

# 2018 Lighting Program

## Colorado: Commercial and Industrial Electric Customers

Black Hills Energy offers Colorado Commercial and Industrial electric customers rebates for some of the most commonly installed lighting projects. We offer commercial customers two options to receive rebates.

**Option 1** — Lighting Program: Standardized rebates for commercial and industrial customers that purchase and install qualifying energy efficient lighting measures.

**Option 2** — Small Business Direct Install Lighting (SBDI): Commercial customers with an average electric demand of less than 350 kW per year will receive the following:

- Free lighting energy evaluation identifying potential energy savings.
- Customized proposal, including information on potential energy saving, installation cost, and anticipated payback.
- Incentives are up to 70% of the equipment and installation costs.
- Finance remaining portion of the costs interest-free through a third party.
- To participate in option 2 call 888-391-8702.

## Rebate Checklist

Determine your eligibility, and receive your rebate check faster, by checking off these easy steps before submitting your application. Incomplete applications may delay payment.

- Read** the Terms and Conditions and Lighting Program Information Sheet to determine if you are eligible for a rebate.
- Complete** the application form.
- Sign and Date** form (including Dealer's signature and date where applicable).
- Attach** the following documentation:
  - Itemized invoice(s) including material and labor costs.
  - Lighting specification sheets for installed lighting.
- Mail, Fax or Email** the application and required documentation to:  
Black Hills Energy  
c/o Energy Efficiency Programs  
5301 Limestone Road, Suite 222, Wilmington, DE 19808  
Fax: 302-504-3080  
Email: [BlackHillsRebates@appliedenergygroup.com](mailto:BlackHillsRebates@appliedenergygroup.com)

## Terms And Conditions

1. Participant must be a Black Hills Energy commercial or industrial electric customer located in Colorado.
2. **Projects must be completed between January 1, 2018 and December 31, 2018. Applications for work done must be received by January 31, 2019.**
3. All lighting rebate applications are reviewed for cost-effectiveness. Total rebate amount per application will be no more than 50% of the total labor, material and equipment costs shown on itemized invoices for qualifying measures. Black Hills Energy reserves the right to adjust equipment or rebate amounts submitted with this application.
4. This program is subject to regulatory rules and orders. Black Hills Energy reserves the right to change or to end any portion of this program without notice.
5. Rebates calculated to exceed \$50,000 will be evaluated to determine whether the high rebate cost is beneficial to the program. A \$500,000 cap will be imposed per facility or building per program year.
6. A final, itemized invoice for all equipment, materials and labor related to the installation must be attached to this rebate application. Applications must be completed in full: incomplete or incorrect applications will delay processing and may be returned.
7. Lighting specification sheets must be submitted along with the completed application.
8. New equipment must be installed on the premises and must not be purchased for resale. Customer must purchase and install the new equipment prior to submitting a rebate application. Used/refurbished/ repaired/rebuilt equipment does not qualify for this rebate.
9. Funding for these rebates is limited. Applications will be processed on a first-come, first-served basis. Additional information or assistance in completing your rebate application can be obtained by calling 800-426-5784, or on the Black Hills Energy website at [www.bheSaveMoney.com](http://www.bheSaveMoney.com).

If your lighting upgrade is not on the following list, you still may be eligible for a rebate under our Custom or Self-Direct Custom rebate programs. Additional information can be found at [www.bheSaveMoney.com](http://www.bheSaveMoney.com).

# Qualifying Equipment Information

Please see accompanying Lighting Replacement Options Information Sheet for additional details and measure qualifications. Total rebate amount per application will be no more than 50% of the total labor, material and equipment costs shown on itemized invoices for the qualifying measures.

LIGHTING QUALIFYING MEASURES				
Equipment	Specifications	Maximum Rebate per Unit	Quantity	Rebate
<b>Lighting Controls</b>				
Wall Mounted Occupancy Sensor	Hardwired passive infrared and/or ultrasonic detector.	\$15 per control		\$
Ceiling Mounted Occupancy Sensor	Hardwired passive infrared and/or ultrasonic detector. Units with manual "ON" overrides are not eligible.	\$40 per control		\$
<b>Lighting Optimization</b>				
Removal of at least one lamp from a T8 fixture. Fixture must include high efficiency electronic ballast. There must be permanent removal of lamps, ballasts and sockets in the system being rebated. This rebate may not be combined with other rebates for lamp or fixture replacement. Pre-retrofit site inspection may be required by Black Hills Energy. Rebates equal to or greater than \$8,000 must be pre-approved. (See Information Sheet for more details).				
Removal of T8 lamps	Reduce the number of existing T8 lamps per fixture. Must include low ballast factor ( $\leq 0.85$ ).	\$8 per fixture		\$
<b>Low-Wattage Fluorescent T8 Lamps</b>				
Low Wattage T8, 4 foot lamps	Replace 32 Watt lamps in existing fixtures with 28 Watt or less lamps and appropriate ballasts.	\$1 per lamp		\$
<b>High Performance T8 (Must conform to Consortium for Energy Efficiency specifications)</b>				
HPT8	1 to 2 lamp	Replace T8 or T12 system with HPT8 system. System must have mean lumens per watt $\geq 90$ for instant start ballasts or $\geq 88$ for programmed rapid start ballasts.	\$9 per fixture	\$
	3 to 4 lamp		\$18 per fixture	\$
<b>High-Bay Fluorescent Fixtures with Electronic Ballasts</b>				
T8, 4 foot	4 lamp	Replace 175W to 250W HID* system with 4 lamp T8 or 2-3 lamp T5HO system.	\$55 per fixture	\$
T5HO, 4 foot or less	2 to 3 lamp		\$55 per fixture	\$
T8, 4 foot	6 to 8 lamp	Replace 310W to 400W HID* system with 6-8 lamp T8 or 4-6 lamp T5HO system.	\$75 per fixture	\$
T5HO, 4 foot or less	4 to 6 lamp		\$75 per fixture	\$
T8, 4 foot	12 to 16 lamp	Replace 750W HID* system with 12-16 lamp T8 or 8 lamp T5HO system.	\$85 per fixture	\$
T5HO, 4 foot or less	8 lamp		\$85 per fixture	\$
T8, 4 foot	18 to 20 lamp	Replace 1000 W HID* system with 18-20 lamp T8 or 10 lamp T5HO system.	\$95 per fixture	\$
T5HO, 4 foot or less	10 lamp		\$95 per fixture	\$
<b>Stairwell Fixtures with Integral Occupancy Control</b>				
2 to 3 lamp T8	Replace 2-4 lamp T12 or T8 fixtures with 2-3 lamp T8 or 20W-30W LED fixture with integral occupancy control.	\$30 per fixture		\$
20W to 30W LED		\$30 per fixture		\$
*High-intensity discharge (HID) systems include mercury vapor, high-pressure sodium, metal halide and pulse-start metal halide.				

LIGHTING QUALIFYING MEASURES				
Equipment	Specifications	Maximum Rebate per Unit	Quantity	Rebate
Ceramic Metal Halide Lamps/Fixtures				
150 W or less	Replace incandescent, high pressure sodium or mercury vapor fixtures/lamps with ceramic metal halide. Lamp wattages must be lower than lamps removed.	\$35 per fixture		\$
Greater than 150 W to 250 W		\$45 per fixture		\$
Greater than 250 W		\$55 per fixture		\$
Integrated Ceramic Metal Halide Lamps (20W to 25W)	Replace 75W to 150W incandescent or halogen lamps with 20W to 25W integrated ceramic metal halide lamps.	\$25 per fixture		\$
Pulse-Start Metal Halide Lamps/Fixtures				
175 W or less	Replace incandescent, mercury vapor, high pressure sodium, or metal halide lamps/fixtures with pulse-start metal halide lamps/fixtures. Lamp wattages must be lower than lamps removed.	\$25 per fixture		\$
Greater than 175 W to 320 W		\$40 per fixture		\$
Greater than 320 W to 750 W		\$55 per fixture		\$
Greater than 750 W		\$70 per fixture		\$
LED or LEC Exit Signs				
LED or LEC Exit Signs	Replace incandescent exit sign with LED or LEC exit sign.	\$10 per fixture		\$
LED ENERGY STAR® Qualified Interior Lamps				
5W or less	Replace incandescent lamps with ENERGY STAR® listed LED lamps and luminaires.	\$10 per lamp		\$
Greater than 5W to 10W		\$15 per lamp		\$
Greater than 10W to 20W		\$20 per lamp		\$
Greater than 20W		\$25 per lamp		\$
LED ENERGY STAR® Qualified Downlight Fixtures				
50W or less	Replace incandescent downlight fixture with an ENERGY STAR® qualified commercial LED downlight fixture.	\$35 per fixture		\$
LED Recessed Troffer Fixtures				
2x2 Fixtures	Replace T8 or T12 fixture with LED recessed troffer fixture. Fixture must be listed on the Design Lights Consortium (DLC) Qualified Products list.	\$30 per fixture		\$
1x4 Fixtures	Linear LED lamps are not eligible for a standard rebate and may be evaluated under the Custom Rebate Program. See Information Sheet for more details.	\$40 per fixture		\$
2x4 Fixtures		\$50 per fixture		\$
LED Exterior Wall Pack Fixtures				
25W or less	Replace HID* systems with LED systems. Fixtures are required to be rated for outdoor use. Fixtures must be listed on the Design Lights Consortium (DLC) Qualified Products list	\$35 per fixture		\$
Greater than 25W to 60W		\$75 per fixture		\$
Greater than 60W		\$100 per fixture		\$
LED Exterior Flood Lights				
15W or less	Replace HID* systems with LED systems. Fixtures are required to be rated for outdoor use. Fixtures must be listed on the Design Lights Consortium (DLC) Qualified Products list.	\$12 per fixture		\$
Greater than 15W		\$15 per fixture		\$

LIGHTING QUALIFYING MEASURES				
Equipment	Specifications	Maximum Rebate per Unit	Quantity	Rebate
LED Fixtures for Exterior Parking Garage/Canopy Installations				
30W or less	Replace HID* systems with LED systems. Fixtures must be listed on the Design Lights Consortium (DLC) Qualified Products list.	\$60 per fixture		\$
Greater than 30W to 75W		\$100 per fixture		\$
Greater than 75W		\$140 per fixture		\$
LED Fixtures for Outdoor Pole/Arm Mounted Parking/Roadway Installations				
30W or less	Replace HID* systems with LED systems. Fixtures must be listed on the Design Lights Consortium (DLC) Qualified Products list.	\$60 per fixture		\$
Greater than 30W to 75W		\$100 per fixture		\$
Greater than 75W		\$140 per fixture		\$
LED Refrigerator Strip Lighting				
5 and 6 foot Refrigerator Strip Lighting	Replace T8 or T12 linear 5 and 6 foot fluorescent refrigerated case door lighting with 5 and 6 foot LED refrigerated case door strip lighting.	\$60 per door		\$
*High-intensity discharge (HID) systems include mercury vapor, high-pressure sodium, metal halide and pulse-start metal halide.				

## Lighting Replacement Options – Information Sheet

The rebates shown on this application form are available for many commonly installed lighting projects. If your project does not qualify for a rebate under one of the lighting options, it still may still qualify for a rebate under the Custom or Self-Direct Custom programs. Please call 800-426-5784 if you need additional information.

De-lamping applications for rebates equal to or greater than \$8,000 and Custom or Self-Direct Custom program applications require pre-approval prior to project initiation and purchase of equipment. Failure to obtain pre-approval may cause an application to be rejected.

Please note: High efficiency electronic ballasts are required for all T8, high-bay and de-lamping rebates. The Consortium for Energy Efficiency (CEE) maintains lists of qualified ballasts at [www.cee1.org](http://www.cee1.org). See the table below for minimum ballast efficacy guidelines.

INSTANT START BALLASTS			
Lamps	Low (BF ≤ 0.85)	Normal (0.85 < BF ≤ 1.0)	High (BF ≤ 1.01)
1	3.08	3.11	3.03
2	1.60	1.58	1.55
3	1.04	1.05	1.04
4	0.79	0.80	0.77
6	N/A	N/A	0.52

PROGRAMMED RAPID START BALLASTS			
Lamps	Low (BF ≤ 0.85)	Normal (0.85 < BF ≤ 1.0)	High (BF ≤ 1.01)
1	3.08	3.11	3.03
2	1.60	1.58	1.55
3	1.04	1.05	1.04
4	0.79	0.80	0.77
6	N/A	N/A	0.52

1	2.84	2.84	2.95
2	1.48	1.47	1.51
3	0.97	1.00	1.00
4	0.76	0.75	0.75
6	N/A	N/A	0.50

### Lighting Controls

Controls must be permanently installed. Occupancy sensors may be wall-, fixture- or ceiling-mounted, passive infrared, ultrasonic, or dual technology sensors. On-Off controls for HID fixtures are not eligible for this rebate.

### Lighting Optimization

Rebates are based on the permanent removal of the equivalent of at least one 4' T8 lamp from an existing 8' or 4' fixture as a result of a retrofit. **T8 to T8 de-lamping must include high efficiency electronic ballasts with low ballast factor.** Reducing the quantity of fixtures by removal or abandoning in place does not qualify. In order to qualify, the fixture must be retrofitted such that the existing ballast(s) must be disconnected and removed, a new high efficiency electronic ballast is installed that is appropriate for the lamp quantity, and the sockets for the eliminated lamps are removed. Rebate amount is per fixture, and may not be combined with other lighting rebates. This rebate is not applicable to major facility renovations or new construction. **A pre-retrofit site inspection by Black Hills Energy may be required.** Pre-approval is required for rebate amounts equal to or greater than \$8,000.

By signing the application form, the customer confirms that the lamps have been removed. Removing lamps may reduce light levels. Black Hills Energy recommends that the customer follow appropriate guidelines to insure adequate light levels in affected areas. Final light levels are the customer's responsibility.

#### **Low-Wattage T8 Lamps**

Rebates are based on the installation of 4-foot T8 lamps, 28W or less, in existing T8 fixtures using 32W lamps. Customer must ensure that existing ballasts are compatible with low wattage T8 lamps.

#### **High Performance T8 (HPT8) Fixtures with High Efficiency Electronic Ballasts and Low, Normal, or High Ballast Factors**

Rebates are based on one-for-one replacement of fluorescent T8 or T12 fixtures. The new fixtures must include high efficiency electronic ballasts. Please visit [www.ceel.org](http://www.ceel.org) for qualifying ballasts.

#### **High-Bay Fluorescent T8, T8VHO, and T5HO Lamps with High Efficiency Electronic Ballasts**

Rebates are based on one-for-one replacement of HID fixtures of 175W to 1000W, including mercury vapor, high pressure sodium, metal halide, or pulse start metal halide. Rebates are available for T8, T8VHO or T5HO systems. Retrofits must include high efficiency electronic ballasts. Other configurations not listed may be considered under the Custom or Self-Direct Custom programs, which require preapproval.

#### **Ceramic Metal Halide and Pulse-Start Metal Halide**

Rebates are based on one-for-one replacement of incandescent, halogen, quartz metal halide, mercury vapor or high pressure sodium fixtures. Lamp wattages must be lower than existing lamp wattages to qualify.

#### **Stairwell Fixtures with Integral Occupancy Control**

Rebates are based on one-for-one replacement of fluorescent T8 or T12 fixtures with fluorescent T8 or LED fixtures. New fixture must have step dimming ballast or integrated occupancy sensor to qualify.

#### **LED and LEC Exit Signs**

Rebates are based on one-for-one replacement of incandescent exit signs to LED and LEC exit signs. Replacement of CFL exit signs do not qualify for a rebate.

#### **LED ENERGY STAR® Qualified Interior Lamps**

Lamps and luminaires are required to have ENERGY STAR rating to be eligible for rebates. A list of qualified commercial LED lighting is available at [www.energystar.gov/sslparkers](http://www.energystar.gov/sslparkers). Other LED lamps and fixture combinations that do not qualify for these rebates can be considered under the Custom or Self-Direct Custom programs, which require preapproval.

#### **LED ENERGY STAR® Qualified Downlight Fixtures**

Fixtures are required to have ENERGY STAR rating to be eligible for rebates. Not all qualified fixtures are eligible for a rebate. A list of qualified commercial LED lighting is available at [www.energystar.gov/sslparkers](http://www.energystar.gov/sslparkers).

#### **LED Recessed Troffer Fixtures**

Rebates are based on replacing existing T8 or T12 linear fluorescent fixtures with LED troffer fixtures for interior lighting. Fixtures are required to be listed on the Design Lights Consortium Qualified Products List (QPL) to be eligible for rebates. A list of qualified commercial LED lighting is available at [www.designlights.org/QPL](http://www.designlights.org/QPL). Linear tube LED lamps are not eligible for a standard rebate, but may be evaluated under the Custom or Self-Direct Custom rebate programs, which require preapproval.

#### **LED Exterior Wall Pack Fixtures**

Fixtures are required to be rated for outdoor use. Rebates are based on one-for-one replacement of mercury vapor, high-pressure sodium, metal halide and pulse-start metal halide fixtures with LED fixtures. Fixtures are required to be listed on the Design Lights Consortium Qualified Products List (QPL) to be eligible for rebates. A list of qualified commercial LED lighting is available at [www.designlights.org/QPL](http://www.designlights.org/QPL).

#### **LED Exterior Flood Lights**

Fixtures are required to be rated for outdoor use. Rebates are based on one-for-one replacement of mercury vapor, high-pressure sodium, metal halide and pulse-start metal halide fixtures with LED fixtures. Fixtures are required to be listed on the Design Lights Consortium Qualified Products List (QPL) to be eligible for rebates. A list of qualified commercial LED lighting is available at [www.designlights.org/QPL](http://www.designlights.org/QPL).

#### **LED Fixtures for Exterior Parking Garage/Canopy Installations**

Rebates are based on one-for-one replacement of mercury vapor, high-pressure sodium, metal halide and pulse-start metal halide fixtures with LED fixtures. Fixtures are required to be listed on the Design Lights Consortium Qualified Products List (QPL) to be eligible for rebates. A list of qualified commercial LED lighting is available at [www.designlights.org/QPL](http://www.designlights.org/QPL).

#### **LED Fixtures for Outdoor Pole/Arm Mounted Parking/Roadway Installations**

Rebates are based on one-for-one replacement of mercury vapor, high-pressure sodium, metal halide and pulse-start metal halide fixtures with LED fixtures. Fixtures are required to be listed on the Design Lights Consortium Qualified Products List (QPL) to be eligible for rebates. A list of qualified commercial LED lighting is available at [www.designlights.org/QPL](http://www.designlights.org/QPL).

#### **LED Refrigerator Case Lighting**

Rebates are based on one-for-one replacement of fluorescent T8 or T12 strip lighting with LED strip lighting in 5 and 6 foot refrigerated case doors.

## Customer Information

(To be completed by customer)

Account Number

(Located in upper right-hand corner of Black Hills Energy electric bill)

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Company Name \_\_\_\_\_  
(Please print)

Rebate Check Payable To \_\_\_\_\_

Installation Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Contact Person \_\_\_\_\_

Title \_\_\_\_\_

Telephone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

### Where did you learn about our rebates?

- Bill insert  Billboard  Door Hanger  Email  Event  
 Facebook  Flyer  Newspaper Article  Print Ad  
 Radio  TV  Twitter  Website  Youtube  
 Other (please specify) \_\_\_\_\_

Referral by:  Evaluator  Contractor/Dealer/Installer  
 Friend/Family  Other (please specify) \_\_\_\_\_

## Facility information (Mandatory)

Type of Facility:  New  Existing  Addition

Year Built \_\_\_\_\_ Square Footage \_\_\_\_\_  Own  Rent

### Building Type:

- Office  Retail  Health Care  Restaurant  
 Education  Lodging  Grocery  Warehouse  
 Other (please specify) \_\_\_\_\_

Equipment Type:  New  Replacement

## Customer Agreement

I certify that I have read and agree to the terms and conditions of the Lighting program offered by Black Hills Energy.

Customer Signature \_\_\_\_\_

Date \_\_\_\_\_

Self Installed



2018 Lighting Program  
Colorado: Commercial and Industrial Electric Customers

## Certification

(To be completed by dealer/contractor/installer)

We certify that the indicated equipment was installed per the Terms and Conditions of this program at the address shown. All Terms and Conditions of the program have been met. We certify that all equipment information provided on the application is correct. Black Hills Energy reserves the right to inspect and verify any equipment before or after issuing rebates.

Company Name \_\_\_\_\_  
(Please print)

Contact Person \_\_\_\_\_

Permit Number \_\_\_\_\_

Company Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Telephone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

Signature \_\_\_\_\_

Date \_\_\_\_\_

## Verification

A firm and final bid or sales receipt indicating date of installation, dealer/contractor name, equipment manufacturer name and model number and manufacturer's equipment cut sheet must accompany the rebate application. Incomplete applications may be delayed. Black Hills Energy reserves the right to verify sales receipts, cancelled checks, and installations

## Tax Information

Rebates may be subject to federal and/or state income tax reporting. Applicant is responsible for contacting a qualified tax advisor to determine tax liability. Black Hills Energy is not responsible for any tax consequences of the rebate program.

## Disclaimer

Black Hills Energy does not guarantee that installation of equipment qualifying for rebates will result in reduced energy usage or demand, or in cost savings. The Customer will hold harmless Black Hills Energy and its officers, directors, shareholders, agents, employees, and representatives from all claims, liabilities, fines, interest, costs, expenses, and damages incurred by the Customer, for any damage, injury, death, loss or destruction of any kind to persons or property, to the extent the damage, injury, death, loss or destruction arises out of or is related to the conduct, negligence, willful misconduct, misrepresentation, breach of warranty or other breach of this rebate form on the part of Black Hills Energy.

Mail completed application and itemized invoices to:

Black Hills Energy  
c/o Lighting Program  
5301 Limestone Road, Suite 222  
Wilmington, DE 19808

### ADDITIONAL INFORMATION

For more information or to download additional applications  
visit [www.bheSaveMoney.com](http://www.bheSaveMoney.com)  
or call our toll-free help line at 800-426-5784.