

Snohomish PUD

ENERGY SERVICES

COMMERCIAL & INDUSTRIAL ENERGY EFFICIENCY PROGRAMS

LIGHTING TRADE ALLIES ROUNDTABLE – 2020 KICK-OFF



Energy Services Team

January 23, 2020

2020 Round Table Agenda

- Welcome & Safety Start
- Introductions
- Input for Agenda
- Program Update
 - 2019 Results
 - 2020 Updates & Outlook
 - **Organizational Changes**
 - Combining Commercial & Industrial and Residential teams into one
 - Lighting Program Manager transitioning to Sinh Tran
 - Trade Allies transitioning to
 - **Accurate workbooks**
 - Model #'s, etc.
 - Combining Spec Sheets & PF, Highlighting Warranty & Listing
 - Correct Version
 - **Dates**
 - **Estimated Start & Completion Dates on submittal through Portal**
 - Year End completion—12/01/2020
 - Incentive Structure Changes
 - T12 Bonus Update
 - Screw-In Lamps not eligible in 2020
- Workbook Walkthrough
- Adobe Questions/Training
- Q& A



Thank You!

• 2019 Highlights

- 263 Projects completed
- 11+ Million kWh in conservation
- \$1.147M spent on Incentives
- Largest Project was 857,858 kWh
- Smallest Project was 1,195 kWh

**2020:
Continued Focus
on completeness
and accuracy.**

Example—Missing Model #'s and Fixture ID's

Light Fixture Input As-Built Highlight Freeze/Unfreeze Panes Promo Code Clear Code Cap

Line #	Location (Area/Room)	Heat Source	Hrs/Yr	Existing/Proposed	Lighting Technology	Fixture Type	# of Fixtures	# of Lamps / Fixture	Lamp Wattage	Ballast Type	Watts / Fixture	Fixt ID	Existing: Description Proposed: Model #	Qualified (Yes/No)	Control Type # of Sensors	Rebate / (Fixt.) or (Lamp)	Maximum Rebate Amount
1	Exterior Parking Lot	Exterior	4,380	Exist:	Metal Halide	Wall Pack	2	1	250W	Mag	295.0			Yes	N/A	\$189/ea (Fixt.)	\$378
				Prop:	LED Fixture	Wall Pack	2				40.0						
2	Building Awning	Exterior	4,380	Exist:	Metal Halide	Can	9	1	100W	Mag	129.0			Yes	N/A	\$115/ea (Fixt.)	\$1,035
				Prop:	LED Fixture	Can	9				15.0						
3	Building Exterior	Exterior	4,380	Exist:	Metal Halide	Wall Pack	9	1	250W	Mag	295.0			Yes	N/A	\$189/ea (Fixt.)	\$1,701
				Prop:	LED Fixture	Wall Pack	9				40.0						
4	Parking Pole Lights	Electric	4,380	Exist:	Metal Halide	Pole	2	1	400W	Mag	458.0			Yes	N/A	\$230/ea (Fixt.)	\$460
				Prop:	LED Fixture	Pole	2				90.0						
5				Exist:													
				Prop:													
Existing Energy Use as a % of Facility Total Electrical Use: <input type="text"/>																Total:	\$3,574

As-Built


Light Fixture Input As-Built Highlight Freeze/Unfreeze Panes Promo Code Clear Code

Line #	Location (Area/Room)	Heat Source	Hrs/Yr	Existing/Proposed	Lighting Technology	Fixture Type	# of Fixtures	# of Lamps / Fixture	Lamp Wattage	Ballast Type	Watts / Fixture	Fixt ID	Existing: Description Proposed: Model #	Qualified (Yes/No)	Control Type # of Sensors	Rebate / (Fixt.) or (Lamp)	Maximum Rebate Amount
1	Entire Space	HP - Gas	1,960	Exist:	Linear Fluor - 4' T8	Troffer	188	3	32W	Std-Elect	90.0	A	2x4 3 lamp troffers	Yes	N/A	\$35/ea (Fixt.)	\$6,580
				Prop:	LED Fixture	Troffer	188				34.0		A				

Spec Sheets:

- Combining Spec Sheets into single PDF
- Labelling Spec Sheets to match Fixture ID on workbook
- Highlighting - model #'s, PF, Warranty and Listing

Labeling Fixtures on Spec Sheets

 **KOBI ELECTRIC**

Fixture ID A

Prepared By	Catalog #	
Project	Comments	Date

Fixture ID: B1

Led Linear Retrofit Kit for Troffer

JaMes
Committed to Project Rebate in North America

Examples: Highlighted PF, Warranty and Listing

Specifications

Weight: 2 ft: 2.5 lbs (1.2 kg)

4 ft: 4.8 lbs (2.2 kg) Standard 5.5 lbs (2.5 kg) Emergency
 5.1 lbs (2.3 kg) Sensor 5.8 lbs (2.6 kg) Sensor and Emergency

Construction: One-piece polycarbonate housing with one-piece polycarbonate lens and stainless steel clips. The standard color is gray.

LED System: LED system with a life rating of ≥66,000 hours (1A 4ft UNV versions), ≥84,000 hours (HUV), or ≥120,000 hours (1A 2ft and 1B versions) L₇₀ @25°C. Luminaire efficacy up to 140 LPW.

Electrical: Offered in 20, 25, 40 and 50 Watts, the luminaire is designed to operate through the 120V-277V_{AC} universal voltage and 347-480V_{AC} high universal voltage range. The LED driver has a 2.5kV inherent surge suppression and is a constant current device, meeting UL1310 and UL48 Class 2 with built-in over temperature protection.

The power factor is ≥90% and THD is ≤20%.

Dimming: The driver is 0-10V dimmable (down to 6%). Please reference the dimmer compatibility document (LEDLUM012).

Color Characteristics: CRI>80; CCT of 4000K or 5000K.

Optics: Type V distribution with a clear etched polycarbonate lens or optional diffuse lens (sold separately).

Options Available: Microwave Sensor, Emergency Battery Backup.

Installation: Luminaire mounts to recessed outlet box or can be surface or chain mounted (chain not included). Connector available for tandem wiring. External controls can be added through existing knockouts.

Operating Temperature: -40°F to +122°F (-40°C to +50°C);
 EM: +14°F to +122°F (-10°C to +50°C).

Listings: cULus listed to UL1598 standards for wet locations, IP65 or IP66 rated, and ETL Sanitation listed for NSF splash zones.

Warranty: Standard 5-year luminaire warranty (LEDLUM001).

Note: Specifications subject to change without notice. IES files available online.

Warranty	5 Year Limited*		
	N/A	N/A	N/A
LM79 Specifications	N/A	N/A	N/A
Power (W)	56.6	57.2	57.1
CCT	3139	4102	5841
Light Output	5326	5807	6130
Efficacy	94.1	101.5	107.4
THD @ 120V	n/a	n/a	n/a
THD @ 277V	15.13%	15.24%	15.09%
PF @ 120V	n/a	n/a	n/a
PF @ 277V	0.911	0.911	0.911
CRI:	84	96.2	84.7
R9	18	29	14
Dim	0.0011	0.001	0.0018

Features:

- Replaces up to 250w HID Lamps
- 120-277V
- Meanwell PWM & 0-10V Dimmable driver
- Driver can be mounted up to 20 meters from lamps with negligible reduction in light output.
- **UL approved for both open and fully enclosed fixtures within wet locations (USA & Canada)**
- 50,000 rated life
- **5 year limited warranty** (*see website for details)

Applications:



*Please see pages 2 and 3 for DLC listings.

Examples: Highlighted PF, Warranty and Listing and Model

Efficacy	≥ 100 LM/W
Color	5000K
CRI	> 80
Input Voltage	110V-277V
Power Factor	>0.95
Operating Temp.	-40°F-122°F
Rated Life	up to 50,000 hours
Warranty	5-year warranty

Ordering Information

Product #	Wattage	Lumen	Replacing	Weight
ACP-24-40W-50K	40W	4300	150W	5.5lbs
ACP-24-70W-50K	70W	7750	250W	6.4lbs

* 5000K in stock, other colors made to order

Product Compliance & Certifications

- UL
- DLC 4.0

Description

Aleddra's Slim Lowbay Canopy Luminaire is an efficient and cost-effective replacement for traditional lowbay canopy luminaires. It features top of the line LEDs and the reputation for reliability which means, fewer maintenance

calls. Its IP65 rating makes it ideal for outdoor use. Slim Lowbay Canopy Luminaire is qualified for utility rebate. It comes with a 50,000 hours warranty.

The application is ideal for parking garage lighting applications.

Highlighted Model

Reliability: "EncapsLED" heat sink for superior cooling and durability (patent pending)

Warranty: 5 years (10 Year Optional)

Options: Dimming (D)

PERFORMANCE

Model #	System Wattage	5,000k Lumens	Model #	System Wattage	5,000k Lumens
DL-SR-30w	33	4,554	DL-SR-210w	221	30,498
DL-SR-60w	65	8,970	DL-SR-240w	256	35,328
DL-SR-90w	96	13,248	DL-SR-300w	318	43,884
DL-SR-120w	128	17,664	DL-SR-360w	386	53,268
DL-SR-150w	159	21,942			
DL-SR-180w	193	26,634			



Example: DLC Listing

Model# T8-F4-1040-RMV

Manufacturer: Kobi Electric, Inc.
Brand: KOB ELECTRIC
Technical Requirements Version: 4.3
Date Qualified: 08/15/2017
Product ID: FKSE05EH

Classification

Main: Linear Replacement Lamp	Classification: standard	View Notes
General Application: T8 Four-Foot	Is Parent Product: Yes	
Primary Use: Internal Driver Lamp-Style Retrofit Kits (UL Type B)	DLC Family Code: FFF(LV)	
	Listing Status: Listed	

Tested Data | Reported Data | Zonal Lumens | Spacing Criteria | Product Features

Version History | Family Data

Light Output: 1840.48 lm
Wattage: 10.49 W
Efficacy: 175.45 lm/W
Power Factor: 0.9
CCT: 4083 K
CRI: 82.4
Total Harmonic Distortion: 13.86 %

Emphasis in 2020:

In order to submit projects on-line, you will have to fill in the project's start & end date.

Customer/Project Name*:

Your Project Type:

Lighting HVAC Compressed Air Other

Your First Name*:

Your Last Name*:

Email Address*:

Project Start Date*:

Project End Date*:

Notes: PUD Engineer, clarifying comments, etc. (if applicable):

OUR TEAM

Day to Day Manager

- TBD

Program Management Team

- Sinh Tran (Co-Lead)
- Cathy Anderson (Co-Lead)
- Carolyn Beebe
- Lou Loos
- Renae Pauls

Engineers

- Jim Conlan (Lead)
- Allison Grinczel
- Dave Hunt
- Rob Marks (Whole Building P4P, Building Cx)
- Rick Rosenkilde



Strategic Accounts

- Tom Hovde
- Chuck Peterson
- Doug O'Donnell
- Shelley Pattison

Administrative Support

- Lisa Kalina

Questions?

Thank You & For More Info

Home » Business » Rebates & Incentives » Lighting & Lighting Controls
Lighting & Lighting Controls

Please Visit Our Website
www.snopud.com
 Or Contact EEBiz
 425-783-1700
EEbiz@snopud.com

Thank you for your participation in this program in 2018. As of 12/05/18, the lighting retrofit program is closed for the year. An updated 2019 Lighting Workbook will be released in the first quarter of 2019.

Getting Started

If you need help with a lighting project prior to sending to the PUD, please contact Jeff Anderson from the Trade Ally Network NW: 360-707-8950 or jeff.anderson@evergreen-efficiency.com. The Trade Ally Network NW is a free service and is contractor- and product-neutral.

If you are looking for a contractor, [click here](#).

Eligibility

- **Program Requirements** – all projects must comply with these requirements to qualify.
- All projects must be pre-approved.
- All lighting incentives capped at \$50,000.
- PUD Lighting Workbook (will be available in early 2019)
- For multifamily projects, [click here](#).

Incentives may not exceed 100% of total project costs.

Incentive rates and programs may change without notice. Funding is limited.

[Submit Your Project](#) > [click here](#)

Current Rebates

Rebates & Incentives



Energy Savings Purchasing Program
Pay for Performance Pilot



Building Efficiency



Lighting & Lighting Controls



Lighting To Go Rebates
Ending 12/31/18



Commercial Kitchen Equipment



Green Motor Rewind



Commercial Cannabis



Commercial Cannabis

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Business Energy Advisor
 Energy solutions tailored for your business!

Rebates & Incentives
 Investing in energy-efficiency upgrades and incentive programs will save money for the future!

Storm & Outage FAQs

Energy Efficiency Tools

Business FAQs

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