

# ENERGYwise

FOR YOUR BUSINESS



## Commercial Lighting – New & Retrofit

Lighting accounts for more than 40% of commercial sector electricity consumption in the United States. Designing and implementing an efficient lighting system in your business will help you achieve tremendous savings. Get started now and improve your bottom line – today!

**Agralite Electric Cooperative can give you the advice you need to get started. The result will be recommendations for cost effective solutions that will save you money and improve your lighting system.**

### Value for Your Business

- Lighting system paybacks often range from one to four years. Some projects can achieve payback in under one year depending on circumstances. With return on investment (ROI) ranging from 5-25%\*
- Improve safety and reduce energy usage
- Increase system control with energy-saving occupancy sensors
- Improve employee productivity and sales by enhancing lighting quality in work stations and retail areas
- Reduce cooling loads – less waste heat is given off by new technology lamps and ballasts

### Who can participate?

- Any commercial, agricultural or industrial member can apply. Offices, retail and warehouses are the largest contributors to commercial lighting energy use\*\*

### What you'll receive

Rebates ranging from \$2 – \$80 per lamp/fixture are available to qualifying members who purchase and install energy-efficient lighting products in existing buildings.

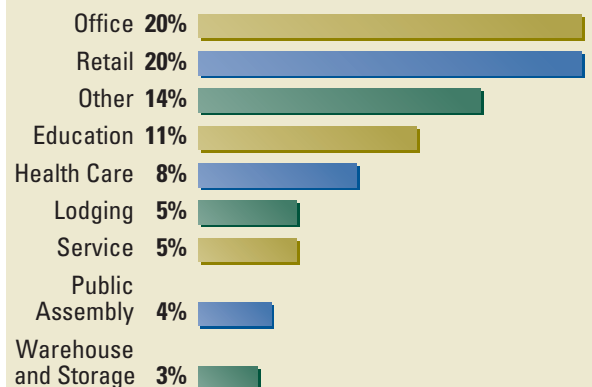
\* Payback and ROI vary by project

\*\* Sources: American Council for Energy-Efficient Economy, Department of Energy 2002

Illuminating Engineering Society (IES) light levels are recommended. Energy efficient electronic and cathode-disconnect ballasts must meet the following performance criteria:

- Power factor greater than .90
- Total harmonic distortion (THD) of less than .20
- Current crest factor (CCF) of less than 1.7
- Class A sound rating
- UL approved, class P
- Three year manufacturer's equipment warranty
- Ballast factor greater than .7
- Compact fluorescent lamps (CFL) must meet the following criteria:
  - Power factor greater than .90
  - Total harmonic distortion less than .35

### Lighting Energy Use by Building Type



# Good investments are hard to find – focus on lighting and improve your bottom line



Kennedy Community School in St. Joseph, Minnesota used energy efficient lighting in their gymnasium as well as throughout the school to demonstrate energy efficiency and save money on their electric bill.

## What you need to do

- Check with Agralite Electric Cooperative to verify funding availability and program parameters
- Installation must be complete before funds will be issued
- Itemized invoices from equipment vendors must accompany rebate application
- Invoices must itemize labor charges, quantity and price of the equipment installed

- Invoices must include manufacturer and model numbers for the installed equipment
- Agralite Electric Cooperative reserves the right to conduct inspections. Rebates are paid following the final inspection by Agralite.
- The maximum rebate amount is limited to 50% of the project costs, and \$100,000 annually per member

## Contact us

For any questions, please contact your energy expert at Agralite Electric Cooperative for more information and assistance in getting these rebates and incentives to *help improve your bottom line – today!*

Fluorescent and high-intensity discharge lamps contain small amounts of mercury. Mercury is harmful to the environment, and placing the lamps in garbage is illegal. To learn how to lawfully dispose of the lamps, visit [www.earth911.org](http://www.earth911.org) or call the MN Pollution Control Agency at 651-296-6300.

## Lighting rebate allows Macy's to get more light for less money

What do window shopping and the first in-store Santa have in common with replacing light bulbs? They are all things Macy's has done to enhance shopper experience.

Macy's Burnsville recently replaced more than 3,000 60-watt lamps with 25-watt lamps, a change staff hopes will impress customers as much as it has impressed them. "Although the new lamps use less energy, we actually get twice as much light," said Doug Nelson, regional facilities manager of Macy's North. "It's an incredible difference."

With lighting accounting for nearly 50 percent of the electric bill, Macy's Burnsville also expects to be impressed by reduced energy use from the new lamps, which will save an

estimated 337,000 kilowatt hours annually. Additionally, the new lamps will reduce maintenance needs and produce less heat, reducing summer cooling load. "The lights have a 2 1/2 year life expectancy," said Nelson. "The staff has already noticed they are spending less time changing out lamps."

Even with all of the benefits, a retrofit would not have been possible without a nearly \$50,000 rebate from Dakota Electric. "The rebate made it possible," said Larry Kunz, operating vice president, facilities maintenance for Macy's North. "Because the initial purchase price of the lamps is more [than the old lamps], the rebate makes it financially sensible. We have either replaced or are planning to replace lamps in every store location where a similar rebate program is available." Dakota Electric offers the lighting rebate to all commercial and industrial members.



**Lighting Retrofit  
2011 Rebate Application**



**Agralite Electric Cooperative, 320 E. Highway 12, Benson, MN 56215, Ph: (320) 843-4150**

**Business Member Information**

**Company name** \_\_\_\_\_

**Billing address** \_\_\_\_\_ **Phone** \_\_\_\_\_

\_\_\_\_\_

**City** \_\_\_\_\_ **State** \_\_\_\_\_ **Zip** \_\_\_\_\_

**Installation address**  
*(if different from above)* \_\_\_\_\_

\_\_\_\_\_

**Account number** \_\_\_\_\_

**Contact name** \_\_\_\_\_ **Phone** \_\_\_\_\_

**Email** \_\_\_\_\_

**Vendor Information**

**Vendor name** \_\_\_\_\_

**Vendor address** \_\_\_\_\_

**City, State, ZIP** \_\_\_\_\_

**Vendor Contact Name** \_\_\_\_\_ **Phone** \_\_\_\_\_

**Email** \_\_\_\_\_

The undersigned does hereby certify that 1) The undersigned, and not the cooperative, is solely responsible for the accuracy of the information contained in this application, 2) all rules of the Lighting Retrofit Rebate program have been followed, and 3) the installation is complete. Further, the undersigned acknowledges that nothing contained in the application shall impose any liability on the cooperative for the work performed and information presented by the member's engineer, contractor or vendor. Agralite Electric Cooperative will be referred to hereafter in this application as "the cooperative".

**Member signature** \_\_\_\_\_ **Date** \_\_\_\_\_

**How to Apply for This Rebate**

1. Fill out this rebate application. All information needs to be supplied before a rebate check can be issued. Please note all warranty information, rules, and qualifications on the rules and information tabs of this form.
2. Complete and sign rebate forms. Mail or fax pages to Agralite Electric cooperative.
3. Call with questions.

**Application #** \_\_\_\_\_