



New York Energy SmartSM Small Commercial Lighting Program

February 2006

Newsletter Number 47



Reminder:

The 1st Quarter 2006 Installation Competition runs from January through March 31st, 2006. Good luck to our Ally Contractors and Distributors!

SCLP Helps You Bring Your Clients and Customers The Right LightSM Effective, Energy-Efficient Lighting.

Please pass this newsletter along to your colleagues or customers who might find the contents valuable

To: SCLP Ally

Program News and Highlights

* **Bottom of the 9th and All Tied Up!** Well, it's not exactly baseball, but for the first time, we have a tie in the **Installation Competition** for the 4th Quarter of 2005. In the **Small Distributor** category, **Wolberg Electric Supply Co.** of Albany and **Glens Falls Electric Supply Co.**, of Glens Falls each submitted eight projects. To recognize their achievements, separate **awards of \$1,000** will be made to each of them. Congratulations to our Installation Competition Award winners.



Remember, in order to qualify for the competition a minimum of five qualifying projects must be completed in the quarter. We do all the bookkeeping – you just have to submit qualifying projects. You can check the status of the Installation Competitions on the SCLP web site, which are updated weekly. Find this information under the “Latest News” section of the SCLP web site.

* **New SCLP Program Opportunity Notice.** As we noted in the December 2005 newsletter, NYSERDA has issued a revision to PON 809, extending the **New York Energy SmartSM** Small Commercial Lighting Program. The revisions to PON 809 are summarized as follows:

- The PON is extended from December 31, 2005 to June 30, 2006.
- As of December 13, 2005, the balance remaining for incentives is \$130,000.
- The incentive cap per Ally has been increased from \$30,000 to \$35,000.
- Ally Participation Agreements executed between January 1 and December 31, 2005 are effective until June 30, 2006, at which time they will expire.

The Program Opportunity Notice (PON) 809 is the authorizing document for the slate of SCLP incentives, and defines how SCLP Allies participate.

* **Let's Get Technical.** If you attended one of the advanced lighting trainings last October, you received a copy of SCLP's **Technical Guide for Effective, Energy-Efficient Lighting**. If you weren't able to attend, you're not out in the cold. The **Guide** is available for download in Adobe Acrobat PDF format on the SCLP web site. In addition, an interactive on-line version can be accessed through the SCLP web site. We have recently made changes to the web site to make it easier for you to navigate to these resources. You can also call SCLP toll free at 1-866-698-8177, or contact your Account Manager for a hard copy – a limited number of copies are still available. Don't be left behind, pick up a copy of the **Guide** today and learn more about **The Right LightSM** -- effective, energy-efficient lighting design!

The Guide provides SCLP Participants with more technical background and understanding related to effective, energy-efficient lighting design. This valuable resource is another benefit of your participation in SCLP.

Contacting the
**New York
Energy SmartSM
Small Commercial
Lighting Program**

Phone (toll-free):
1-866-698-8177

Fax:
518-452-2149

E-mail:
sclp@
icfconsulting.com

We're on the Web!
www.nyserda.org/sclp

FLASH

**Copies of SCLP's
The Right LightSM
brochure are
available from your
Account Manager
or by calling the
SCLP toll-free hot
line. This brochure
explains the
benefits of The
Right LightSM –
effective, energy
efficient lighting –
to your customers
in non-technical
terms. It can be a
valuable addition
to your portfolio of
sales tools.**



SCLP and The EAct of 2005

The Energy Policy Act of 2005 (EAct) was signed last August, requiring significant reductions in energy consumption across all categories of consumption. Of particular interest to our Allies, significant tax deductions for the installation of energy efficient systems in commercial buildings became available on January 1. On a whole building basis, a tax deduction of \$1.80 per square foot is offered for upgrades that result in the property becoming 50% more energy-efficient than required by the ASHRAE/IESNA Standard 90.1-2001.

For lighting upgrades only, EAct offers a tax deduction of \$0.60 per square foot. Lighting installations must meet Table 9.3.1.1 or 9.3.1.2 in ASHRAE/IESNA Standard 90.1-2001 plus the minimum light level requirements set forth in the Illuminating Engineering Society of North America Lighting Handbook, Reference and Application, Ninth Edition, 2000.

The tax deduction is available to tenants or building owners who are responsible for placing the equipment into service. This information may increase the interest of your clients in making lighting upgrades. And this tax deduction is in addition to end-user incentives offered through other **New York Energy SmartSM** initiatives.

Beating the ASHRAE/IESNA Standard 90.1-2001 by 50% will be challenging. As trained SCLP Allies, you can set yourself apart from your competition by helping your customers reach these goals.

Note: due to EAct restrictions, prior to installation clients should consult with their tax advisor to make sure they are eligible for the tax deduction.

Allies in Action

***Let's Get Physical.** Several exercise facility projects have recently been submitted by SCLP Allies. One facility was the Excel 180 Fitness Center, a design and build project implemented by **A. E. Rosen**. The relatively small exercise area was lighted with four-lamp T-8s with electronic ballasts, allowing the project to come in below SCLP's 1.0-watt per square foot lighting power allowance (LPA). The design earned **A. E. Rosen** a **\$500 Qualifying Project Incentive**.

***No Village People Were Involved.** Lighting for an expansion of the Glens Falls YMCA was recently designed by **Glens Falls Electric Supply**. A 14,000-square foot gymnasium space addition was recently completed, with another 7,500-square foot gymnasium under construction. The primary addition incorporated a combination of direct/indirect suspended fixtures and recessed parabolic fixtures. At 28% below the SCLP LPA of 1.7-watts per square foot, this project is very energy-efficient and earned **Glens Falls Electric Supply** a **\$750 Qualifying Project Incentive**. The completion of the next phase could earn them a second **\$750 Qualifying Project Incentive**.

***Shop 'til You Drop.** Westbury Property Management, owner of an Oneonta shopping plaza, wants to reduce energy consumption and improve the quality of the lighting in the 15 stores in this property. Working with SCLP Ally **Drogen Electric**, lighting design standards for the basic retail outlets have been created – the first step in developing **The Right LightSM** solution. Starting with the renovation of a vacant 3,200 square foot space, subsequently occupied by McLaughlin's Department Store, the simple lighting design implemented is very energy-efficient. At 35% below SCLP's 1.9-watts per square foot LPA for general illumination, the effective, energy-efficient lighting project earned **Drogen Electric** a **\$500 Qualifying Project Incentive**. Equally important: the potential of an additional 25,000 square feet of **The Right LightSM** to be designed and installed in other stores at Westbury Property Management's site.