

MAXIMIZING LED Lighting Payback

Find Local Utility Rebates and Understand How to Identify Qualified LED Lighting Solutions

Available funds for commercial LED lighting rebates through over 3,000 local utility companies have surpassed \$280 million. Local utility companies offer incentives in the form of rebates to commercial customers to accelerate facility changes that save energy. Commercial utility customers that retrofit their lighting to reduce energy consumption not only reap savings on utility and maintenance costs, but are rewarded by their local utility company for doing the retrofit. Rebates lower, and in some cases may even cover, the upfront project costs, which shortens the payback period. If utility companies are in the business of selling energy, why do they offer incentives to use less? It's frequently more economical for them to pay out rebates for energy-saving initiatives than to invest in expanding, and then maintaining, new power generating capacity.

Which products are rebated?

Universal Lighting Technologies has over 700 products listed on the DLC® QPL (DesignLights Consortium® Qualified Product Listing) that are eligible for rebates. This includes LED retrofit kits, LED luminaires and LED replacement lamps. Use the [Incentivizer Rebate Tool](#) to identify eligible products and find rebate offers near you.

If you are looking at a product specification, the DLC® QPL Listed logo will identify products that are qualified to have rebate offers. DLC ([DesignLights Consortium®](#)) is a non-profit organization dedicated to accelerating the widespread adoption of high-performing commercial lighting solutions. The DLC® promotes high-quality, energy-efficient lighting products in collaboration with utilities and energy efficiency program members, manufacturers, lighting designers, and federal, state, and local entities.



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For a list of DesignLights Consortium® QPL listed products
please visit www.designlights.org/qpl/en/saved/UBU24XJ.

Encentivizer™ is a trademark or registered trademark of Encentiv Energy

What types of rebates exist?

There are primarily four types of rebates:

Point of Sale

A Point of Sale (POS) rebate is an incentive for a specific product type issued at the time the product is purchased. This is the easiest type of rebate for customers to take advantage of.

Prescriptive

A Prescriptive rebate for lighting is an incentive that is paid out based on guidelines identified for a specific item sold. The customer will receive a check from the organization issuing the rebate after filing for the rebate upon completion of the retrofit.

Midstream

For the end customer, a Midstream rebate is similar to a POS rebate in that the savings are immediately realized at the point of purchase from a distributor. The distributor is offered a wholesale price discount to encourage inventory stocking and are reimbursed by the utility companies after they have submitted point-of-sale reports.

Custom

Custom lighting rebate programs offer incentives for projects, which do not meet the requirements of the existing instant or prescriptive rebate programs. These rebate programs may also offer more profitable incentives on the same applications, but there are typically a lot of complexities to sort through to get to those larger incentives.

How is payback affected?

Simply, it's shortened, often significantly.

As an example, consider a 50,000-sq. ft. open office space in Nashville, TN, that operates 4,000 hours per year. The Encentivizer Rebate Tool™ will identify Nashville Electric Service as the local utility, which has an average commercial electricity rate of \$0.1032/kWh. NES caps its incentives for retrofits at \$2.00 per sq. ft., or in this 50,000-sq. ft. example, \$100,000.

In this [example](#), the existing 2x4 troffers will be retrofitted with 4ft LED tubes:

EVERLINE AC Direct T8 LED Tubes

SKU: T8LACD4F14/840B (14W)

MSRP: \$8.00

Qty Needed: 1,500 lamps

NES Rebate: \$7.00 per lamp

Total Rebate: \$10,500 (87.5% savings)

Upfront Project Cost of Retrofit Materials: \$1,500

Watts per lamp: 14W

Annual hours: 4,000

Number of lamps: 1,500

Total kWh/year: 84,000

Cost per kWh: \$0.1032

Annual Electricity Cost: \$8,669

Cost per day: \$23.75

Days to Payback: 63 days, just on materials alone

When you also include the immediate energy savings of approximately 50% from switching to LED from fluorescent lamps, this retrofit payback is practically immediate. It makes no sense to wait.

The screenshot displays the Universal Lighting Technologies website. At the top, there's a navigation bar with 'PRODUCTS', 'LITERATURE', 'SUPPORT', and 'ABOUT UNIVERSAL'. Below this is a hero section for 'ESCO SUPPORT' with a sub-header 'Need Additional Information?' and buttons for 'Request Information' and 'Tutorial Video'. The main content area features 'Find Rebates Near You' with a search form including fields for 'Category', 'Zipcode', 'State', and 'Utility'. Below the form is a table of results for 'DLC Cutsheet PDF' with columns for Product, Wattage, Lumen, Efficacy, Rebate, and Utility Program. The table lists various LED tube models and their specifications. At the bottom, there's a 'Share' button and a disclaimer: 'Universal provides the information above to be informational only. Universal obtains this information from a third party vendor, and does not guarantee rebates identified through this search tool will be granted to an individual. The local utility rebate company is the final decision maker on their own local programs.'

Product	Wattage	Lumen	Efficacy	Rebate	Utility Program
BLC48-130W830-HRV	132.5	17830.0	135.4	Utility needed	Utility Program
BLC48-130W830-HRV + BLC48-ACC-LEN48X11	129.5	16500.0	127.4	Utility needed	Utility Program
BLC48-130W830-U	127.6	17650.0	137.8	Utility needed	Utility Program
BLC48-130W830-U + BLC48-ACC-LEN48X11	128.4	16680.0	129.9	Utility needed	Utility Program
BLC48-130W835-HRV	132.0	17830.0	134.0	Utility needed	Utility Program
BLC48-130W835-HRV + BLC48-ACC-LEN48X11	129.0	16500.0	127.0	Utility needed	Utility Program
BLC48-130W835-U	128.0	17650.0	137.0	Utility needed	Utility Program
BLC48-130W835-U + BLC48-ACC-LEN48X11	128.0	16680.0	129.0	Utility needed	Utility Program
BLC48-130W840-HRV	132.0	18890.0	142.0	Utility needed	Utility Program
BLC48-130W840-HRV + BLC48-ACC-LEN48X11	129.0	17481.0	134.0	Utility needed	Utility Program

Try the Encentivizer Rebate Tool:

- [Encentivizer Rebate Tool](#) identifies eligible products and utility rebates

For specific questions about LED technology:

- Contact your Field Application Engineer
- Contact your local Universal Lighting representative
- Email marketing@unvlt.com