



P.L. LIGHT SYSTEMS

Energy Rebate and Incentive

GROWERS GUIDE



UTILITY REBATES

Utility rebate programs can be complicated but can make a big difference in your ROI with a new or retrofit project. While rebate and/or incentive programs are continuously changing and expanding, and can require some time and effort on your part, they are well worth applying for since they can definitely help to offset upfront costs. In this guide, we cover the reasons why you should apply for local energy incentive program(s), what products may be eligible for rebates, steps you should take to apply for programs, and how to find local energy efficiency programs in your area.

It is well known that LED technology is more energy efficient when compared to HID, reducing energy consumption by as much as 40% vs. traditional horticultural lighting. While LED luminaires cost much more per unit, LED luminaires now match—or surpass—HPS performance in both total photon flux and distribution efficiency, even within the same truss spacing. Rebate programs are designed to help offset the higher costs associated with LEDs, making the ROI much more reasonable for growers. Take note, when you are building an ROI, it is always important to look at all costs associated with a retrofit. Additional costs to consider when switching from HID to LED can include: heating costs, extra infrastructure costs for hanging lights, extra wiring, and labor.

Why do utility companies offer rebates?

With energy consumption expected to increase in most parts of the continent, and with lighting accounting for the heaviest energy consumption in indoor and greenhouse growing, many utility companies offer rebate and incentive programs. They do this to help manage and offset energy loads on the grid and lower peak demand. Utility companies thus “reward” customers who choose energy saving technology, as it is more economical to offer rebates than to expand capacity by building new power plants and infrastructure.

Reasons you should apply for utility rebate programs:

- Can help offset installation, product and labor costs
- Helps decrease payback period and increase ROI

P.L. Light Systems works closely with many utility companies and has successfully helped countless customers secure rebates and incentives.

We highly encourage any grower looking to retrofit or add new LED luminaires to their facility, to seek out and apply for local rebate programs.



How to know if a lighting product qualifies for energy incentive programs?

Start by checking if the product is listed with the DesignLights Consortium (DLC), which provides reputable, independent validation of the performance, quality and efficiency claims of lighting products. Although the DLC has been around for several years, they have only recently added horticultural luminaires to their database. It is important to note that the rebate program applies to LED lighting ONLY. Only products that are designed with standard North American nominal AC line voltages are eligible for DLC qualification.

To find a specific DLC horticultural product listing, you will need to visit the [Qualified Product List \(QPL\) database](#) and enter either the manufacturer or product name (e.g. “P.L. Light Systems” or “TriPlane”) in the general search field. Be sure you have Horticultural Lighting selected from the QPL dropdown. Alternatively, you can filter by manufacturer for a complete list of qualified products by that manufacturer.



Many utilities require that luminaires be DLC listed to qualify for energy conservation incentive programs. LED luminaires that have earned DLC certification, have been proven to deliver a high level of both quality and energy efficiency. The organization's stringent standards allow growers to validate and compare the performance of horticultural luminaires—eliminating the need for the thorough vetting and due diligence that you would otherwise be required when considering a lighting system.

QUICK TIP:

Opting to install DLC listed luminaires will typically allow for quicker and easier qualification for energy conservation incentive programs.



How does a utility rebate work?

The amount of money you can receive from rebate programs, by using LEDs instead of HID lighting, will depend on your utility's program. The average rebate program will usually offer between 20-90 percent off the cost of your lighting system and/or installation, typically up to a maximum dollar amount. There will be certain standards and/or metrics the utility company will look for when deciding if the LED luminaires qualify for the rebate (individual utility company's standards will vary).

QUALIFYING DATA YOUR PROVIDER MAY REQUIRE

- ✓ If the luminaire is DLC listed
- ✓ Annual kWh savings realized as a result of the upgrade
- ✓ The PAR light output of a luminaire
- ✓ The efficacy of the luminaire (in micromoles per joule)
- ✓ The duration of the product warranty





HOW TO APPLY FOR PROGRAMS

Rebate programs can be either prescriptive or custom based.

Prescriptive incentives are a set dollar amount, per luminaire.

There are also custom rebate programs, which are based on estimated first year energy savings achieved, as a result of the lighting equipment upgrade. The rebate amount will be determined by the relevant incentive structure of the specific program. Calculations will need to be made and submitted to show increased efficiency between your old lighting technology and new LED technology.

Either way, in most cases, pre-approval is required by the program implementor, where the customer must apply for and receive approval on their project, prior to certain project milestones. This is to confirm the project's eligibility, evaluate rebate metrics and establish the potential rebate amount.

What you should do start the process:

- Start by checking the website of your local electrical utility for available horticultural rebates (be sure to filter by non-residential & commercial programs).
- If you are having trouble finding a program, we suggest contacting your local utility company directly. In most cases, they will have a dedicated energy conservation / incentive program team.
- Check if you need pre-approval before purchasing any products.
- Fill out necessary paperwork and applications, and be sure to supply any supporting documents. The **P.L. Light Systems** sales team can help with your calculations, applications and supplying any necessary paperwork (quotes/ invoices) from our end.
- Submit your application for pre-approval.
- Once approved, you can purchase and install the new LED luminaires.
- You will then submit for rebate payment from the utility company.





ENERGY INCENTIVE PROGRAMS IN THE USA*

There are more than 3000 electric utilities in the United States and each one offers different types of rebates. We recommend speaking directly with your local electricity provider, as well as your local **P.L. Light Systems** sales manager, to see what rebate programs are available to you. Most energy utilities have an energy efficiency division that can help you.

Another option to see what is available, is to search the Database of State Incentives for Renewables & Efficiency (DSIRE) website which tracks current energy incentive programs across the USA to determine which energy incentive programs you may qualify for. Visit www.dsireusa.org to begin, where you will see a map which lets you select what state you are in—you can then filter through by selecting, non-residential-agricultural business as your “eligible sector”. Then you will need to further filter by choosing LED lighting under the technology filter. Note: this list does not include every agricultural energy rebate program available for all states, and it is always recommended to speak directly with your local energy provider.



We have helped growers in numerous states receive rebates with our LED luminaires, so we highly encourage you to also speak with your local **P.L. Light Systems sales manager** for further assistance as you begin the rebate incentive application process.



ENERGY INCENTIVE PROGRAMS IN CANADA*

If you are a Canadian grower, you will have to contact your local electricity provider and speak with their energy conservation team about available programs. Some utilities allow customers to access program applications on their websites, which you can simply complete and submit, while others may require an assessment by one of their energy-auditors. In many instances, being listed on the DLC's Horticultural Lighting QPL, is required for program eligibility. Below we have outlined major programs in each Canadian province or territory. We highly recommend speaking directly with your local utility provider, as well as your local P.L. Light Systems sales manager, as you begin the application process.

British Columbia

BC growers can get upgrade funding on lighting retrofits through the [Industrial Project Incentive program](#), which provides incentives for horticultural lighting upgrades. To apply, you will need to [work with an approved vendor](#) from the [BC Hydro Alliance of Energy Professionals](#) to understand how well your current system is performing and what sort of savings you might be able to achieve by converting to LEDs. Your Key Account Manager or Regional Energy Manager will assess your eligibility for the program and, if confirmed, submit the project application on your behalf. You will need to receive formal approval in advance of purchasing any lighting equipment. Rebate incentive amounts will vary by project. If you are a customer of [Fortis BC](#), or of Grand Forks, Penticton, Summerland or Nelson Hydro, rebates are available for new builds and retrofits to help offset costs to high efficiency LEDs.

Alberta

Alberta growers may be eligible for energy incentive rebates with Emissions Reduction Alberta through their [Energy Savings for Business program](#).

Saskatchewan

SaskPower offers a custom energy conservation program for which agricultural customers may qualify. To qualify, the facility must have an average annual peak monthly demand equal to or greater than 1.00 MVA and be a customer of SaskPower or one of its resellers. For more info, visit their Industrial Energy Optimization Program [page](#).

Manitoba

Manitoba growers may be eligible for incentives with Efficiency Manitoba for replacing HID luminaires with LEDs. Rebates will vary by the type of upgrade—more information can be found [here](#). You can also contact them about [custom incentive programs](#) which are available to make businesses more energy efficient.

Ontario

Eligible Ontario growers can receive rebates on eligible project costs, depending on your application and crop through the [Save on Energy retrofit program](#). Rebate incentive amounts will vary by project. To get started, begin by contacting an advisor on their [webpage](#).

Quebec

Through [HydroQuebec](#), growers may be eligible to receive rebates on the purchase and installation of LEDs. LED luminaires must be [DLC listed](#) to receive rebates and will be evaluated on photosynthetic photon flux ($\mu\text{mol/s}$). Rebate incentive amounts will vary by project. Indoor farms with sole source light, are also eligible for the [Efficient Solutions Program](#), where companies could receive financial assistance of [eligible costs](#).



New Brunswick

New Brunswick Power is offering [rebate programs](#) on [approved energy upgrades](#)—including upgrades from HID to LED horticultural lighting technology.

Nova Scotia

Efficiency Nova Scotia is offering rebates for eligible growers who use energy efficient technology such as LEDs. More information on this program can be found [here](#).

PEI

Prince Edward Island offers rebates on the costs to purchase and install high-efficiency technology like LED luminaires. For information on eligibility criteria and how to apply go [here](#).

Newfoundland and Labrador

Growers in Newfoundland and Labrador can take advantage of custom rebate programs available through the [Take Charge program](#). It is being offered through Newfoundland Power and Newfoundland and Labrador Hydro, where eligible businesses can receive rebates on LED upgrades and energy savings.

Yukon

Growers in the Yukon can receive rebates on eligible project costs with LED upgrades through the [Good Energy Program](#).

Northwest Territories

The [Arctic Energy Alliance](#) is offering rebates on lighting upgrades and energy efficient lighting projects.

Nunavut

There are currently no energy rebate programs available for LED lighting in Nunavut.

**Note: Any incentives mentioned in this guide are based on available information at the time of initial publication. Program requirements and rebate amounts are subject to change at any time.*



CONTACT US

Our **sales team** is dedicated to supporting our customers throughout the project and beyond.
Contact **your regional sales manager** to find out how P.L. Light Systems can help you grow.

Our friendly, North American based **customer service team** are available Monday – Friday between 8:00am and 4:30pm (EST) to assist with product-specific inquiries and general technical guidance to ensure an experience that is as seamless as possible for all our customers.

Our **website** is also a hub of product information that can be accessed 24/7.



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