



# Get paid to upgrade to LED grow lighting!

Under the new Market Access Program (MAP), Californian CEA growers can qualify for **incentives of \$750+ per luminaire** when upgrading from HID lighting to more energy-efficient LEDs.

The MAP program was created in response to California's [energy crisis](#) to serve as an immediate incentive to encourage reduced energy consumption—particularly during periods of peak demand.

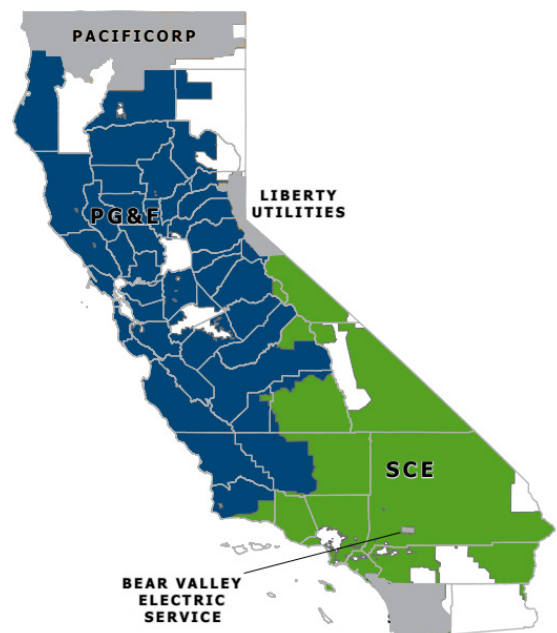
Unlike traditional utility incentive programs, which result in a single rebate check upon project completion, MAP payment are made over the course of a year and are based solely on actual savings at the meter. The more you save during that period, the more you get paid. It's that simple.

## QUALIFICATION CRITERIA

- Facility has been fully operational for at least 12 months (i.e. retrofit projects only).
- No “double dipping” - equipment cannot have been incentivized through a different program.
- No distributed energy resources (solar, CHP, etc.).  
in use or planned in next 12 months.

## PARTICIPATING UTILITIES

Currently, PG&E and SCE have active MAP programs. Each of these two utilities was awarded \$1.5M in funding for the MAP program. The program is only available until those funds are depleted, so qualifying CEA customers should not delay their lighting retrofit projects if they want to take advantage of these unprecedented incentives!



## INCENTIVE ESTIMATES

Below are simple examples of retrofit scenarios in a cannabis cultivation facility to demonstrate the potential MAP incentives. Note the potential incentives shown, are rough estimates only, based on several assumptions—including that the lighting hours of operation will remain the same as before the retrofit. Additional savings can be had by adding in a behavioral measure, such as “load shifting” (moving energy usage away from the peak demand period of 7pm-9pm) or dimming.

CANNABIS FLOWER - 100% LED RETROFIT)		
	Existing	Proposed
Luminaire	1000W HPS	TriPlane HO (Daylight)
Replacement	1:1	
Luminaire QTY	100	100
Operating Hours	8am - 8pm	8am - 8pm
Estimated Incentive / LED Luminaire	\$760	
Total Estimated Incentive	\$760,000	

### Example 1:

Grower is replacing 100x 1000W DE HPS luminaires at a 1:1 ratio. They plan on installing 100 x Triplane HO (Daylight) luminaires. They are operating in cannabis flower rooms (12 hours/day) starting and 8am and running until 8pm. They will be operating the Triplane luminaires at 100% output with no dimming.

CANNABIS FLOWER - 100% LED RETROFIT)		
	Existing	Proposed
Luminaire	1000W HPS	VertiMax
Replacement	1:1	
Luminaire QTY	100	100
Operating Hours	8am - 8pm	8am - 8pm
Estimated Incentive / LED Luminaire	\$770	
Total Estimated Incentive	\$770,000	

### Example 2:

Grower is replacing 100x 1000W DE HPS luminaires at a 1:1 ratio. They plan on installing 100x VertiMax luminaires. They are operating in cannabis flower rooms (12 hours/day) starting and 8am and running until 8pm. They will be operating the VertiMax luminaires at 100% output with no dimming.

CANNABIS FLOWER - 100% LED RETROFIT)		
	Existing	Proposed
Luminaire	1000W HPS	TriPlane HO (Daylight)
Replacement	1:1	
Luminaire QTY	50	50
Operating Hours	8am - 8pm	8am - 8pm
Estimated Incentive / LED Luminaire	\$740	
Total Estimated Incentive	\$37,000	

### Example 3:

Grower has 100x 1000W DE HPS luminaires. They plan on replacing 50 of their HPS luminaires with 50 x Triplane HO (Daylight) luminaires in a hybrid checkerboard layout. They are operating in cannabis flower rooms (12 hours/day) starting and 8am and running until 8pm. They will be operating the Triplane luminaires at 100% output with no dimming.

Reach out to P.L. Light Systems today to discuss your LED lighting retrofit needs and secure a custom MAP incentive estimate, based on your unique situation.



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