installation of energy-efficient lighting systems. The Company establishes and maintains contact with this audience by:

- In-person training and presentations by the Channel Managers at industry events and trade shows, such as the Energy Efficiency Expo held in first quarter, for both customers and trade allies;
- The Lighting Advisory board, described in the Stakeholder Involvement Section below;
- Energy Exchange, a quarterly email that is sent to the trade discussing energy efficiency lighting applications, case studies, product changes, and other pertinent topics; and
- Trade website, including applications, specific brochures and informational pieces directed toward the trade, and updates on product offerings.

Marketing to Small Business Customers

We reach out to this harder-to-reach market primarily through direct mail, email and the Business Solutions Center. The Lighting Efficiency product will continue to reach out to small business customers with direct marketing approaches as well as the Company's Small Business Lighting consultant.

In addition, several printed pieces are available on the Company's websites for viewing or download, and the Lighting Efficiency team will continue to refine and improve them. These pieces are targeted to both large and small business customers as well as the trade. The websites offer information on lighting technologies, case studies of successful lighting upgrades, and external sources highlighting reasons to pursue lighting upgrades or implement efficient lighting sources.

- Prescriptive Rebate Applications – Applications detail product requirements, rebate levels and additional information to help customers complete the form and submit it for rebate with accompanying invoices and equipment specifications.
- Lighting Efficiency product summary – This brochure is available on the Company's website and is used by Account Managers, Energy Efficiency Specialists and trade to describe the product, discuss reasons to upgrade to more efficient lighting, and identify potential lighting projects.
- Resource Documents – The Lighting Efficiency web page links to several documents on energy efficient lighting technologies, written by outside organizations such as E-Source, that further identify lighting efficiency sources and opportunities.

- Managing Costs by Segment Documents – Documents identifying specific energy savings ideas for key segments, such as grocery stores, office buildings, schools and universities.

Marketing Messages Driven by Future Regulatory Requirements

In the coming years, Lighting Efficiency energy savings potential will be affected by necessary compliance with several new Federal and State legislative rules (example: Department of Energy Rulemaking on fluorescent lighting technology). An imperative marketing strategy is to keep Account Managers, Energy Efficiency Specialists, trade partners and customers aware of the requirements and timing deadlines for these pending energy efficiency standards. These new rules will also influence Lighting Efficiency product development, such as expansion of LED lighting applications, and the phasing out of obsolete technology.

E. Product-Specific Policies

Lighting Efficiency has a number of product-specific policies:

- All rebated equipment must be new, meet all product rules and requirements, and the application must be submitted within 12 months of the invoice date.
- In cases where the customer is unable to obtain an equipment invoice, the Company will send an Account Manager to complete an onsite field verification to confirm that equipment was installed as stated on the application.
- Preapproval is required for Custom Efficiency lighting projects prior to the purchase and installation of lighting equipment. The customer has up to 24 months after the preapproval date to implement the lighting project. Custom projects that exceed their timeframe, or have significant equipment deviations from the original plan, require reanalysis and approval.
- The parking garage lighting retrofit rebate application is available for prescriptive projects to replace high intensity discharge technologies (high-pressure sodium and metal halide) with more efficient fluorescent options.
- Lighting redesign studies must be submitted no later than three months after the study is completed.

F. Stakeholder Involvement

Stakeholder involvement in the Lighting Efficiency product comes through a Lighting Advisory Board and the quarterly DSM Roundtable meetings. The Lighting Advisory Board was formed as a collaborative effort between several key lighting professionals and the Company's management team. The objectives of the board are to identify gaps in our product offerings, suggest areas of improvement, and to offer a forum for open discussion of lighting topics. Several recommendations from the board have been addressed through the Company's product development process and incorporated into the product. The board will continue to meet on a regular basis or as long as needed.

G. Rebate Levels

Lighting Efficiency offers rebates through the retrofit and new construction prescriptive components, Custom Efficiency and Lighting Redesign paths.

(Lighting Retrofit Rebates are capped at 60% of the installed cost of equipment plus labor)

Equipment Type	Retrofit Rebate Amount
Fluorescent T8 systems with high efficiency ballasts	\$9-\$22 per fixture
Low-wattage 4-Foot fluorescent T8 lamp (28W or less); <u>Low-Watt T5 lamps</u>	\$1 <u>\$.50</u> per lamp
<u>Delamping Lighting Optimization</u> : T12 or T8 systems to more-efficient T8 systems, including high-efficiency ballasts (T8>T8 delamping requires low ballast factor)	\$12-26 per fixture
Fluorescent T5 systems with electronic ballasts	\$13-16 per fixture
High-bay fluorescent fixtures with high-efficiency electronic ballasts	\$85-210 <u>\$85-175</u> per fixture
Hardwired compact fluorescent fixtures <u>Industrial multi-CFL fixtures</u>	\$25-35 per fixture <u>\$45 per fixture</u>
Energy Star qualified LED lamps and fixtures	\$20-\$35 <u>\$7-15</u> per lamp, \$100-125 <u>\$35-50</u> per fixture
<u>(New): ENERGY STAR Qualified Interior Commercial LED Retrofit Fixture (screw-in) Downlights, 25 Watts or less</u>	<u>\$15 per fixture</u>
LED canopy and soffit fixtures, refrigerated and freezer case lighting	\$275 <u>\$175</u> per LED canopy or soffit fixture; \$100 per LED refrigerated or freezer case door
Pulse start metal halide fixtures	\$25-140 <u>\$60-120</u> per fixture
Ceramic metal halide lamps and fixtures	\$25-\$75 <u>\$25 - \$100</u> per unit
Wall, ceiling or fixture mount occupancy sensors, photocells	\$30-\$50 per unit <u>Wall Mount Sensors: \$15 per sensor with 50-300W connected load; \$25 per sensor with over 300W connected load</u> <u>Ceiling Mount Sensors: \$30 per sensor with 50-300W connected load; \$40 per sensor with over 300W connected load</u> <u>Photocell: \$25 per fixture (down from \$30 per fixture)</u>
<u>(New) Bi-Level Stairwell Fixtures with Integrated Sensors</u>	<u>\$25 per stairwell fixture.</u>
LED or LEC exit signs	\$15 <u>\$25</u> per unit
Parking garage fluorescent fixtures	<u>\$85 per fixture (up from \$50/fixture); \$.50 per low-watt fluorescent lamp</u>
<u>(New) LED Wall Pack Fixtures – Exterior and Parking Garage</u>	<u>\$75 per fixture</u>
Custom Efficiency rebates using the Lighting Evaluation Worksheet	Based on energy savings. See Custom Efficiency section for details.
Lighting Redesign studies and implementation rebates	Up to 75% of study cost, not to exceed \$25,000; implementation rebates up to \$400/kW saved.
<u>Allow closely-related fixture combinations to be added to the DSTA and qualify for a prescriptive rebate if the technology pairings are in a range deemed viable by PSCo energy efficiency engineering or product management.</u>	<u>Base rebates remain the same</u>
<u>Allow a higher level of wattage, or a higher number of fixtures, to be removed during a lighting retrofit.</u>	<u>Base rebates remain the same</u>

(Lighting New Construction Rebates are capped at 60% of the installed cost of equipment plus labor)

Equipment Type	New Construction Rebate Amount
Low-wattage 4-Foot fluorescent T8 lamp (28W or less)	\$1 <u>\$.50</u> per lamp
High-bay fluorescent T8, T5HO and T8VHO systems	\$12-\$50 <u>\$40-65</u> per fixture
Hardwired compact fluorescent fixtures (CFL)	\$10-20 per fixture
Pulse start metal halide fixtures	\$8-\$18 <u>\$12-\$28</u> per fixture
Ceramic metal halide lamps and fixtures	\$12-\$25 <u>\$15-\$55</u> per unit
Energy Star qualified LED lamps and fixtures	\$20-\$35 <u>\$7-15</u> per lamp, \$50-75 <u>\$25-40</u> per fixture
<u>(New): ENERGY STAR Qualified Interior Commercial LED Screw-In Fixture, 25 Watts or less</u>	<u>\$15 per fixture</u>
<u>(New) LED Wall Pack Fixtures – Exterior and Parking Garage</u>	<u>\$30 per fixture</u>
LED canopy and soffit fixtures, refrigerated and freezer case lighting	\$150 <u>\$75</u> per LED canopy or soffit fixture; \$70 per LED refrigerated or freezer case per door
Custom Efficiency rebates using the Lighting Evaluation Worksheet	See Custom Efficiency section for details
<u>Allow closely-related fixture combinations to be added to the DSTA and qualify for a prescriptive rebate if the technology pairings are in a range deemed viable by PSCo energy efficiency engineering or product management.</u>	<u>Base rebates remain the same</u>