



C&I Lighting & Lighting Controls

WE ARE MASS SAVE®:



We look forward to hearing from you

Please put all your questions into the questions section with this icon.



Q&A



We have BIG Goals in 2023



Transitioning away from screw-based offerings

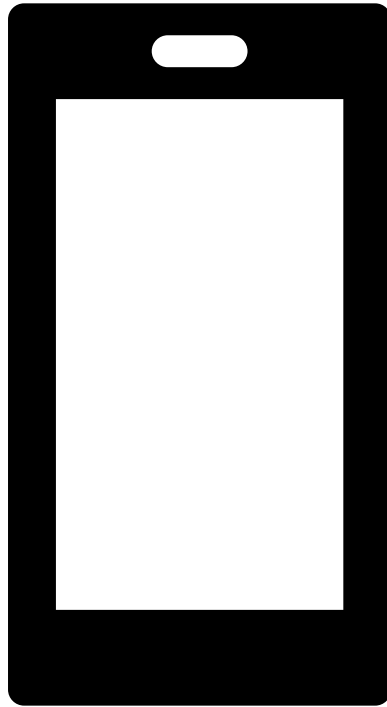


Maximizing projects with Advanced Lighting Controls



Strong encouragement of comprehensive projects

Maximizing Advanced Lighting Controls

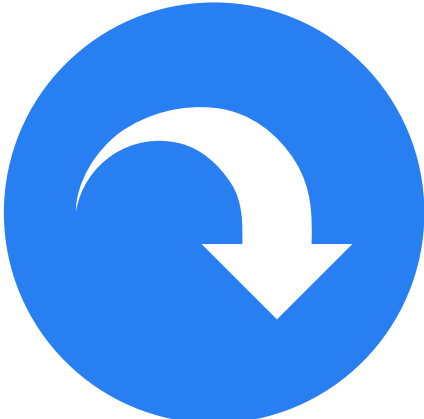


Current State of Controls

- Controls made up 17% of our savings for midstream lighting in 2022
- <1% of C&I customers have advanced lighting controls
- 1/3 of customers are interested in controls in the future
- Cost & training appear to be the primary barrier to the adoption of controls



Advanced Lighting Controls Benefits



Lower energy usage



Create a more comfortable work environment



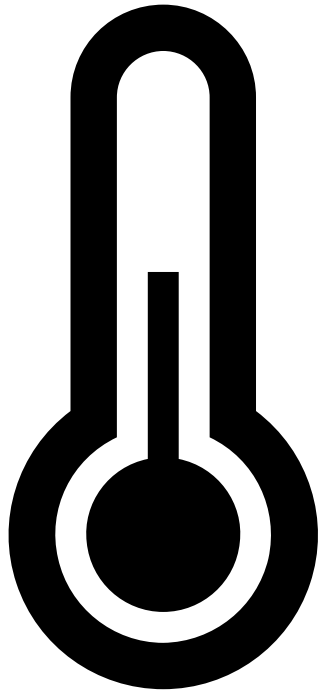
Make a difference

Trainings Available

Visit the Lighting Controls Association to increase your lighting controls knowledge [here](#).



Comprehensive Projects



Comprehensive Projects



Look at the whole building

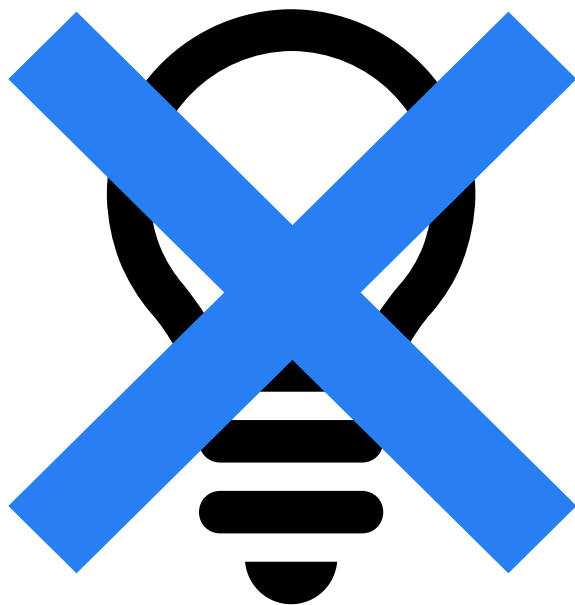


Address other measures – like heating & cooling



Include Advanced Lighting Control

Transition away from screw- based offerings



Energy Independence & Security Act (EISA) & Energy Save Act (ESA)

What is EISA?

EISA is a federal act focused on energy savings.

It includes the goal of limiting the sale of general service lamps to a minimum of 45 lumens/ watt, effectively requiring the sale of all screw-based, downlight, and tracking lighting product in the country be LED.

As a result, we would no longer have claimable savings on screw-based lamps. More about this act can be found on the EPA's site [here](#).



ESA

ESA is state legislation like EISA, also impacting the efficacy of general service lamps sold in Massachusetts. More information on [ESA](#) can be found here.



EISA & ESA impacts on Instant Lighting



Screw-based Bulbs



Track Lighting



Downlights

Screw-based bulbs & downlights will be removed from instant (midstream) and downstream lighting on [June 30, 2023](#).

These measures will still be available through direct install programs in the case of early replacement only, through 2023.

Instant Lighting

WELCOME
OPEN
PLEASE COME IN

How does instant lighting work?

Instant incentives are point of sale incentives available for contractors and customers, sometimes also called midstream incentives.



How to participate in instant lighting



Find a [participating distributor](#) for your lighting equipment.



Work with your contractor or distributor to choose efficient equipment that qualifies for instant rebates



Install high-efficiency equipment and enjoy the benefits of energy savings!

Program Rules & Reminders

Program Rules & Reminders



Only commercial and industrial customers serviced by Cape Light Compact, Eversource, National Grid, and Unitil are eligible.



Customers are only eligible for one incentive pathway (e.g., customers receiving whole building incentives are NOT eligible).



Equipment must be purchased through a participating distributor.



Equipment must be on the specified qualified product list (QPL), [DesignLights Consortium](#) or [ENERGY STAR](#).

Program Rules & Reminders



Pre-approval may be required, please consult with your distributor or dealer.



A minimum customer contribution is required.



Lighting product must be installed within 30 days.



Projects are subject to inspection.

Overview of 2023 Instant Lighting Changes



Removal of screw-based products on June 30, 2023

Incentives for dual sensors & NLC/ LLLC will be the same through instant lighting

Higher incentive for fixtures with dual sensors

Lower incentive for some non-controlled fixtures

Lower incentive for moguls

A full list of instant lighting incentives can be found [here](#).



Downstream Lighting & Lighting Controls

How to participate

Contact Your Program Sponsor

Provide your [Program Sponsor](#) with your [completed application](#)

Receive Pre-Approval from Your Program Sponsor

Install Pre-Approved Equipment

After Installation Is Completed

Only available to Cape Light Compact, Eversource, National Grid, & Unitil commercial & industrial electric customers

Overview of 2023 Downstream Lighting Changes



All screw-based LED bulbs & downlights will no longer be eligible for incentives
June 30, 2023



Additional incentives available for codes 63A & 65A - NLCs



To receive the highest incentive for NLCs (codes 63A & 65A) commissioning reports must be submitted as a part of closing documentation.

More information on the downstream lighting program, including the application and a full list of incentives can be found [here](#).



Other Lighting Pathways



If your project does not fit our prescriptive offerings or if you have a complex controls project custom can be considered.



Join the 12:30 session to learn more about the comprehensive offerings available through this program!



Limited lighting offerings are available through the new construction pathway. To learn more about comprehensive New Construction projects watch the recording of the New Construction session.

Program Contacts



Instant Lighting

InstantLighting@clearesult.com

Cape Light Compact

efficiency@capelightcompact.org

800-797-6699

Eversource

efficiencyma@eversource.com

844-887-1400

Eversource

Express Only

expltg@eversource.com

National Grid

efficiency@nationalgrid.com

800-787-1706

Unitil

efficiency@unitil.com

888-301-7700

Sponsor Contacts



Dan Schell

Cape Light Compact
Dan.Schell@capelightcompact.com

Vivian Daly

Instant Lighting, Eversource
Vivian.Daly@eversource.com

Phil Kazlauskas

Express, Eversource
Philip.Kazlauskas@eversource.com

Laurie Acone

National Grid
Laurie.Acone@nationalgrid.com

Joe Van Gombos

Unitil
vangombosj@unitil.com

Tom Palma

Unitil
palma@unitil.com

Questions?

WE ARE MASS SAVE®:





Thanks for listening.

WE ARE MASS SAVE®:



Supplemental Information

- More about the Energy Independence and Security Act (EISA) can be found on the EPA's site [here](#).
- More information about the Energy Save Act (ESA) can be found [here](#).
- A full list of the 2023 Instant Lighting Incentives can be found [here](#).
- To find a participating distributor for the Instant Lighting Program click [here](#).
- More information on the downstream lighting & lighting controls program along with the full application can be found [here](#).
- The DesignLights Consortium qualified product list can be found [here](#).
- The ENERGY STAR bulb qualified list can be found [here](#) and the fixture list can be found [here](#).
- Courses to increase lighting knowledge from Lighting Controls Association can be found [here](#).
- Find your [Program Sponsor](#) here
- Find the Lighting – Systems and Sensors [application](#) here.