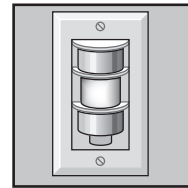
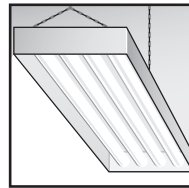
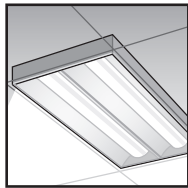
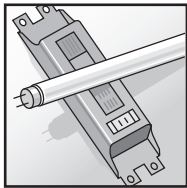


newLIGHT Enhanced Rebate Program

Promoting the Replacement of T12 and HID High-Bay Lighting with More Efficient Technology

PROGRAM OVERVIEW FOR CONTRACTORS & DISTRIBUTORS



For a limited time—**April 1 through December 31, 2010**—Efficiency Vermont is offering business customers significantly enhanced rebates for upgrading their old, inefficient T12 fluorescent and HID high-bay lighting systems to more efficient equipment—from 50 to 90% of the equipment cost!

To qualify for enhanced rebates offered through the **newLIGHT** program, business customers must work with a contractor, distributor, or other lighting professional who will evaluate their facilities and submit “Project Pre-Approval Forms” to Efficiency Vermont on their behalf. Contractors, distributors, or other lighting professionals must follow the **newLIGHT** process in order for your business customers to receive the enhanced rebates available through this limited-time offer.

Now is the best time to replace outdated lighting systems.

The U.S. Department of Energy passed new regulations that ban the manufacture of T12 fluorescent lamps for sale in the U.S. after July 14, 2012. As a result, replacement T12 lamps will no longer be available for purchase, and businesses using T12 lighting systems will need to upgrade to a more efficient lighting system at some point after July 14, 2012. **For a limited time, Efficiency Vermont is offering increased rebates to replace these lighting systems. The increased rebates will not be available after December 31, 2010.**

Help your business customers get a jump start on replacing their old lighting systems.

By working with your business customers to take advantage of this limited-time offer, you can:

- Increase sales and secure new projects
- Provide value to your business customers by replacing their outdated lighting systems with new technologies, saving them money and improving their work environment with enhanced lighting quality
- Expand your expertise in energy-efficient lighting audits, upgrades, and technologies

**YOUR BUSINESS CUSTOMERS CAN SAVE TODAY AND
FOR YEARS TO COME WITH ENERGY-EFFICIENT LIGHTING.**



Contact Burlington Electric Department at 802-865-7342 for all Burlington projects.

Efficiency Vermont

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newLIGHT Enhanced Rebate Program

Projects eligible for the newLIGHT Enhanced Rebates Program include:

- T12 Upgrades and Controls
- HID High-Bay Upgrades and Controls
- Exit Sign Upgrades

Please see the “Eligible Efficiency Upgrades & Enhanced Rebate Amounts” fact sheet for complete details. Contact Burlington Electric Department at 802-865-7342 for all Burlington projects.

If your business customer has a potential project you think is eligible for the newLIGHT program, follow these simple steps:

1. Review the newLIGHT program materials.

- Additional program materials include: “Eligible Efficiency Upgrades & Enhanced Rebate Amounts”, “Project Pre-Approval Form”, and “Frequently Asked Questions” fact sheets.
- Materials are available online at www.encyvermont.com/newlight or by calling Efficiency Vermont toll-free at 888-921-5990.

2. Determine your business customers' eligibility.

Before auditing a facility or doing any work, your business customers must confirm their eligibility by contacting Efficiency Vermont toll-free at 888-921-5990, ext. 1003, or by e-mailing info@encyvermont.com. They will need to provide their business name, contact information, facility address, and electric utility account number. Alternatively, you can submit the information on their behalf. Efficiency Vermont will confirm within 3 business days whether your business customer is eligible. NOTE: The newLIGHT program may not be available to business customers who are eligible for alternative Efficiency Vermont programs, such as the Lighting Plus program.

3. Confirm whether the proposed efficiency upgrades qualify for the newLIGHT program.

- Review the specifications listed on the “Eligible Efficiency Upgrades & Enhanced Rebate Amounts” fact sheet.
 - Projects must be fewer than 200 fixtures.
 - Projects must include upgrades of T12 and/or HID High-Bay Fixtures.
 - Projects must incorporate occupancy sensors on all installed fixtures in all applicable spaces, where cost-effective. Cost-effectiveness will be confirmed by Efficiency Vermont during project pre-approval.
 - New construction projects are not eligible for the newLIGHT program.

4. Complete a “Project Pre-Approval Form” and submit it to Efficiency Vermont.

- A “Project Pre-Approval Form” should be submitted via one of the following:
 - E-mail: info@encyvermont.com
 - Fax: 802-658-1643
 - Mail: Efficiency Vermont
c/o Rebate Coordinator
255 S. Champlain St.
Burlington, VT 05401
- All information requested on the form must be provided. Incomplete information will delay processing of the form.
- Upon receipt, Efficiency Vermont will review the “Project Pre-Approval Form”, calculate the project’s energy savings and financial return, and (where appropriate) approve the project. Efficiency Vermont may need to contact you and/or your business customer with questions.
- Efficiency Vermont will confirm within 14 business days whether the project has been approved.

5. Promote the project benefits and rebates to your business customer.

- Once pre-approved, Efficiency Vermont will provide you and your business customer with a confirmation letter including the project energy savings and financial return, and total newLIGHT rebate amount.

6. Schedule and complete project, and contact Efficiency Vermont to initiate customer payment.

- Contact Efficiency Vermont *before* beginning, and Efficiency Vermont will provide your business customer with a newLIGHT rebate agreement including a list of the approved new lighting equipment.
- Upon project completion, contact Efficiency Vermont and payment will be issued to your business customer.
- All projects must be completed by December 31, 2010 to be eligible for enhanced rebates available through the newLIGHT program.

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