



What is the Orange & Rockland 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® certified LEDs and DesignLights Consortium® qualified 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 certified and DLC qualified 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 Orange & Rockland commercial customers, including common areas of multifamily projects and religious organizations, 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. Common area multifamily projects and religious organizations are also eligible. 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 (religious facilities and non-profit customers are eligible)
- Businesses located outside Orange & Rockland's electric New York service territory
- New construction projects
- **Business Direct Install** customers (facilities that use under an annual average of 110 kW) may not purchase tubular LED's, fixture or mogul based lamps through this program if they have an application in the BDI program.

What lamps and Fixtures qualify for Orange & Rockland's incentives?

Incentives are available for the following screw-in ENERGY STAR certified LEDs lamp categories and retrofit kits, DLC qualified TLEDs, and DLC qualified fixtures.

(Eligibility is subject to change.)

- A-Line <11W
- A-Line ≥11W
- Decorative
- 4-Pin <11W
- 4-Pin ≥11W
- 2G11 Base Lamp
- R/PAR20
- BR/PAR30
- PAR38
- BR40
- MR/PAR16
- LED Downlight kit >25W
- TLED all UL-Type 2ft
- TLED all UL-Type 3ft
- TLED all UL-Type 4ft
- TLED all UL-Type 8ft
- TLED U-Bend all UL-Type
- Mogul High Bay
- Mogul Low Bay
- Mogul Ext 175W
- Mogul Ext 250W
- Mogul Ext 400W
- Mogul Ext >400W
- 1x4 LED Troffer
- 2x2 LED Troffer
- 2x4 LED Troffer
- Exterior 100W Equiv.
- Exterior 250W Equiv.
- Exterior >400W Equiv.
- High/Low Bay - 100W Equiv.
- High/Low Bay - 250W Equiv.
- High/Low Bay - 400W Equiv.
- High/Low Bay >400W

Get a Complete List of Eligible LED Bulbs and Fixture

[ENERGY STAR Certified Light Bulbs](#)

[ENERGY STAR Certified Light Fixtures](#)

[4-Pin, TLED lamps, and fixtures](#)





What are the benefits of ENERGY STAR certified LEDs?

ENERGY STAR certified LEDs replacement lamps provide customers with the following benefits:

- **REDUCED ENERGY BILLS.** Compared to conventional lamps, ENERGY STAR certified 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 certified 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 certified LEDs 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 certified 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 throughout commercial buildings, such as 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 at [ENERGY STAR website](#).

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

ICF is the third-party program manager on behalf of Orange & Rockland. ICF 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 Participation Agreement.

What data is required to be submitted?

Participating distributors must submit the following information to ICF:

- 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?

ICF will provide a simplified data collection form for all participating distributors to use. Distributors should provide the sales data to ICF and submit the data to the upload portal once per month.

Is the distributor 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, where applicable, a mandatory incentive of at least \$1 per lamp is required. It is mandatory that distributors list the Orange & Rockland 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 Orange & Rockland 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 an Orange & Rockland 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 on our Instant Lighting page, oru.com/InstantLighting.

Can customers order spare lamps?

Distributors should not sell spare lamps to customers and submit them for the rebate to Orange & Rockland. 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, Orange & Rockland 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.

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.



To learn more about the Instant Lighting Incentive Program, and to find other ways that Orange & Rockland can help your business save, visit oru.com/InstantLighting or contact your program representative.

Visit our [website](http://oru.com/InstantLighting) for a full list of our participating distributors.