

What is the Con Edison Instant Lighting Incentive Program all about?

We understand the importance of helping businesses save energy and money. Our new Instant Lighting Incentive Program makes it easy for commercial and industrial customers in our service territory to replace inefficient incandescent and halogen lighting with energy-saving ENERGY STAR® and DesignLights Consortium® LEDs. Our partnerships with electrical distributors help increase sales of the highest quality LED lamps on the market by offering a low price that's comparable to most other lamps.

How does the incentive work?

We will reimburse distributors directly for the higher cost of eligible ENERGY STAR and DLC LED lamps, which you pass through to customers as a discount on their invoice. This allows your customers to purchase premium LED lamps at approximately the same cost of conventional standard-wattage products.

What customers are eligible for the incentive?

All Con Edison commercial and multifamily customers are eligible to participate in the Instant Lighting Incentive Program. Qualifying lamps must be installed and operated at the eligible customer's facility or premises. We will provide distributors with access to a customer validation tool.

What customers are not eligible?

Sales of qualifying lamps and fixtures to the following businesses are not eligible for discounts through the Instant Lighting Incentive Program:

- Residentially metered customers
- Businesses located outside Con Edison's electric service territory
- New construction projects
- Multifamily and CDI-eligible customers may not purchase tubular LEDs through this program

What lamps qualify for Con Edison's incentives?

Incentives are available for the following screw-in ENERGY STAR LED lamp categories and DLC-eligible TLEDs. (Eligibility is subject to change.)

A-Line <11W	4-Pin ≥11W	PAR38	TLED U-Bend all UL-Type
A-Line ≥11W	R/PAR20	BR40	TLED all UL-Type 4ft
Decorative	BR/PAR30	MR/PAR16	TLED all UL-Type 2ft
4-Pin <11W	2G11 Base Lamp	TLED all UL-Type 3ft	TLED all UL-Type 8ft

Visit [EnergyStar.gov/ProductFinder/Product/Certified-Light-Bulbs](https://www.ENERGYSTAR.gov/ProductFinder/Product/Certified-Light-Bulbs) for a complete list of eligible LED lamps.

Visit <https://www.DesignLights.org/> for 4-Pin and TLED lamps.

What are the benefits of ENERGY STAR LEDs?

ENERGY STAR LED replacement lamps provide customers with the following benefits:

- **Reduced energy bills.** Compared to conventional lamps, ENERGY STAR LEDs can provide up to **90 percent energy and cost savings**. They also emit less heat, resulting in greater customer/employee comfort and lower cooling costs.
- **Longer lamp life.** ENERGY STAR LEDs last up to 25 times longer than incandescent lamps, requiring fewer replacements and reducing the labor costs associated with bulb maintenance.
- **High quality and performance.** ENERGY STAR LED directional lamps provide the same high-quality natural color lighting for product display as conventional halogen lamps. All eligible lamps provide excellent CRI (Color Rendering Index) and instant-on capability. Many of these lamps are also dimmable.
- **Increased safety.** ENERGY STAR LEDs do not contain toxic materials such as mercury or lead, reducing onsite risk to employees and customers and making lamp disposal safe and easy.

What are the typical applications for LEDs?

LED directional lamps are typically used for spot and track lighting applications in retail stores, art galleries, and museums and are an excellent substitute for halogen lamps. LED omnidirectional is very common in restaurants, hotels, hospitals, schools, and small offices. Installers should verify product eligibility on the ENERGY STAR website.

Who is the third-party program manager and what is its role?

CLEAResult (clearesult.com) is the third-party program manager on behalf of Con Edison. CLEAResult will work with all participating distributors to collect and process sales data, allocate savings, and deliver incentives on a monthly basis.

When do distributors get paid?

Participating distributors will get paid within 45 days of receipt of a complete and accurate invoice for qualifying lamps and fixtures sold that meets the terms and conditions specified in the Promotion Agreement.

What data is required to be submitted?

Participating distributors must submit the following information to CLEAResult:

- Manufacturer, model, and number of units of qualifying equipment sold to each purchaser
- Date of each sale
- Invoice number of each sale
- P.O. number or job name
- Purchaser name (contractor or customer that purchased the equipment)
- Prequalified installation address (location of the installed LED lamps or fixtures)

Is there a template for the required data submission?

CLEAResult will provide a simplified data collection form for all participating distributors to use. Distributors should provide the sales data to CLEAResult and submit the data to the upload portal within 5 days after the end of the month.

Am I required to pass the full incentive to the customer?

Participating distributors are required to pass as much of the full incentive to their customers as possible. A minimum, mandatory incentive of at least \$1 per lamp is required. It is mandatory that distributors list the Con Edison incentive on invoices to customers. We will monitor list prices to customers to ensure that customers see a lower price as a result of this program.

Will Con Edison conduct site inspections?

Yes, we will conduct randomly selected site inspections to verify the accuracy of the sales data including customer site location, quantity and type of qualifying lamps, etc. You must inform customers that a Con Edison representative may contact them for a site inspection.

How many distributors have already joined this program? Is there a list of participating distributors?

A list of participating distributors is available by visiting conEd.com/InstantLighting.

Can customers order spare lamps?

Distributors should not sell spare lamps to customers and submit them for the rebate to Con Edison. The number of lamps sold should not exceed the number of sockets where they will be installed. All lamps sold and submitted for reimbursement should be installed by the customer or participating distributor within 30 days after the sale date. As a reminder, Con Edison will conduct site verifications and if it finds that many lamps and fixtures are not installed, the program may end or the rebates may be substantially reduced.

Do installations in common areas of multifamily units and apartment/condo buildings qualify?

The installation address should be on a qualified commercial or industrial electricity meter. Only such accounts will flag as valid via the customer validation tool.

Can contractor or vendor information be provided in place of installation address?

No, the end-user installation address and name are required fields for participation. Do not enter contractor information in the installation address and ZIP code fields.