



# WELCOME

# MAXLITE'S UTILITY REBATE SERVICES

2/27/14 Webinar

Presented by: Greg Murphy

Special Guest: Joe Pater (Utility Solutions Program Manager)

## TODAY'S TOPICS

- **Core Mission**
- **Utility Trends**
- **Rebate Refresher**
- **Custom Rebates**
- **MaxLite Key Utility Offering**
- **MaxLite Rebate Paperwork Service Ideas!**
- **University / Training**
- **Q&A Session**



### **MAXLITE'S UTILITY REBATE SERVICES**

MaxLite has one of the most progressive utility rebate support groups in the industry. Find out what MaxLite is doing to upgrade this service for you and your customers during our Thursday, February 27th webinar.

Join us and special guest Joe Pater to learn how taking advantage of utility incentives is now easier than ever!

**JOIN US TO LEARN MORE!**



**Thurs, Feb. 27 at 1pm EST**

To register click the "REGISTER NOW" button below

**REGISTER NOW**

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 Add webinar to your Calendar (If prompted to OPEN or SAVE, choose OPEN)

## MAXLITE'S UTILITY SOLUTIONS TEAM

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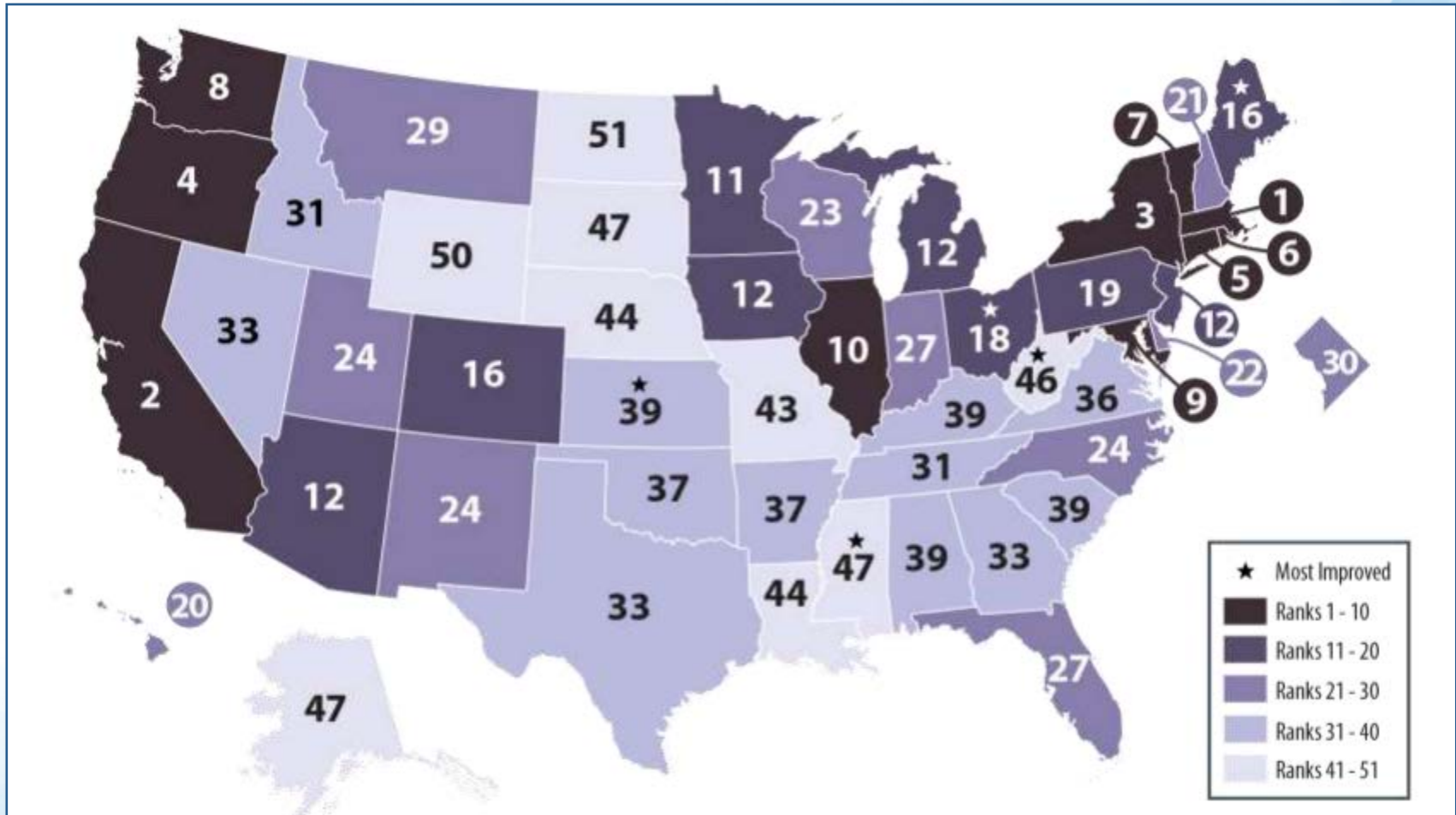
### **Core Mission:**

To provide utility rebate support to reps and customers to help drive incremental sales and find new opportunities for growth

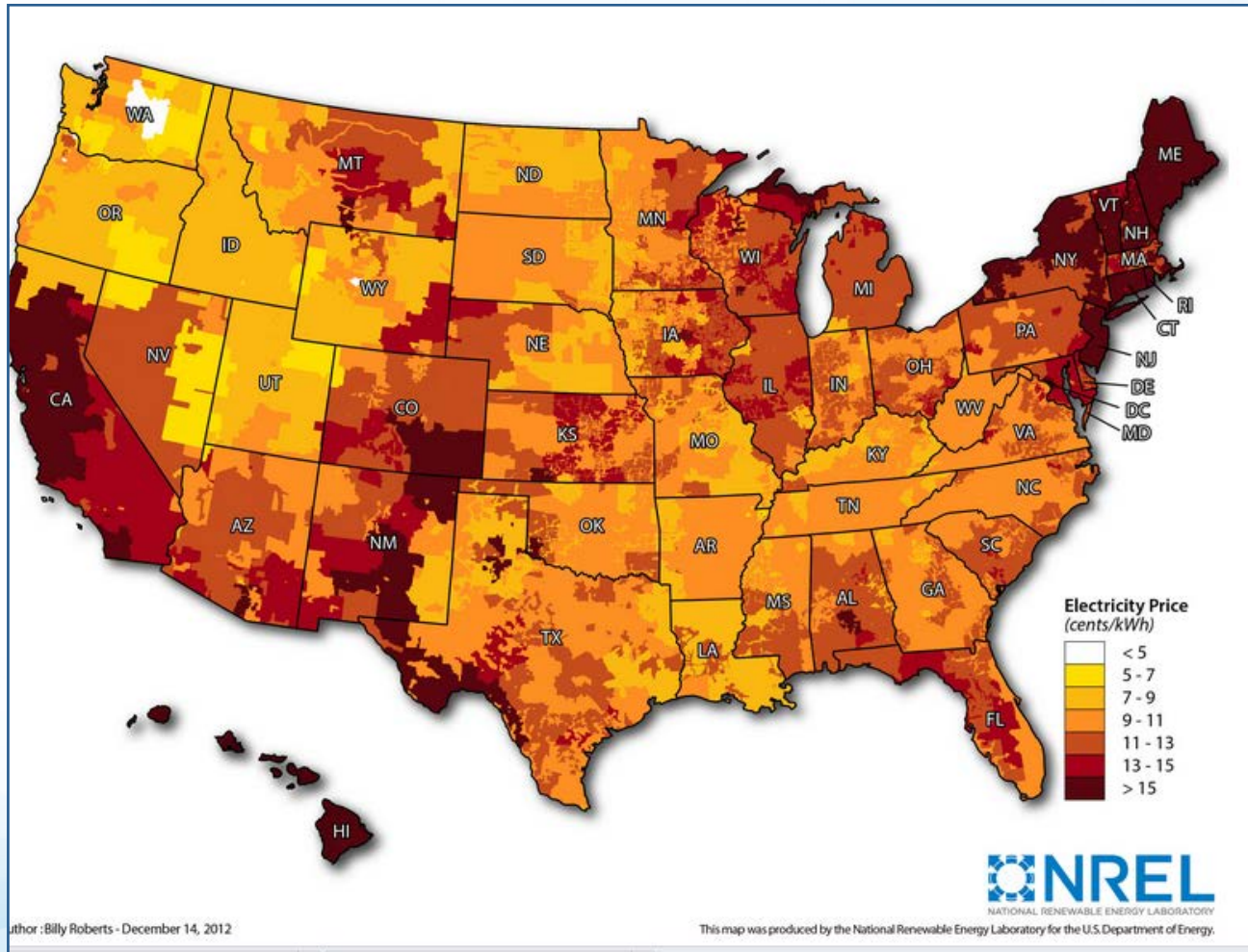
## UTILITY REBATE TRENDS

- Not all programs changed in 2014 – depends on the timing of utility program filings
- Controls are becoming a much bigger part of programs – sometimes they are required
- We are seeing an increase in rebate categories for LED
- \$'s per unit for LED products are flat to slightly down. As the product cost continues to decline, utilities will reduce the rebates per unit
- Budgets for LED programs continue to grow

## ACEEE STATE EFFICIENCY PROGRAM RANKINGS



## ELECTRICITY RATE HEAT MAP



## UTILITY REBATE TRENDS

- Utility rebates overall are growing rapidly – 5 billion in rebates will be paid nationwide in '14
- Lighting upgrades are the most cost effective rebates for utilities
- Utilities are pushing for lifetime savings on LED projects
- Rebates are an **easy** way for your customers to increase ROI and shorten their payback period
- Utilize our MaxLite rebate paperwork service to gain new business with distribution and contractors

## REBATE REFRESHER

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- **Prescriptive is simple.**
  - 1 for 1 replacement – for example, replace an old metal halide fixture and receive a set dollar amount to install a new LED fixture.
- **Custom is more time consuming but can be more lucrative \$\$\$**
  - Takes into account the actual energy saved by the new fixture and usually requires a bit more paperwork to be filled out.



## TYPES OF CUSTOM REBATES

- **\$ per watt** reduced – the difference between the old lighting input wattage and the new input wattage (for example, ComEd program pays \$0.50 per watt reduced.)
- **\$ per kWh (kilowatt hour)** reduced in the first year (estimated) – this is the difference between the old annual kWh usage and the new (these range from \$0.06 – 0.18 per kWh.)
- **\$ per kW (kilowatt)** reduced – the difference between the old and new kW – this removes the time element, just looks at the energy demand (these usually look like big rebates, sometimes paying as much as \$700 per kW reduced.)

## CUSTOM REBATE CALCULATION EXAMPLE

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**70W LED Wall Pack replacing a 250W Metal Halide**

(Operating 12 hours per day = 4,380 per year)

$250W - 70W = 180$  saved watts

$180W \div 1,000 = .18$  kW saved

$.18kW * 4,380$  operating hours = 788 kWh saved (annually)

**If the rebate pays \$0.15 per kWh saved (annual) it would total \$118 per fixture.** (If the rebate was based on kW just remove the operating hours calculation.)

## MAXLITE'S KEY UTILITY OFFERINGS

- C&I Rebate Finder
- Utility Rebate Flyers
- Custom Rebate Calculator
- DLC / ENERGY STAR / LDL Product Listings
- Utility Rebate Paperwork Service

### 2013 EFFICIENCY VERMONT REBATE PROGRAM

**Baker's Dozen!**  
Buy 12 LED Wall Mounted Security Lights and **get 1 free!**

**\$40 Incentive**  
available for  
MaxLite 14W LED Security Light

Item Number	Order Code	Product Description	Quantity	Price
MLSEC14LED50	71416	14W LED Wall Mounted Security Light with Photo Control		\$100.00
<b>Total:</b>				

Please use promo code **UTIL01** to place an order for MaxLite qualifying products

Company: \_\_\_\_\_ Contact: \_\_\_\_\_ Email: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Promo Code: **UTIL01**

Signature: \_\_\_\_\_ Date: \_\_\_\_\_


For additional information on the MaxLite LED Security Light and additional qualifying products, please contact:

**Nicole Anthony**  
Customer Service Rep, East  
973-244-7300 ext:145  
nanthony@maxlite.com

www.maxlite.com

**Dick Holmes**  
O - 781-631-8105  
C - 617-899-5700  
M/F - 1-888-246-1192

## FIND LOCAL UTILITY REBATES IN YOUR AREA



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### Available Utility Rebates

for MaxLite products in your area



MaxLite > Utility Rebate Programs

**Choose your state and utility below to view rebates available for MaxLite products in your area.**  
*If you have questions about the rebates, notice something that is missing or see a discrepancy in the information please email: [jpater@maxlite.com](mailto:jpater@maxlite.com)*

Choose state  Choose state first

Item (SKU)	Description	Type	Amount	Per Unit	Rebate Detail	Rebate Website	Form
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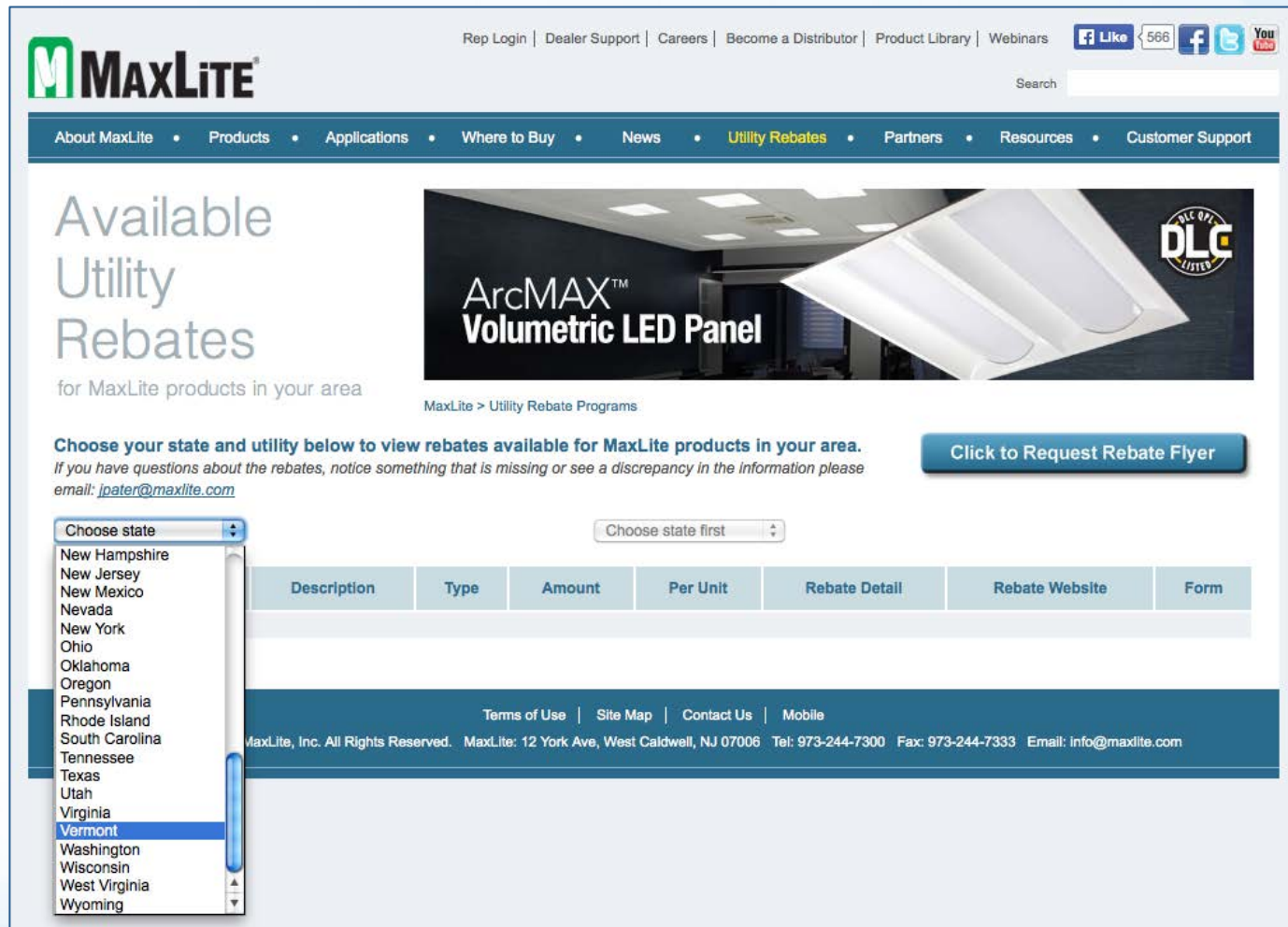
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© Copyright 2011. MaxLite, Inc. All Rights Reserved. MaxLite: 12 York Ave, West Caldwell, NJ 07006 Tel: 973-244-7300 Fax: 973-244-7333 Email: [info@maxlite.com](mailto:info@maxlite.com)

[Click to Request Rebate Flyer](#)

Visit: <http://www.maxlite.com/utility-rebate-programs>

## FIND LOCAL UTILITY REBATES IN YOUR AREA



The screenshot shows the MaxLite website's utility rebate finder interface. At the top, there is a navigation bar with links for Rep Login, Dealer Support, Careers, Become a Distributor, Product Library, and Webinars. Social media icons for Facebook (566 likes), Twitter, and YouTube are also present. The main navigation menu includes About MaxLite, Products, Applications, Where to Buy, News, Utility Rebates (highlighted), Partners, Resources, and Customer Support. The main content area features a large banner for the ArcMAX Volumetric LED Panel, which is DLC Listed. Below the banner, users are prompted to choose their state and utility to view rebates. A dropdown menu is open, showing a list of states with Vermont selected. A table with columns for Description, Type, Amount, Per Unit, Rebate Detail, Rebate Website, and Form is partially visible. A button labeled 'Click to Request Rebate Flyer' is also present. The footer contains contact information for MaxLite, Inc., including the address, phone, fax, and email.

Rep Login | Dealer Support | Careers | Become a Distributor | Product Library | Webinars

MaxLite

About MaxLite • Products • Applications • Where to Buy • News • **Utility Rebates** • Partners • Resources • Customer Support

### Available Utility Rebates

for MaxLite products in your area

MaxLite > Utility Rebate Programs

**ArcMAX™ Volumetric LED Panel**

Click to Request Rebate Flyer

Choose your state and utility below to view rebates available for MaxLite products in your area. If you have questions about the rebates, notice something that is missing or see a discrepancy in the information please email: [jpater@maxlite.com](mailto:jpater@maxlite.com)

Choose state

- New Hampshire
- New Jersey
- New Mexico
- Nevada
- New York
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- Rhode Island
- South Carolina
- Tennessee
- Texas
- Utah
- Virginia
- Vermont**
- Washington
- Wisconsin
- West Virginia
- Wyoming

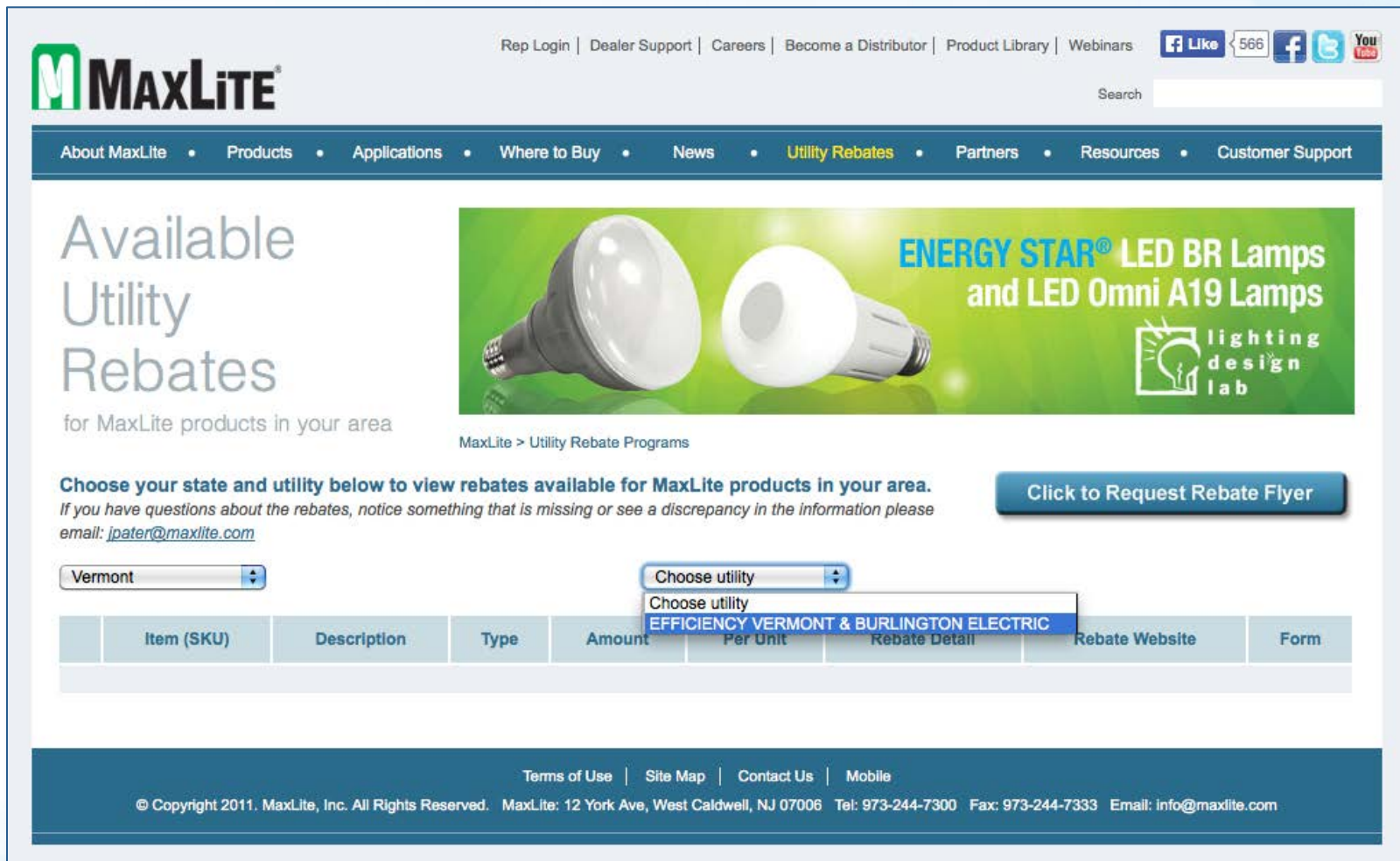
Description	Type	Amount	Per Unit	Rebate Detail	Rebate Website	Form
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MaxLite, Inc. All Rights Reserved. MaxLite: 12 York Ave, West Caldwell, NJ 07006 Tel: 973-244-7300 Fax: 973-244-7333 Email: [info@maxlite.com](mailto:info@maxlite.com)

Choose your state from the menu (for this example we used Vermont.)

## FIND LOCAL UTILITY REBATES IN YOUR AREA



The screenshot shows the MaxLite website's utility rebate finder interface. At the top, there is a navigation bar with links for Rep Login, Dealer Support, Careers, Become a Distributor, Product Library, and Webinars. Social media icons for Facebook (566 likes), Twitter, and YouTube are also present. A search bar is located on the right side of the navigation bar. Below the navigation bar, a menu lists various sections: About MaxLite, Products, Applications, Where to Buy, News, Utility Rebates (highlighted), Partners, Resources, and Customer Support. The main content area features a large banner for "Available Utility Rebates for MaxLite products in your area" with an image of two LED lamps and the text "ENERGY STAR® LED BR Lamps and LED Omni A19 Lamps" and "lighting design lab". Below the banner, there is a section titled "Choose your state and utility below to view rebates available for MaxLite products in your area." with a note: "If you have questions about the rebates, notice something that is missing or see a discrepancy in the information please email: [jpater@maxlite.com](mailto:jpater@maxlite.com)". A "Click to Request Rebate Flyer" button is located to the right. Below this, there are two dropdown menus: one for "Vermont" (state) and one for "Choose utility" (utility). The utility dropdown menu is open, showing "EFFICIENCY VERMONT & BURLINGTON ELECTRIC" as the selected option. Below the dropdowns is a table with the following columns: Item (SKU), Description, Type, Amount, Per Unit, Rebate Detail, Rebate Website, and Form. The table is currently empty. At the bottom of the page, there is a footer with links for Terms of Use, Site Map, Contact Us, and Mobile, and copyright information: "© Copyright 2011. MaxLite, Inc. All Rights Reserved. MaxLite: 12 York Ave, West Caldwell, NJ 07006 Tel: 973-244-7300 Fax: 973-244-7333 Email: [info@maxlite.com](mailto:info@maxlite.com)".

Choose your utility from the menu

## FIND LOCAL UTILITY REBATES IN YOUR AREA

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MaxLED LED Small Floods

MaxLite - Utility Rebate Programs

Choose your state and utility below to view rebates available for MaxLite products in your area.

*If you have questions about the rebates, notice something that is missing or see a discrepancy in the information please email [sales@maxlite.com](mailto:sales@maxlite.com)*

Vermont

EFFICIENCY VERMONT

Updated for 2014

Item (SKU)	Description	Type	Amount	Per Unit	Rebate Detail	Rebate Website	Form
MELR120U350	71948 MERAK ROADWAY LIGHT 120W UNIV 120-277V TYPE3 5000K	Prescriptive Retrofit and New Construction	\$ 300.00	Fixture		<a href="#">Visit Website</a>	<a href="#">Download</a>
MELR180U350	71954 MERAK ROADWAY LIGHT 180W UNIV 120-277V TYPE3 5000K	Prescriptive Retrofit and New Construction	\$ 300.00	Fixture		<a href="#">Visit Website</a>	<a href="#">Download</a>
MELR210U350	71957 MERAK ROADWAY LIGHT 210W UNIV 120-277V TYPE3 5000K	Prescriptive Retrofit and New Construction	\$ 300.00	Fixture		<a href="#">Visit Website</a>	<a href="#">Download</a>
MELR240U350	71960 MERAK ROADWAY LIGHT 240W UNIV 120-277V TYPE3 5000K	Prescriptive Retrofit and New Construction	\$ 300.00	Fixture		<a href="#">Visit Website</a>	<a href="#">Download</a>
MELR270U350	72281 MERAK ROADWAY LIGHT 270W UNIV 120-277V TYPE3 5000K	Prescriptive Retrofit and New Construction	\$ 300.00	Fixture		<a href="#">Visit Website</a>	<a href="#">Download</a>
MELR300U350	72284 MERAK ROADWAY LIGHT 300W UNIV 120-277V TYPE3 5000K	Prescriptive Retrofit and New Construction	\$ 300.00	Fixture		<a href="#">Visit Website</a>	<a href="#">Download</a>

Panel 1: [Grid of rebate items]

Panel 2: [Grid of rebate items]

Panel 3: [Grid of rebate items]

Panel 4: [Grid of rebate items]

Panel 5: [Grid of rebate items]

Panel 6: [Grid of rebate items]

Panel 7: [Grid of rebate items]

Panel 8: [Grid of rebate items]

Panel 9: [Grid of rebate items]

Panel 10: [Grid of rebate items]

Panel 11: [Grid of rebate items]

Panel 12: [Grid of rebate items]

List of all available rebates will be displayed with website & form links.

# UTILITY REBATE FORMS



## Rebate Form

Valid January 1 - June 30, 2014

# Commercial Lighting

Submit completed form and invoice to:

Mail: Efficiency Vermont  
c/o Rebate Coordinator  
128 Lakeside Ave., Suite 401  
Burlington, VT 05401  
Fax: 802-458-9643  
E-mail: info@efficiencyvermont.com

Head Office: 128 Lakeside Ave., Suite 401  
Burlington Electric Department  
c/o Energy Services Area  
385 Pine St., Burlington, VT 05401

888-921-5990 - www.efficiencyvermont.com/businesslighting Commercial Lighting - Page 1

### Steps to Getting Your Rebate:

1. Confirm that equipment is eligible.
2. Purchase and install new equipment.
3. Submit completed rebate form and invoice.

Submit completed form and invoice to:

Mail: Efficiency Vermont  
c/o Rebate Coordinator  
128 Lakeside Ave., Suite 401  
Burlington, VT 05401  
Fax: 802-458-9643  
E-mail: info@efficiencyvermont.com

Head Office: 128 Lakeside Ave., Suite 401  
Burlington Electric Department  
c/o Energy Services Area  
385 Pine St., Burlington, VT 05401

### Need-to-Know Info:

- Customer is responsible for the proper disposal / recycling, including all associated costs, of any waste generated as a result of this project. All fluorescent lamps contain mercury and pre-1979 ballasts contain PCBs. For a list of licensed lamp recycling and ballast disposal companies, visit [www.mercury.org](http://www.mercury.org).
- For more information or to confirm eligibility, visit [www.efficiencyvermont.com/businesslighting](http://www.efficiencyvermont.com/businesslighting) or call 888-921-5990.
- Burlington Electric Department (BED) administers efficiency programs for the City of Burlington, including the rebate listed in this form. For more information, call 802-869-7342.

### CUSTOMER INFORMATION & AGREEMENT

Business Name: \_\_\_\_\_ Contact Name/Title: \_\_\_\_\_  
Address of installation location: City/Town: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Mailing Address of applicant: City/Town: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Telephone #: \_\_\_\_\_ E-mail Address: \_\_\_\_\_  
Electric Utility Company: \_\_\_\_\_ Existing Utility Account # of installation location: \_\_\_\_\_

Is equipment installed in a new construction building?  No  Yes  
If yes, provide building #, N, S, E, or W, and provide ENTH or SDR below:

I certify that all equipment for which I am requesting a rebate has been installed, that I meet the eligibility requirements of this rebate program, and that all information submitted as part of this application, including proof of purchase, is correct to the best of my knowledge. I agree to the terms and conditions listed on the back of this form.

CUSTOMER SIGNATURE (required even if rebate is going to contractor) \_\_\_\_\_ Date: \_\_\_\_\_

### PAYEE INFORMATION

Rebate check payable to must match ENTH or SDR below:

Organization (provide TIN): \_\_\_\_\_  
The United States Postal Service (USPS) (provide organization name): \_\_\_\_\_  
City/County or State/Dept./Govt. or Agency (provide TIN): \_\_\_\_\_  
Other (provide EIN or SSN): \_\_\_\_\_

Contact Name (leave blank if name as customer contact information above) \_\_\_\_\_  
Mailing Address: City/Town: \_\_\_\_\_ Project #: \_\_\_\_\_  
State: \_\_\_\_\_ Zip: \_\_\_\_\_

888-921-5990 - www.efficiencyvermont.com/businesslighting Commercial Lighting - Page 2

### See requirements and rebate amounts at right and then fill in form below.

#### SECTION 1: FLUORESCENT LIGHTING

Code	Installation Date	# of Hours Lights are on per Week	# of Lamps per Fixture	# of Quantity of Lighting Products	# of Ballasts (see page 1)	Total Rebate Amount
Total Rebate Section 1: \$						

#### SECTIONS 2-3: LED LIGHTING

Code	Installation Date	# of Hours Lights are on per Week	Manufacturer	Model #	# of Quantity (or Total Fixture Length of Products)	# of Ballasts (see page 1)	# of Total Rebate Amount
Total Rebate Sections 2-3: \$							

#### SECTION 4: LIGHTING CONTROLS

Code	Installation Date	# of Hours Lights are on per Week	# of Quantity of Controls Products	# of Ballasts per Control (see page 1)	# of Total Rebate Amount
Total Rebate Section 4: \$					

**REBATE FORM TOTAL Sections 1-4: \$**

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## 1 FLUORESCENT LIGHTING

### 1.1 High-Performance T8 (HPT8) Linear Fluorescent Systems

#### Eligibility Requirements

- HPT8 System - High-tumen or reduced-wattage lamps) + low ballast factor (BF) ballast.
- Lamp and ballast combinations must be listed on the Consortium for Energy Efficiency's (CEE) Qualifying Products List available at [www.efficiencyvermont.com/HPT8products](http://www.efficiencyvermont.com/HPT8products).

Code	Description	Specification	Rebate per Fixture	Rebate per Fixture with Ballast Factor Rebate
1.1A	Reballast / Reballast to HPT8	Must use low ballast factor ballast in replacement of an existing T8 or T12 system.	\$10	\$20
1.1B	New HPT8 Fixture	Must use low ballast factor ballast. Includes HPT8 fixture and lamp.	\$10	\$30
1.1C	New or Reballast 2' long HPT8 High Efficiency Tuffier Fixture	Must use low ballast factor ballast. Fixture efficiency must be 80% or greater. 2' length fixtures only.	\$30	\$40
1.1D	New HPT8 High-Bay Fixture	Must use low ballast factor ballast. Fixture efficiency must be 80% or greater. 4', 6', or 8' lamps only; call to inquire about other lamp combinations.	\$30	\$60

### 1.2 T5 Linear Fluorescent Systems

#### Eligibility Requirements

- Fixture must utilize a T5 lamp / ballast system.

Code	Description	Specification	Rebate per Fixture	Rebate per Fixture with Ballast Factor Rebate
1.2A	New T5 Fixture	Includes any T5 fixture type.	\$10	\$20
1.2B	New or Reballast 2' long T5 High Efficiency Tuffier Fixture	Fixture efficiency must be 80% or greater.	\$30	\$40
1.2C	New T5HD High-Bay Fixture	Fixture efficiency must be 80% or greater. 4', 6', or 8' lamps only; call to inquire about other lamp combinations.	\$30	\$60

#### Induction Lighting

Efficiency Vermont or BED incentives may be available for exterior projects utilizing induction lighting technology. Projects must be entered with Efficiency Vermont or BED before purchase and installation, and incentives will be determined on a case-by-case basis. For more information, visit [www.efficiencyvermont.com/induction](http://www.efficiencyvermont.com/induction) or call 888-921-5990. For BED projects, please call 865-7342.

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## 2 INTERIOR LED LIGHTING

#### Eligibility Requirements

- Products must be qualified by ENERGY STAR® or the DesignLights Consortium® (DLC) for Premium Rebates.
- Standard rebate products must meet the Efficiency Vermont performance criteria and be registered with LED Lighting Facts™.
- For qualifying products, visit [www.efficiencyvermont.com/ledproducts](http://www.efficiencyvermont.com/ledproducts).
- Rebates cannot be combined with any other offer, including LED instant coupons available at some lighting retailers.

Code	Type	Specification	Premium Rebate (DLC ENERGY STAR)	Standard Rebate
n/a	Screen or Pre-installed LED Replacement Lamp	Instant off-rebate available through SMARTLIGHT. For information, visit <a href="http://www.efficiencyvermont.com/smartlight">www.efficiencyvermont.com/smartlight</a> .	n/a	n/a
2.1	Recessed DOWNLIGHT Fixtures	Can be used in exterior applications if lamp location rated.	\$15 each fixture	\$14
2.2	TRACK Lighting Fixtures	Screen and pre-installed products are not eligible.	\$30 per head DLC	\$20 per head
2.3	WALL WASH Fixtures		\$20 DLC	\$8
2.4	Portable DESK / TASK Fixtures		\$20 ENERGY STAR	\$8
2.5	UNDERCABINET Shelf Mounted Task Fixtures		\$10 per foot DLC	\$6 per foot
2.6	REFRIGERATED CASE Fixtures	Horizontal or vertical. Linear one fixture per door multi-lamp.	\$15 per foot DLC	\$6 per foot
2.7	FREEZER CASE Fixtures	Horizontal or vertical. Linear one fixture per door multi-lamp.	\$15 per foot DLC	\$6 per foot
2.8	DISPLAY CASE Fixtures		\$15 per foot DLC	\$6 per foot
2.9	2' x 2' Ambient Light Fixtures	Recessed, surface, and retrofit kits are eligible.	\$10 DLC	\$20
2.10	2' x 4' Ambient Light Fixtures	Recessed, surface, and retrofit kits are eligible. For 4' LED replacement lamps, see 2.12.	\$40 DLC	\$24
2.11	1' x 4' Ambient Light Fixtures	Recessed, surface, and retrofit kits are eligible. For 4' LED replacement lamps, see 2.12.	\$30 DLC	\$20
2.12	4' LINEAR Replacement Lamps (T8less)	Electron modification to existing fixture may be required (consult with an electrician). Not for use on T8 magnetic ballasts.	\$8 per lamp DLC	n/a
2.13	HIGH & LOW-BAY Fixtures	Retrofit kits are eligible.	\$15 DLC	\$50

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## 3 EXTERIOR LED LIGHTING

#### Eligibility Requirements

- Products must be qualified by the DesignLights Consortium for Premium Rebates.
- Standard rebate products must meet the Efficiency Vermont performance criteria and be registered with LED Lighting Facts™.
- For qualifying products, visit [www.efficiencyvermont.com/ledproducts](http://www.efficiencyvermont.com/ledproducts).
- Rebates do not apply when products are used in interior applications.
- Fixtures leased from an electric utility company are not eligible.
- An additional \$40 rebate applies when fixtures include an exterior motion sensor (refer to section 4.3).

Code	Type	Specification	Premium Rebate (DLC)	Standard Rebate
3.1	Outdoor PARKING or ROADWAY Fixtures and RETROFIT Kits	> 30 Input watts > 30 Input watts or > 2,000 lumens	\$100 \$80	\$40 \$60
3.2	Outdoor DECORATIVE PARKING or ROADWAY Fixtures and RETROFIT Kits	> 30 Input watts > 75 Input watts or > 5,000 lumens	\$100 \$300	\$40 \$20
3.3	PARKING GARAGE or CANOPY Fixtures and RETROFIT Kits	> 30 Input watts > 30 Input watts or > 2,000 lumens > 75 Input watts or > 5,000 lumens	\$100 \$80 \$100	\$40 \$60 \$20
3.4	Outdoor W/ILLUMINATED Area Fixtures (Wall Pack) and RETROFIT Kits	> 30 Input watts > 30 Input watts or > 2,000 lumens > 75 Input watts or > 5,000 lumens	\$100 \$80 \$100	\$40 \$60 \$20
3.5	BOLLARD Fixtures	< 30 Input watts > 30 Input watts or > 2,000 lumens	\$100 \$175	\$40 \$70
3.6	Outdoor FLOOD and SPOT Fixtures	Auxiliary: > 1000 lumens Architectural: 1000 - 4000 lumens Architectural: > 4000 lumens	\$50 \$100 \$100	\$20 \$40 \$60

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## 4 LIGHTING CONTROLS

### 4.1 Interior Occupancy Controls

#### Eligibility Requirements

- For use on interior LED or fluorescent equipment.
- When used on fluorescent equipment, program start ballasts and a sensor delay of at least 10 minutes are recommended.
- Component switches for wireless sensors are not eligible for rebates.

Code	Type	Specification	Rebate per Sensor
4.1A	Ceiling or Wall Mounted Sensor	• Hard-wired or wireless. • Minimum 175 watts controlled.	\$75
4.1B	Switch Mounted Sensor	• Minimum 75 watts controlled.	\$30
4.1C	Fixture Mounted Sensor	• Minimum 75 watts controlled.	\$30
4.1D	Refrigerated Case Sensor	• Minimum 3.0amps per sensor.	\$40
4.1E	Freezer Case Sensor	• Minimum 3.0amps per sensor.	\$40

### 4.2 Interior Daylight Controls

#### Eligibility Requirements

- For use on interior LED or fluorescent equipment.
- To realize full energy savings potential, commissioning is recommended for daylight controls.

Code	Type	Specification	Rebate per Sensor
4.2A	Ceiling or Wall Mounted	• Minimum 75 watts controlled.	\$30
4.2B	Switch or Fixture Mounted	• Minimum 45 watts controlled.	\$30

### 4.3 Exterior Lighting Controls

#### Eligibility Requirements

- For use on exterior LED or induction equipment.
- Lights must be turned off or reduced by at least 50% during unoccupied times.
- Occupancy sensors must be used in conjunction with controls that prevent daytime operation.

Code	Type	Specification	Rebate per Sensor
4.3A	Exterior Occupancy Sensor	• Minimum 45 watts controlled.	\$40

#### Advanced Lighting Controls

Efficiency Vermont or BED incentives may be available for projects utilizing advanced lighting controls. Projects must be entered with Efficiency Vermont or BED before purchase and installation, and incentives will be determined on a case-by-case basis. For more information, visit [www.efficiencyvermont.com/lightingcontrol](http://www.efficiencyvermont.com/lightingcontrol) or call 888-921-5990. For BED projects, please call 865-7342.

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## TERMS & CONDITIONS

REBATE is for new equipment purchased and installed between January 1, 2014 and June 30, 2014 by customers of Vermont electric utilities. Equipment must be installed within the state of Vermont. Rebate forms must be post-marked or received by July 31, 2014. Rebate offer is subject to change without notice and may not be combined with any other offer. **PRE-APPROVAL:** Projects with more than 100 items, or rebate payment greater than \$5,000, or any new construction building greater than 10,000 sq. ft. must be pre-approved by Efficiency Vermont. All new construction projects within the City of Burlington must receive pre-approval from Burlington Electric Department. **PROOF OF PURCHASE:** Invoices must include the quantity, size, type, manufacturer, model or part number, purchase date, and vendor of the equipment. All sales transactions and installations are subject to verification and inspection. The customer agrees to allow Efficiency Vermont or, within the City of Burlington, Burlington Electric Department) access to the equipment for purposes of verification and inspection. **LIMITATION OF LIABILITY:** Performance of installed equipment is not guaranteed expressly or implicitly. **ENDORSEMENT:** No particular manufacturers, products, or system designs are endorsed through this program. **PAYMENT:** Allow 60 days for delivery of payment. Incomplete or missing information will delay processing of rebate form and payment. **MAXIMUM PAYMENT:** Will not exceed 100% of the equipment purchase price. Customer is responsible for all costs associated with sales tax, installation, and disposal/recycling. Customer is responsible for any tax liability associated with rebate payment. **CAPACITY CREDITS/ENVIRONMENTAL CREDITS:** In accepting these financial incentives, the customer agrees that Efficiency Vermont (or, for customers within its service territory, Burlington Electric Department) holds the sole rights to any electric system capacity credits and environmental credits associated with the energy efficiency measures for which incentives have been received. These credits will be used for the benefit of Vermont ratepayers.

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888-921-5990 - www.efficiencyvermont.com/businesslighting Commercial Lighting - Page 8

You can use the "Form Download" link to access the correct rebate form





## MAXLITE'S REBATE PAPERWORK SERVICE

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This service is not meant to replace any rebate paperwork service that your customers currently provide. We are not trying to disrupt their business – this is meant as a value add to bring in NEW MaxLite business for you with customers who aren't providing this level of rebate support.

### Process

1. Project must have a majority of MaxLite product
2. Rep or Customer should make direct contact with me regarding project and spend 10 minutes walking through the details
3. We will need to know the customer location, type of customer, utility account numbers, current lighting products installed (retrofit or new construction) and the detail on new MaxLite product
4. Utility team will fill out the paperwork for the customer and submit to the utility
5. Funds will be paid to the customer – not MaxLite

**ALL OF THIS IS FREE TO YOUR CUSTOMERS**

## IDEAS FOR ENGAGEMENT

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- Introduce our paperwork service to customers who are looking to dive deeper into utility rebates.
- Selling or bid opportunities with local utilities – MaxLite is an AESP member (Association for Energy Service Providers) – 2500 utility members.
- Marketing the utility rebates to your territories – please reach out when you think a utility rebate / marketing flyer would help drive rebate sales.
- Engaging with your local utility to develop new program offerings for LED.

# University.MaxLite.com



## **MAXLITE** LIGHTING & TECHNOLOGY UNIVERSITY



**Product Training  
Modules**



**Earn Your  
Lighting Degree**



**Other Lighting &  
Technology Resources**

The department function is to train and provide product training material for all MaxLite representatives, customers and employees. The goal of the department is to educate the staff and rep network to a full and complete understanding of our products, technologies, marketplace, and business environments. We endeavor to educate how and why lighting functions, repair and replacement, as well as compare to competitors or listing requirements. We will accomplish this by providing the tools and services proactively and as needed to supplement.

**[Click here to get started!](#)**

## Custom Product & Technology Training

Ask about our FREE custom webinar/training services!

- Lunch and Learn
- Breakfast and Learn
- Online via webinar
- Focus on a specific MaxLite product or a broad overview
- Focus on LED Technology or general lighting training
- Custom Presentations for your customers or staff



Email Greg Murphy at [gmurphy@maxlite.com](mailto:gmurphy@maxlite.com) for more info!

## QUESTIONS/ANSWERS

Thank you everyone for your attention! Please feel free to use this opportunity to ask any questions you may have about MaxLite or the products/topics discussed in this presentation.

FOR MORE INFORMATION ABOUT OTHER MAXLITE PRODUCTS, OR FOR LIGHTING QUESTIONS IN GENERAL; PLEASE CONTACT:

[info@maxlite.com](mailto:info@maxlite.com)

<http://www.maxlite.com>

1-800-555-5629



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