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ENERGY STAR® SUMMARY
OF LIGHTING PROGRAMS
BY ENERGY EFFICIENCY PROGRAM SPONSORS (EEPS)

October 2011 Update

The U.S. Environmental Protection Agency (EPA) is pleased to provide the **2011 ENERGY STAR® Summary of Lighting Programs** (Summary). The Summary provides an overview of a variety of residential programs offered by utilities and other energy efficiency program sponsors in the United States to promote ENERGY STAR qualified light bulbs and fixtures, decorative light strings, and ceiling and ventilating fans with light kits. The Summary includes information provided by energy efficiency program sponsors and provides information about their promotions, marketing activities, consumer education and outreach, contact information, and other relevant details.

The Summary of Lighting Programs is divided into the following sections:

1. **Executive Summary**
2. **Program Budget Map, National Rebate Charts and Graphs** – Overview of promotion types for lighting programs across the United States.
3. **Tax Incentives** – A summary table of current sales tax exemptions and income tax credits or deductions available in selected states.
4. **Lighting Programs at a Glance** – A summary table of current lighting promotions organized by state.
5. **Program Details** – In-depth descriptions of each partner's incentive programs, including contact information for program managers.

If you have any questions or comments about the ENERGY STAR Summary of Lighting Programs, please contact Nora Buehler at ICF International, at nbuehler@icfi.com or 202.862.1589.

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Executive Summary

The ENERGY STAR Summary of Lighting Programs presents information submitted by 138 energy efficiency program sponsors from across the United States. They have provided information about 423 individual incentive and promotion programs for ENERGY STAR lighting products including spiral and specialty compact fluorescent light (CFL) bulbs (e.g., decorative bulbs, high-wattage, dimmable); fluorescent light fixtures; light emitting diode (LED) light bulbs and fixtures; decorative light strings; and ceiling fans and components sold separately, such as light kits. Program sponsors also submitted information about a variety of other lighting technologies, such as commercial lighting technologies, which are not covered by an ENERGY STAR specification. In addition, programs that promote ENERGY STAR qualified lighting in residential new construction programs are also highlighted.

From the information submitted by energy efficiency program sponsors, the key highlights include:

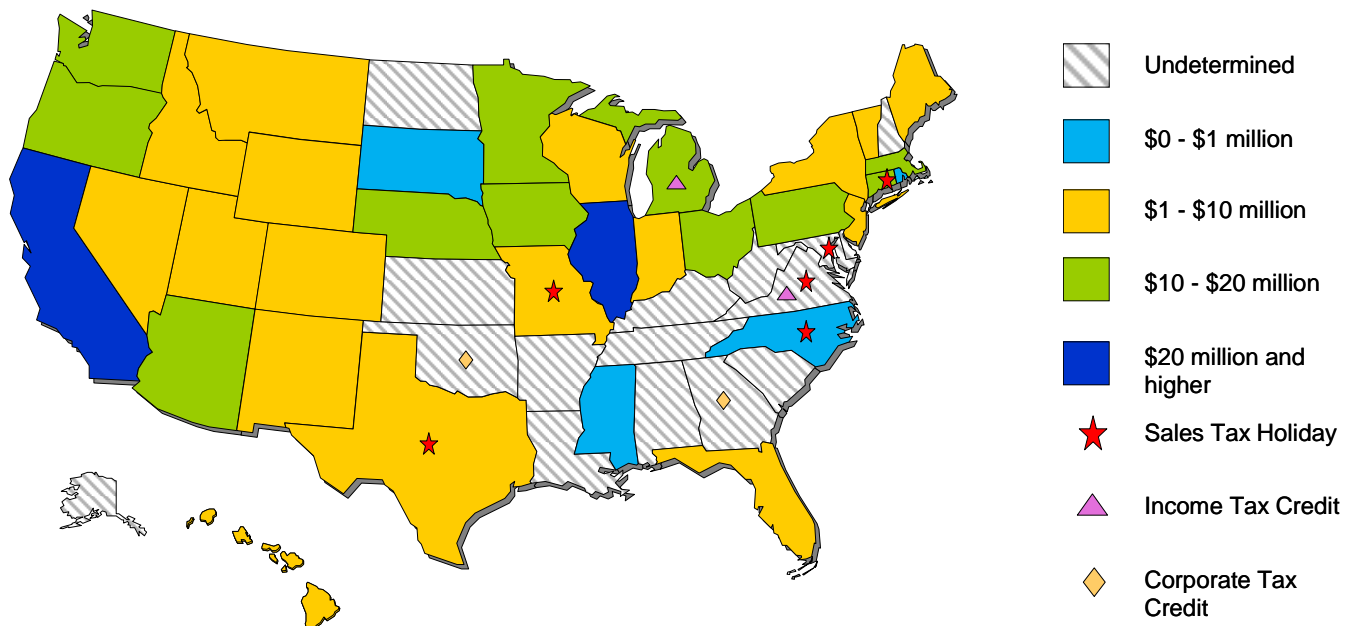
Promotions by Region – The Midwest has the greatest number of lighting promotions with 147, followed by the West and Northeast regions with 113 and 73 respectively. The Mid-Atlantic, Southeast, and Southwest programs submitted about 30 promotions each.

Promotions by Product – While the majority of product promotions are for spiral CFLs (34%) and specialty CFLs (17%) or fluorescent fixtures (13%), a significant number of LED light bulb and fixture promotions have been added to programs in the past year. Together, these LED lighting promotions make up about 19 percent of total submitted promotions.

Promotions by Type – Partners use a variety of methods to promote lighting products. Nearly 40 percent of lighting promotions are provided through buy-down programs (manufacturer and/or retailer), which result in instant in-store discounts for customers. Partners also frequently feature mail-in (30%) and instant rebates (14%) in their programs. Incentives range from \$0.50 for spiral CFLs to \$300 for one of the new construction programs, with the average and most frequent incentives between \$2.00 and \$12.00 (see chart in the next section).

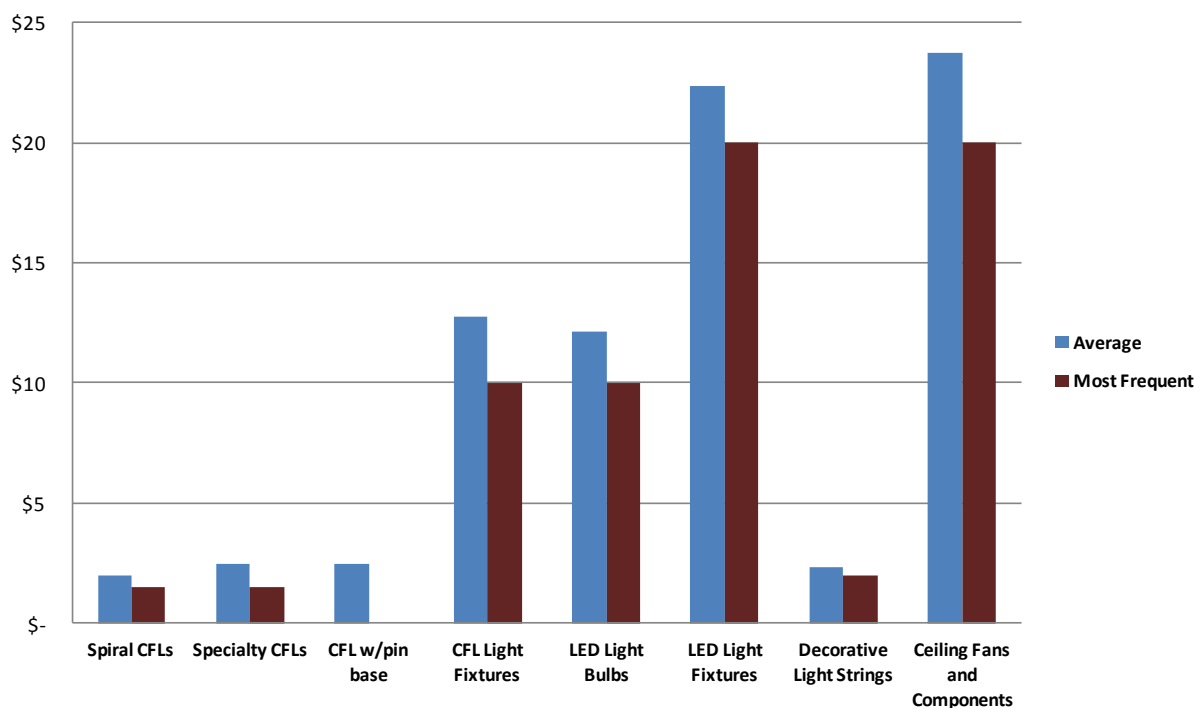
Lighting Program Budget Map

This map shows program budgets for lighting programs by state as reported by the energy efficiency program sponsors. Note: Energy efficiency program sponsors in the “undetermined” states may implement lighting promotion programs in 2011 and beyond, but were unable or did not elect to provide funding information. Likewise, states highlighted in color may not represent all the partner program budgets, as partners in those states also may have elected not to provide budget information. See the individual program entries for details.

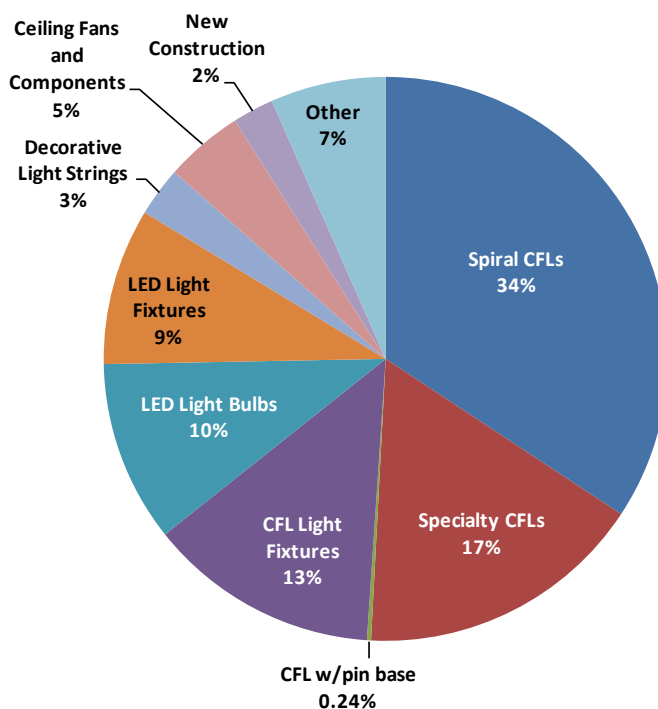


National Lighting Promotion Graphs

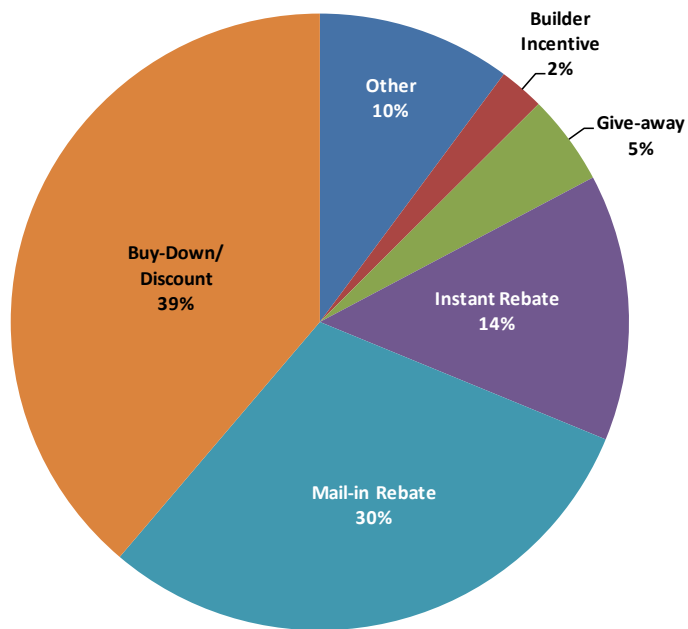
Average and Most Frequent Promotion Amount for ENERGY STAR Lighting Products



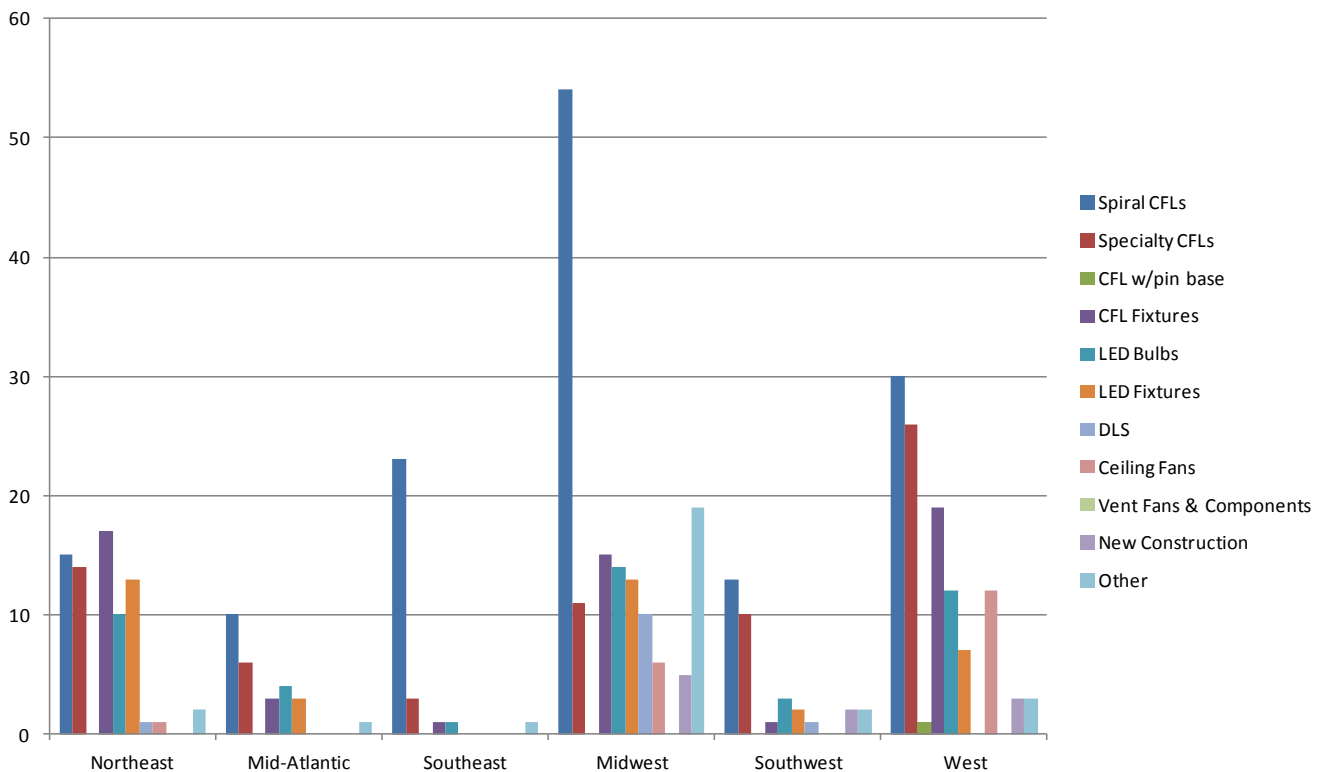
**ENERGY STAR and Energy Efficient Lighting Promotions by Product Type
(Total 423)**



ENERGY STAR and Energy Efficient Lighting Promotions by Type (Total 423)



Total Number of ENERGY STAR and Energy Efficient Lighting Promotions by Type and Region



Tax Incentives at a Glance

This chart provides an overview of tax incentives available, listed alphabetically by state. Lighting incentives have been highlighted in bold font.

State	INCENTIVE TYPE	ELIGIBLE PRODUCTS	TIMEFRAME	WEBSITE(S)
CT	Sales Tax Incentive	ENERGY STAR Products: CFLs , Insulation, Water Heaters, Natural Gas Furnaces and Boilers, and Windows and Doors	Ongoing	http://www.ct.gov/drs/cwp/view.asp?a=1514&q=384952
GA	Corporate Tax Credit	ENERGY STAR Products: Geothermal Heat Pumps	July 1, 2008 until December 31, 2014	http://www.gefa.org/Index.aspx?page=423
MD	Sales Tax Incentive	ENERGY STAR Products: Air Conditioners (both central and room air conditioners); Clothes Washers; Furnaces; Heat Pumps; Standard Size Refrigerators; Compact Fluorescent Light Bulbs ; Dehumidifiers; and Boilers	This incentive will take place annually in February; the first holiday period was 02/19/2011 - 02/21/2011 (2012 dates have not been announced)	http://www.comp.state.md.us/shopmd/default.asp
MI	Personal Tax Credit	ENERGY STAR Products: Insulation, Water Heaters, Furnaces, Windows, Refrigerators, Clothes Washers, and Dishwashers	Expiration Date: 12/31/2011	http://www.legislature.mi.gov/(S(egiv1xv24geuwyb14mo0bs45))/mileg.aspx?page=getObject&objectName=mcl-206-253
MO	Sales Tax Incentive	ENERGY STAR Products: Clothes Washers, Water Heaters, Dishwashers, Conventional Ovens, Ranges, and Stoves, Air Conditioners, Furnaces, Refrigerators, and Freezers	April 19-25 Ongoing - same dates every year	http://dor.mo.gov/tax/business/sales/taxholiday/green/
NC	Sales Tax Incentive	ENERGY STAR Products: Clothes Washers, Freezers and Refrigerators, Central Air Conditioners and Room Air Conditioners, Air-Source Heat Pumps and Geothermal Heat Pumps, Ceiling Fans , and Dehumidifiers	First Friday in November through the following Sunday	http://www.dorn.com/taxes/sales/energystar_holiday.html
OK	Corporate/Personal Tax Credit	ENERGY STAR Products: Roofing Products	Current rules will change beginning July 1, 2012	http://www.oscn.net/applications/oscn/DeliverDocument.asp?CiteID=443877
TX	Sales Tax Exemption	ENERGY STAR Products: Air Conditioners that cost less than \$6,000, Refrigerators that cost less than \$2,000, Clothes Washers, Dishwashers, Dehumidifiers, Ceiling Fans , and CFLs	May 28-30, 2011 Ongoing - Saturday through Monday of Memorial Day weekend every year	http://www.window.state.tx.us/taxinfo/taxpubs/tx96_1331/
VA	Sales Tax Incentive	ENERGY STAR Products: Clothes Washers, Dishwashers, Refrigerators, Dehumidifiers, Ceiling Fans , Lighting , and Central Air Conditioners	The 2011 holiday will take place Friday, October 7, 2011, through Monday, October 10, 2011 (Tax holiday expires 7/1/2012)	http://www.tax.virginia.gov/site.cfm?alias=EnergyStarQualifiedProductsHoliday
VA	Income Tax Deduction	ENERGY STAR Products: Clothes Washers, Room Air Conditioners, Dishwashers, and Standard Size Refrigerators	Year-round Ongoing	http://www.dmme.virginia.gov/DE/taxcredit.shtml

Lighting Programs at a Glance

* = Information from 2010. If the asterisk appears after the partner name, all or most of the information is from 2010; if it appears only on a particular category other than the partner name, then only that field is from 2010. Listed values for target population are assumed to be residential unless otherwise noted.

STATE	PARTNER NAME	PROGRAM BUDGET	TARGET POPULATION	PRODUCTS	INCENTIVE AMOUNT	INCENTIVE TYPE	SUPPORT ACTIVITIES	START DATE	END DATE
AZ	Arizona Public Service	\$1 - \$10 million	1.1 million	Specialty CFLs	\$.05-\$4.00	Buy-Down/Discount	✓	Ongoing	
AZ	Tucson Electric Power*	\$1 - \$10 million	400K	Spiral and Specialty CFLs	Not provided	Buy-Down/Discount	✓	Ongoing	
AZ	Salt River Project	\$1 - \$10 million	850K	Spiral and Specialty CFLs	\$.05-\$4.00	Buy-Down/Discount	✓	3/1/2008	4/30/2011
AZ	Unisource Electric Services*	\$250K - \$1 million	236K	Spiral and Specialty CFLs	Not provided	Buy-Down/Discount	✓	Ongoing	
CA	Anaheim Public Utilities	Not provided	Not provided	Ceiling Fans and Components	\$20	Mail-in Rebate	Not provided	Ongoing	
CA	City of Palo Alto Utilities	Less than \$250K	25K	LED Light Bulbs	TBD	Instant Rebate	Not provided	10/1/2011	Not Provided
CA	Los Angeles Department of Water & Power*	Not provided	1.2 million	Spiral CFLs	Not provided	Buy-Down/Discount	✓	Varies	
CA	Modesto Irrigation District*	\$1 - \$10 million	Not provided	Spiral CFLs	Not provided	Mail-in Rebate	✓	Not provided	
CA	Pacific Gas and Electric Company	\$1 - \$10 million	6 million (Residential and commercial)	Spiral CFLs	\$.30-\$1.90	Buy-Down/Discount	✓	Ongoing	
				Specialty CFLs	\$1.00-\$3.50	Buy-Down/Discount			
		\$1 - \$10 million	800K (Commercial)	LED Light Fixtures	\$30	Mail-in Rebate		1/1/2010	Not Provided
CA	Pacific Power	Less than \$100K	45K	Ceiling Fans and Components	\$20	Mail-in Rebate	✓	Ongoing	
				CFL Light Fixtures	\$20	Mail-in Rebate			
CA	Pasadena Water & Power	Less than \$250K	54K	CFL Light Fixtures	\$25-\$30	Mail-in Rebate	✓	Ongoing	
				Ceiling Fans and Components	\$40-\$50	Mail-in Rebate			
CA	Riverside Public Utilities	Not provided	Not provided	Ceiling Fans and Components	\$25	Mail-in Rebate	Not provided	1/1/2011	Not Provided
CA	Sacramento Municipal Utility District	\$1 - \$10 million	527K	Spiral CFLs	\$.75-\$1.75	Buy-Down/Discount	✓	1/1/2011	12/31/2011
				Specialty CFLs	\$1.50-\$2.50	Buy-Down/Discount			
				CFL Light Fixtures	\$5-\$10	Buy-Down/Discount			

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STATE	PARTNER NAME	PROGRAM BUDGET	TARGET POPULATION	PRODUCTS	INCENTIVE AMOUNT	INCENTIVE TYPE	SUPPORT ACTIVITIES	START DATE	END DATE
				LED Light Bulbs	TBD	Buy-Down/Discount		1/1/2012	12/31/2012
				LED Light Fixtures	Under cabinet fixtures - \$0.80 per linear inch Recessed down lights - \$20 each	Buy-Down/Discount		1/1/2011	12/31/2011
CA	San Diego Gas and Electric	\$1 - \$10 million*	1.4 million	Spiral CFLs	\$0.90-\$1.90	Buy-Down/Discount	✓	1/1/2010	12/31/2012
				Specialty CFLs	\$0.90-\$3.50	Buy-Down/Discount		1/1/2010	12/31/2012
				CFL Light Fixtures	\$5-\$10	Buy-Down/Discount		1/1/2010	12/31/2012
				Specialty CFLs	\$7	Other		1/1/2011	12/31/2011
				LED Light Fixtures	TBD	TBD			
			Commercial	LED Light Fixtures	\$50-\$125	Mail-in Rebate			
				LED Light Fixtures	\$12	Mail-in Rebate			
				LED Light Fixtures	\$45-\$100	Mail-in Rebate			
CA	Silicon Valley Power, City of Santa Clara	Less than \$250K	Residential	LED Light Bulbs	\$15	Mail-in Rebate	✓	7/1/2011	6/30/2012
				Ceiling Fans and Components	\$35	Mail-in Rebate		7/1/2009	6/30/2012
		\$250K - \$1 million	Commercial	LED Light Bulbs	\$25	Mail-in Rebate		7/1/2011	6/30/2012
CA	Southern California Edison	\$10 - \$25 million	4.3 million (Residential and commercial)	Spiral CFLs	\$0.33-\$1.90	Buy-Down/Discount	✓	1/1/2011	12/31/2012
		\$10 - \$25 million	4.3 million (Residential and commercial)	Specialty CFLs	\$0.75-\$3.50	Buy-Down/Discount		1/1/2011	12/31/2012
		\$1 - \$10 million	4.3 million (Residential and commercial)	LED Light Bulbs	\$2-\$25	Buy-Down/Discount		9/15/2011	10/31/2012
		\$1 - \$10 million	≈ 4.04 million	Other (Lamp Exchange)	N/A	Other (Turn-in Event)		1/1/2011	12/31/2012
		\$250K - \$1 million	≈ 4.04 million	CFL Light Fixtures	\$5-\$40	Other (Pilot)		1/1/2011	12/31/2012
		\$250K - \$1 million	≈ 4.04 million	Other (Super-lamps)	TBD	TBD		1/1/2011	12/31/2012
CA, WA	Pacific Power	\$250K - \$1 million	172K	Spiral CFLs	\$0.50-\$1.50	Buy-Down/Discount	✓	Ongoing	

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				Specialty CFLs	\$1.75-\$3.50	Buy-Down/Discount			
CO	Black Hills Energy	Less than \$250K*	92K	Spiral CFLs	Varies	Buy-Down/Discount	✓	7/1/2011	6/1/2012
				Specialty CFLs	Varies	Buy-Down/Discount		9/1/2010	6/1/2012
CO	Colorado Springs Utilities	Less than \$250K	185K	Spiral CFLs	Varies	Buy-Down/Discount	✓	1/1/2010	12/31/2015
				Decorative Light Strings	Varies	Buy-Down/Discount			
		Less than \$250K	25K (Commercial)	Other (T12 to T8 Retrofit)	Varies	Other (Bill Credit)			
CO	Fort Collins Utilities	\$250K - \$1 million	107K	Specialty CFLs	Varies	Buy-Down/Discount	Not provided	Ongoing	
CO	Gunnison County Electric Association, Inc	Not provided	8K (Residential and commercial)	Spiral CFLs	Varies	Instant Rebate	✓	Ongoing	
			Commercial	Other (Commercial Lighting Retrofits)	Varies	Other (Custom)			
CO	Holy Cross Energy	Not provided	Not provided	Spiral CFLs	Up to \$25	Mail-in Rebate	Not provided	Ongoing	
CO	Platte River Power Authority	Less than \$250K	350K	Specialty CFLs	\$1-\$2	Buy-Down/Discount	✓	4/1/2011	3/31/2012
CO, MN, NM	Xcel Energy	\$1 - \$10 million	1.3 million	Spiral CFLs	As little as \$1	Buy-Down/Discount	✓	Ongoing	
		\$250K - \$1 million		Specialty CFLs	As little as \$1	Buy-Down/Discount			
		Not provided		LED Light Bulbs	TBD	Buy-Down/Discount			
CT	Connecticut Light & Power	\$1 - \$10 million*	1.2 million	Spiral CFLs	\$0.50-\$2	Buy-Down/Discount	✓	1/1/2011	12/31/2011
				Specialty CFLs	\$1-\$4	Buy-Down/Discount			
				CFL Light Fixtures	\$10	Instant Rebate			
				Spiral CFLs	\$1.50	Instant Rebate			
				LED Light Fixtures	Not provided	Not provided			
CT	The United Illuminating Company	\$1 - \$10 million*	336K	Spiral CFLs	\$1.50	Buy-Down/Discount	Not provided	Ongoing	
				CFL Light Fixtures	\$10	Instant Rebate			
				LED Light Fixtures	Not provided	Not provided			
CT, MA, ME, NH, NJ, NY, RI,	Northeast ENERGY STAR Lighting Initiative	Not provided	Not provided	Other (All Products)	N/A	N/A	✓	Ongoing	

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STATE	PARTNER NAME	PROGRAM BUDGET	TARGET POPULATION	PRODUCTS	INCENTIVE AMOUNT	INCENTIVE TYPE	SUPPORT ACTIVITIES	START DATE	END DATE
VT									
FL	City of Tallahassee	Less than \$250K*	93K	Spiral CFLs	Not provided	Instant Rebate	Not provided	Ongoing	
				Spiral CFLs	Not provided	Give-away			
FL	JEA	\$1 - \$10 million*	360K	Spiral CFLs	N/A	Recycling	✓	6/1/2009	12/31/2011
				Spiral CFLs	\$0.75-\$1.25	Buy-Down/ Discount		9/1/2010	12/31/2011
				Specialty CFLs	\$1-\$1.25	Buy-Down/ Discount			
				Spiral CFLs	N/A	Give-away			
GA	Cobb Electric Membership Corporation	Not provided	Not provided	Spiral CFLs	N/A	Give-away	Not provided	1/1/2011	12/31/2011
GA	Georgia Power	Not provided	2 million	Spiral CFLs	N/A	Give-away	✓	1/1/2011	12/31/2011
HI	Hawaii Energy	\$1 - \$10 million	Residential and commercial	Spiral CFLs	\$1-\$5	Buy-Down/ Discount	✓	7/1/2011	6/30/2011
		\$1 - \$10 million	Residential and commercial	LED Light Bulbs	\$10-\$37.50	Buy-Down/ Discount			
		Less than \$250K	Residential	Ceiling Fans and Components	\$40	Mail-in Rebate			
ID	Idaho Falls Power	Less than \$250K*	Not provided	Spiral CFLs	up to \$100	Low Interest Loan Program	Not provided	Ongoing	
ID, MT, OR, WA	Bonneville Power Administration	\$1 - \$10 million*	12 million	Spiral CFLs	\$0.50-\$8	Buy-Down/ Discount	✓	4/10/2011	12/12/2011
				Specialty CFLs	\$0.50-\$8	Buy-Down/ Discount			
				CFL Light Fixtures	\$0.50-\$8	Buy-Down/ Discount			
				LED Light Bulbs	\$0.50-\$8	Buy-Down/ Discount			
ID, MT, OR, WA	Columbia River PUD	Not provided	Not provided	Spiral CFLs	\$0.50	Instant Rebate	✓	9/1/2010	9/30/2011
				Specialty CFLs	\$2	Instant Rebate			
ID, MT, OR, WA	Northwest Energy Efficiency Alliance	Not provided	Not provided	Other (All Products)	N/A	N/A	✓	Ongoing	
ID, OR	Idaho Power Company	Not provided	360K	Spiral CFLs	\$1.25-\$1.45	Buy-Down/ Discount	✓	7/1/2009	12/30/2011
				Ceiling Fans and Components	Up to \$20	Mail-in Rebate		Ongoing	
				CFL Light Fixtures	Up to \$15	Mail-in Rebate			

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STATE	PARTNER NAME	PROGRAM BUDGET	TARGET POPULATION	PRODUCTS	INCENTIVE AMOUNT	INCENTIVE TYPE	SUPPORT ACTIVITIES	START DATE	END DATE
ID, UT, WY	Rocky Mountain Power, Inc.	\$1 - \$10 million	1 million	Spiral CFLs	\$1.35-\$1.50	Buy-Down/Discount	✓	Ongoing	
		Specialty CFLs		\$1.35-\$3.50	Buy-Down/Discount				
		\$250K - \$1 million		Ceiling Fans and Components	\$20	Mail-in Rebate			
				CFL Light Fixtures	\$20	Mail-in Rebate			
ID, WA	Avista Utilities	Not provided	Residential and commercial	Specialty CFLs	\$0.50-\$2	Buy-Down/Discount	Not provided	1/1/2011	12/31/2011
IL	Ameren Illinois	\$1 - \$10 million*	Residential	Spiral CFLs	\$1-\$2	Buy-Down/Discount	✓	6/1/2011	5/31/2012
				Specialty CFLs	\$1.50-\$2.50	Buy-Down/Discount		6/1/2011	5/31/2012
IL	Commonwealth Edison	\$10 - \$25 million	3.4 million	Spiral CFLs	\$1-\$1.50	Buy-Down/Discount	✓	6/1/2011	5/31/2014
				Specialty CFLs	\$1.25-\$2	Buy-Down/Discount			
				CFL Light Fixtures	\$5-\$10	Buy-Down/Discount			
				LED Light Bulbs	\$10	Buy-Down/Discount			
				LED Light Fixtures	\$10	Buy-Down/Discount			
IL	Illinois Department of Commerce and Economic Opportunity*	\$10 - \$25 million	Not provided	Spiral CFLs	N/A	Other (Fundraiser)	✓	6/1/2011	5/31/2012
				Other (CFL or LED Light Fixtures)	N/A	New Construction	Not provided		
IL, IN	Midwest Energy Efficiency Alliance	Not provided	Not provided	Spiral CFLs	N/A	Other (Fundraiser)	✓	Ongoing	
IA	Alliant Energy	Less than \$250K	Residential and Builders	New Construction	\$250	Builder Incentive	Not provided	1/1/2011	12/31/2012
		Less than \$250K	Residential and commercial	LED Light Bulbs	\$5 in 2011, \$TBD in 2012	Mail-in Rebate	✓	1/1/2011	12/31/2012
				LED Light Fixtures	\$20 in 2011, \$TBD in 2012	Mail-in Rebate		1/1/2011	12/31/2012
		Less than \$250K	Commercial	Other (LED Traffic Signals)	\$20-\$50	Mail-in Rebate		1/1/2011	12/31/2011
IA	Cedar Falls Utilities*	Not provided	17.5K	Spiral and Specialty CFLs	50% of bulb cost, up to \$5 each	Mail-in Rebate	✓	Ongoing	
				CFL Light Fixtures	\$20	Mail-in Rebate			
				Ceiling Fans and Components	\$20	Mail-in Rebate			

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IA	Central Iowa Power Cooperative	Not provided	Not provided	Spiral CFLs	\$2	Mail-in Rebate	✓	Ongoing	
				CFL Light Fixtures	\$8	Mail-in Rebate			
				Ceiling Fans and Components	\$15	Mail-in Rebate			
				LED Light Bulbs	\$30	Mail-in Rebate			
				LED Light Fixtures	\$30	Mail-in Rebate			
				New Construction	\$200	Builder Incentive			
IA	Spencer Municipal Utilities	Less than \$250K	11.25K	Spiral CFLs	N/A	Trade-in Program	Not provided	1/1/2011	12/31/2011
IA	Waverly Light and Power	Not provided	4.9K	LED Light Bulbs	50% of cost/ up to \$200 per year	Mail-in Rebate	✓	Ongoing	
				LED Light Fixtures	50% of cost/ up to \$200 per year	Mail-in Rebate			
IA, IL, SD	MidAmerican Energy	\$1 - \$10 million	Residential and commercial	Spiral CFLs	\$1.50	Buy-Down/ Discount	✓	Ongoing	
		Less than \$250K	Residential home builders	New Construction	\$20/fixture up to \$300	Builder Incentive	Not provided		
IA, MN	Alliant Energy	\$1 - \$10 million	Residential and commercial	Spiral CFLs	50% off	Mail-in Rebate	✓	Ongoing	
				Spiral CFLs	\$2	Buy-Down/ Discount		10/1/2011	11/30/2011
		Less than \$250K	Residential and commercial	CFL Light Fixtures	\$20	Mail-in Rebate		1/1/2011	12/31/2012
		Less than \$250K	Commercial	Other	\$6-\$23	Mail-in Rebate		1/1/2011	12/31/2011
				Other	\$21-\$42	Mail-in Rebate		1/1/2011	12/31/2011
				Other	\$25-\$50	Mail-in Rebate		1/1/2011	12/31/2011
				Other	\$20	Mail-in Rebate		1/1/2011	12/31/2011
				Other	\$5	Mail-in Rebate		1/1/2011	12/31/2011
IN	Northern Indiana Public Service Company (a NiSource Company)	\$250K - \$1 million	400K	Spiral CFLs	\$1.25-\$1.50	Buy-Down/ Discount	✓	5/1/2011	11/30/2011
		Less than \$250K		Specialty CFLs	\$2.50	Buy-Down/ Discount			
IN	Vectren Energy Delivery	\$250K - \$1 million	120K	Spiral CFLs	Up to \$2	Instant Rebate	✓	4/1/2011	8/22/2011
KS	Westar Energy	Not provided	674K	Spiral CFLs	N/A	Give-away	✓	1/1/2009	1/1/2011
				Other (LED Night Lights)	N/A	Give-away			

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KY	Duke Energy	Not provided	146K	Spiral CFLs	\$8	Instant Rebate	✓	4/18/2011	6/15/2011
KY	Kentucky Department for Energy Development and Independence	Not provided	Not provided	Other	N/A	N/A	✓	Ongoing	
ME	Efficiency Maine	\$1 - \$10 million	686K	Spiral CFLs	Not provided	Buy-Down/Discount	✓	Ongoing	
MD	Constellation Energy/Baltimore Gas and Electric Company	Not provided	1.1 million	Spiral CFLs	Up to \$2	Buy-Down/Discount	Not provided	3/1/2010	12/31/2012
				Spiral CFLs	\$1.50	Instant Rebate			
				Specialty CFLs	Up to \$3.00	Buy-Down/Discount			
				Specialty CFLs	\$1.50	Instant Rebate			
				CFL Light Fixtures	\$10	Instant Rebate		1/1/2012	12/31/2012
				LED Light Bulbs	\$10-\$30	Instant Rebate			
				LED Light Fixtures	\$10-\$30	Instant Rebate			
MD	Southern Maryland Electric Cooperative	Less than \$250K	140K	Spiral CFLs	Up to \$2	Buy-Down/Discount	✓	1/1/2011	12/31/2012
				Spiral CFLs	\$1.50-\$3	Instant Rebate			
				Specialty CFLs	Up to \$2	Buy-Down/Discount			
				Specialty CFLs	\$1.50-\$3	Instant Rebate			
				CFL Light Fixtures	\$10	Instant Rebate			
				LED Light Bulbs	Varies	Instant Rebate			
MD, DC	Potomac Electric Power Company	Not provided	900K (478K in MD)	Spiral CFLs	\$1.50-\$3	Buy-Down/Discount	✓	Ongoing	
MA	Belmont Municipal Light Department*	Not provided	Not provided	Spiral CFLs	N/A	Give-away	Not provided	Ongoing	
MA	Cape Light Compact	\$1 - \$10 million	158K	Specialty CFLs	Not provided	Buy-Down/Discount	✓	Ongoing	
				CFL Light Fixtures	Not provided	Buy-Down/Discount			
				LED Light Bulbs	Not provided	Buy-Down/Discount			
				LED Light Fixtures	Not provided	Buy-Down/Discount			
MA	National Grid	\$250K - \$1 million	25K	Specialty CFLs	Not provided	Buy-Down/Discount	✓	Ongoing	
				CFL Light Fixtures	Not provided	Buy-Down/Discount			

ENERGY STAR® Summary of Lighting Programs – October 2011

STATE	PARTNER NAME	PROGRAM BUDGET	TARGET POPULATION	PRODUCTS	INCENTIVE AMOUNT	INCENTIVE TYPE	SUPPORT ACTIVITIES	START DATE	END DATE
				LED Light Bulbs	Not provided	Buy-Down/ Discount			
				LED Light Fixtures	Not provided	Buy-Down/ Discount			
MA	NSTAR Electric	\$1 - \$10 million	770K	Specialty CFLs	Not provided	Buy-Down/ Discount	✓		Ongoing
				CFL Light Fixtures	Not provided	Buy-Down/ Discount			
				LED Light Bulbs	Not provided	Buy-Down/ Discount			
				LED Light Fixtures	Not provided	Buy-Down/ Discount			
MA	Unitil (MA)	Less than \$250K	25K	Specialty CFLs	Not provided	Buy-Down/ Discount	✓		Ongoing
				CFL Light Fixtures	Not provided	Buy-Down/ Discount			
				LED Light Bulbs	Not provided	Buy-Down/ Discount			
				LED Light Fixtures	Not provided	Buy-Down/ Discount			
MA	Western Massachusetts Electric Company/Northeast Utilities	\$1 - \$10 million	185K	Specialty CFLs	Not provided	Buy-Down/ Discount	✓		Ongoing
				CFL Light Fixtures	Not provided	Buy-Down/ Discount			
				LED Light Bulbs	Not provided	Buy-Down/ Discount			
				LED Light Fixtures	Not provided	Buy-Down/ Discount			
MI	Consumers Energy	\$1 - \$10 million	2.9 million	Spiral CFLs	\$1.50	Buy-Down/ Discount	✓	1/1/2011	12/31/2011
				Specialty CFLs	\$1.50	Buy-Down/ Discount			
MI	DTE Energy	\$10 - \$25 million	2.2 million (Residential and commercial)	Spiral CFLs	\$1.15	Buy-Down/ Discount	✓	1/1/2011	12/31/2012
		Less than \$250K		Spiral CFLs	\$1.50	Instant Rebate			
MI	Lansing Board of Water & Light	Not provided	Not provided	Spiral CFLs	Not provided	Give-away	Not provided	1/1/2011	12/31/2011
				Decorative Light Strings	Not provided	Give-away			
MN	Alexandria Light and Power	Less than \$250K	7.5K	Ceiling Fans and Components	\$25	Mail-in Rebate	✓	1/1/2011	12/31/2012
MN	Austin Utilities	ties into ES budget	12.5K (Residential and commercial)	Spiral CFLs	50% off	Mail-in Rebate	✓	1/1/2011	3/31/2012
				LED Light Bulbs	\$10-\$15	Mail-in Rebate			
MN	Barnesville Municipal Power	Not provided	Not provided	Spiral CFLs	Up to \$5	Instant Rebate	Not provided		Ongoing
				Ceiling Fans and Components	\$25	Mail-in Rebate			
				Decorative Light Strings	\$3.50 per string	Mail-in Rebate			

ENERGY STAR® Summary of Lighting Programs – October 2011

STATE	PARTNER NAME	PROGRAM BUDGET	TARGET POPULATION	PRODUCTS	INCENTIVE AMOUNT	INCENTIVE TYPE	SUPPORT ACTIVITIES	START DATE	END DATE
MN	Beltrami Electric Cooperative	Not provided	Not provided	Spiral CFLs	\$2	Mail-in Rebate	Not provided	Ongoing	
MN	East Grand Forks Water and Light	Not provided	8K	Spiral CFLs	N/A	Give-away	✓	Ongoing	
				Spiral CFLs	50% off up to \$50	Mail-in Rebate			
MN	Marshall Municipal Utilities	Less than \$250K	6.4K	Decorative Light Strings	Up to \$3.50	Mail-in Rebate	✓	Ongoing	
				Other	\$0.20 per watt saved	Mail-in Rebate			
MN	Minnesota Municipal Power Agency	Not provided	Residential	Spiral CFLs	\$2	Mail-in Rebate	✓	1/1/2011	11/30/2011
MN	Minnesota Power	Not provided	137K	Spiral CFLs	Up to \$12	Instant Rebate	Not provided	1/1/2010	12/31/2011
				Spiral CFLs	\$2	Mail-in Rebate			
				CFL Light Fixtures	\$15	Mail-in Rebate			
				Ceiling Fans and Components	\$15	Mail-in Rebate			
				LED Light Bulbs	TBD	TBD		TBD	TBD
MN	North Itasca Electric Cooperative, Inc.	Less than \$250K	Not provided	Spiral CFLs	\$1 or 50% of the cost	Mail-in Rebate	Not provided	Ongoing	
MN	Owatonna Public Utilities	Ties into utility's ENERGY STAR budget	10K (Residential and commercial)	Spiral CFLs	50% off	Mail-in Rebate	✓	1/1/2011	3/31/2012
				LED Light Bulbs	\$10-\$15	Mail-in Rebate			
MN	Rochester Public Utilities	\$250K - \$1 million	45K (Residential and commercial)	Spiral CFLs	50% off	Mail-in Rebate	✓	1/1/2011	3/31/2012
				CFL Light Fixtures	\$15	Mail-in Rebate			
				LED Light Fixtures	\$20	Mail-in Rebate			
				LED Light Bulbs	\$10-\$15	Mail-in Rebate			
MN	Runestone Electric Association	Not provided	Not provided	Spiral CFLs	N/A	Recycling	Not provided	Ongoing	
MN	Shakopee Public Utilities*	Not provided	Not provided	Spiral CFLs	\$2	Mail-in Rebate	Not provided	Ongoing	
MN	Southern Minnesota Municipal Power Agency (SMMPA)	\$1 - \$10 million	110K	Spiral CFLs	\$2 or 50% off	Mail-in Rebate	✓	Ongoing	
				LED Light Fixtures	\$20	Mail-in Rebate			
				CFL Light Fixtures	\$15	Mail-in Rebate			
				Ceiling Fans and Components	\$15	Mail-in Rebate			

ENERGY STAR® Summary of Lighting Programs – October 2011

STATE	PARTNER NAME	PROGRAM BUDGET	TARGET POPULATION	PRODUCTS	INCENTIVE AMOUNT	INCENTIVE TYPE	SUPPORT ACTIVITIES	START DATE	END DATE
				LED Light Fixtures	\$20	Mail-in Rebate			
MS	Mississippi Power	Less than \$250K*	Not provided	Spiral CFLs	Not provided	Give-away	Not provided	Varies	
MO	Ameren Missouri	\$1 - \$10 million	1.2 million	Spiral CFLs	\$1-\$4.50	Buy-Down/Discount	✓	10/1/2010	9/30/2011
				Specialty CFLs	\$1-\$4.50	Buy-Down/Discount			
		\$250K		CFL Light Fixtures	Up to \$15	Mid-stream Incentive			
		\$250K - \$1 million		Spiral CFLs	\$1-\$4.50	Give-away			
MO	City of Springfield*	Not provided	Not provided	Other (Commercial)	Up to \$5,000	Mail-in Rebate	Not provided	1/1/2010	12/31/2010
MO	Empire District Electric*	Less than \$250K	Not provided	New Construction	Up to \$100	Builder Incentive	✓	1/1/2010	12/31/2010
MO	Kansas City Power & Light	Less than \$250K*	Not provided	Spiral CFLs	Not provided	Buy-Down/Discount	Not provided	1/1/2011	12/31/2011
NE	Nebraska Energy Office	\$25 - \$50 million (Revolving loan fund)	Nebraska Residents and Commercial Businesses	Other	Varies	Low Interest Loan	✓	Ongoing	
NE	Nebraska Public Power District	Not provided	Residential	Specialty CFLs	Varies	Mail-in Rebate	✓	1/1/2012	12/31/2012
			Commercial	Other (Commercial)	Varies	Mail-in Rebate		1/1/2012	12/31/2012
NV	NV Energy	\$1 - \$10 million	2.4 million	Spiral CFLs	\$1-\$2	Buy-Down/Discount	✓	Ongoing	
				Specialty CFLs	\$1-\$2	Buy-Down/Discount			
				CFL Light Fixtures	\$10-\$15	Buy-Down/Discount			
NH	New Hampshire Saves	Not provided	540K	Spiral CFLs	\$1-\$7	Buy-Down/Discount	✓	Ongoing	
				CFL Light Fixtures	\$10	Mail-in Rebate			
				LED Light Bulbs	Not provided	Instant Rebate			
				Decorative Light Strings	Not provided	Instant Rebate			
NJ	New Jersey Clean Energy	\$1 - \$10 million	New Jersey residents	CFL Light Fixtures	Varies	Buy-Down/Discount	✓	1/1/2011	12/31/2011
				Spiral CFLs	Varies	Instant Rebate			
				Specialty CFLs	Varies	Instant Rebate			
				CFL Light Fixtures	Varies	Instant Rebate			
				LED Light Bulbs	Varies	Instant Rebate			
				LED Light Fixtures	Varies	Instant Rebate			
NM	El Paso Electric*	\$45K	Not provided	Spiral CFLs	N/A	Give-away	Not	1/1/2010	12/31/2010

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STATE	PARTNER NAME	PROGRAM BUDGET	TARGET POPULATION	PRODUCTS	INCENTIVE AMOUNT	INCENTIVE TYPE	SUPPORT ACTIVITIES	START DATE	END DATE
							provided		
NM	Public Service Company of New Mexico	Not provided	501K	Spiral CFLs	N/A	Buy-Down/ Discount	Not provided	Ongoing	
NY	Long Island Power Authority	\$1 - \$10 million	950K	Specialty CFLs	N/A	Buy-Down/ Discount	✓	1/1/2011	12/31/2012
				LED Light Fixtures	\$15	Buy-Down/ Discount			
				CFL Light Fixtures	\$15	Buy-Down/ Discount			
				Ceiling Fans and Components	\$15	Buy-Down/ Discount			
				Spiral CFLs	N/A	Buy-Down/ Discount		6/1/2011	12/31/2012
NY	New York State Energy Research and Development Authority	TBD for 2012	6 million	Spiral CFLs	N/A	Cooperative Advertising	✓	Ongoing	
				Specialty CFLs	N/A	Cooperative Advertising			
				CFL Light Fixtures	N/A	Cooperative Advertising			
				LED Light Fixtures	N/A	Cooperative Advertising			
NC	Carteret-Craven Electric Cooperative	Less than \$250K	50K	Spiral CFLs	Not provided	Give-away	✓	9/1/2010	12/31/2011
				Spiral CFLs		Other (Fundraiser)			
NC	Central Electric Membership Corp.	Less than \$250K	19.5K	Spiral CFLs	\$0.50-\$15	Mail-in Rebate	Not provided	Ongoing	
				Spiral CFLs	N/A	Give-away			
NC	Lumbee River EMC (Electric Membership Corporation)	Less than \$250K	11K	Spiral CFLs	\$1.25-\$1.85	Instant Rebate	✓	Ongoing	
				Spiral CFLs	N/A	Give-away			
NC	South River Electric Membership Corporation	Not provided	Not provided	Spiral CFLs	\$1	Mail-in Rebate	Not provided	Ongoing	
NC, SC	Duke Energy	Not provided	2.03 million	Spiral CFLs	N/A	Give-away	✓	Ongoing	
NC, SC	Progress Energy	Not provided	5 million	Spiral CFLs	\$1.50	Buy-Down/ Discount	Not provided	Ongoing	
ND	Minnkota Power Cooperative	Not provided	Not provided	Spiral CFLs	\$2 per bulb	Mail-in Rebate	Not provided	Ongoing	
OH	American Electric Power Ohio	\$1 - \$10 million	1.3 million	Spiral CFLs	\$1-\$2 per bulb	Buy-Down/ Discount	✓	4/1/2009	12/31/2011
				Specialty CFLs	\$1-\$2 per bulb	Buy-Down/ Discount			
				Decorative Light Strings	Varies	Instant Rebate			
				CFL Light Fixtures	Varies	Instant Rebate			
				LED Light Bulbs	\$10-\$15	Instant Rebate		9/1/2011	12/31/2011

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STATE	PARTNER NAME	PROGRAM BUDGET	TARGET POPULATION	PRODUCTS	INCENTIVE AMOUNT	INCENTIVE TYPE	SUPPORT ACTIVITIES	START DATE	END DATE
				New Construction	N/A	Builder Incentive		5/1/2011	12/31/2011
OH	Dayton Power & Light Company	\$1 - \$10 million	500K	Spiral CFLs	\$1.30	Buy-Down/Discount	✓	Ongoing	
OH	Duke Energy	Not provided	647K	Spiral CFLs	N/A	Give-away	✓	Ongoing	
OH	Efficiency Smart	\$1 - \$10 million	195K	Spiral CFLs	60-85% off	Instant Rebate	Not provided	1/1/2011	12/31/2011
OH	Illuminating Company (FirstEnergy Utility)	Not provided	Not provided	CFL Light Fixtures	Up to \$10	Mail-in Rebate	Not provided	3/23/2011	12/15/2012
				Spiral CFLs	Not provided	Buy-Down/Discount			
OH	Ohio Edison (FirstEnergy Utility)	Not provided	Not provided	CFL Light Fixtures	Up to \$10	Mail-in Rebate	Not provided	3/23/2011	12/15/2012
				Spiral CFLs	Not provided	Buy-Down/Discount			
OH	Toledo Edison (FirstEnergy Utility)	Not provided	Not provided	Spiral CFLs	Not provided	Mail-in Rebate	Not provided	3/23/2011	12/15/2012
				CFL Light Fixtures	Up to \$10	Buy-Down/Discount			
OR	Coos-Curry Electric Cooperative	Not provided	Not provided	Spiral CFLs	\$2.50	Mail-in Rebate	Not provided	1/1/2011	9/20/2011
				CFL w/pin base	\$2.50	Mail-in Rebate			
OR	Energy Trust of Oregon*	\$1 - \$10 million	1.3 million	Specialty CFLs	Varies	Buy-Down/Discount	Not provided	Ongoing	
OR	Midstate Electric Cooperative	Not provided	Not provided	Spiral CFLs	\$1	Mail-in Rebate	Not provided	Ongoing	
PA	PECO Energy Company	\$10 - \$25 million	1.4 million	Spiral CFLs	\$1-\$2 per bulb	Buy-Down/Discount	✓	7/1/2009	5/31/2011
				Specialty CFLs	\$1-\$2 per bulb	Buy-Down/Discount			
				CFL Light Fixtures	\$15	Instant Rebate			
				LED Light Bulbs	\$15	Instant Rebate			
				LED Light Fixtures	\$15	Instant Rebate			
PA	PPL Electric Utilities	Not provided	1.2 million	Spiral CFLs	\$0.75-\$1	Buy-Down/Discount	✓	1/1/2010	5/31/2013
				Specialty CFLs	\$0.75-\$1	Buy-Down/Discount			
				Spiral CFLs	N/A	Give-away			
				LED Light Bulbs	\$10	Buy-Down/Discount		3/1/2011	5/31/2012
				LED Light Fixtures	\$15	Mail-in Rebate			
				Other (Commercial Incentives)	N/A	Mail-in Rebate			
RI	National Grid	Not provided	465K	Spiral CFLs	Up to \$2	Varies	✓	1/1/2010	12/31/2011
				Specialty CFLs	Up to \$6	Varies			

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STATE	PARTNER NAME	PROGRAM BUDGET	TARGET POPULATION	PRODUCTS	INCENTIVE AMOUNT	INCENTIVE TYPE	SUPPORT ACTIVITIES	START DATE	END DATE
				LED Light Fixtures	Up to \$15	Varies			
				LED Light Bulbs	Up to \$15	Varies			
				CFL Light Fixtures	Up to \$15	Varies			
				CFL Light Fixtures	Up to \$25	Varies			
RI	Pascoag Utility District	Less than \$1K	5K	Spiral CFLs	50% up to \$50	Mail-in Rebate	✓		Ongoing
				CFL Light Fixtures	50% up to \$50	Mail-in Rebate			
		Less than \$30K	340K (Commercial)	Other (Commercial)	50% on retrofit lighting and 30% on new construction lighting	Mail-in Rebate			
SC	South Carolina Electric & Gas	Not provided	Residential	Spiral CFLs	Up to \$2	Buy-Down/Discount	Not provided	2/1/2011	12/31/2012
				Spiral CFLs	\$1.50	Instant Rebate			
				Specialty CFLs	Up to \$2	Buy-Down/Discount			
				Specialty CFLs	\$1.50	Instant Rebate			
				CFL Light Fixtures	\$10	Instant Rebate			
				LED Light Bulbs	Varies	Instant Rebate			
SC	South Carolina Energy Office	Not provided	4.56 million	Spiral CFLs	N/A	Other	✓	Ongoing	
TX	CenterPoint Energy	\$1 - \$10 million	2.1 million	LED Light Bulbs	\$10	Buy-Down/Discount	✓	Ongoing	
		Not provided		New Construction	\$40-\$75	Builder Incentive			
TX	Entergy	Not provided	Commercial	LED Light Fixtures	Not provided	Other	✓	Not provided	
			Not provided	New Construction	Not provided	Builder Incentive			
TX	Oncor	Not provided	Commercial	LED Light Fixtures	Not provided	Mail-in Rebate	Not provided	Ongoing	
VT	Burlington Electric Department	Not provided	20K	Spiral CFLs	\$1-\$6	Buy-Down/Discount	Not provided	Ongoing	
				Spiral CFLs	\$1-\$6	Instant Rebate			
				Specialty CFLs	\$3-\$6	Buy-Down/Discount			
				Specialty CFLs	\$3-\$6	Instant Rebate			
				CFL Light Fixtures	\$10	Instant Rebate			
				LED Light Bulbs	\$30	Instant Rebate			

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STATE	PARTNER NAME	PROGRAM BUDGET	TARGET POPULATION	PRODUCTS	INCENTIVE AMOUNT	INCENTIVE TYPE	SUPPORT ACTIVITIES	START DATE	END DATE
				LED Light Fixtures	\$30	Instant Rebate			
VT	Efficiency Vermont	\$1 - \$10 million	305K	Spiral CFLs	\$1-\$3	Buy-Down/Discount	✓	1/1/2010	12/31/2011
				Spiral CFLs	\$1-\$3	Instant Rebate			
				Specialty CFLs	\$2-\$6	Buy-Down/Discount			
				Specialty CFLs	\$2-\$6	Instant Rebate			
				CFL Light Fixtures	\$10	Instant Rebate			
				LED Light Bulbs	\$15	Instant Rebate			
				LED Light Fixtures	\$20	Instant Rebate			
VA	Virginia Department of Mines, Minerals and Energy*	Not provided	7.2 million	Spiral CFLs	N/A	Other	✓	Ongoing	
WA	Clallam County PUD #1	Less than \$250K	52K	CFL Light Fixtures	\$10	Mail-in Rebate	✓	Ongoing	
				Spiral CFLs	\$1-\$4	Buy-Down/Discount			
				Specialty CFLs	\$1-\$4	Buy-Down/Discount			
WA	Pacific Power	Less than \$200K	127K	CFL Light Fixtures	\$20	Mail-in Rebate	✓	Ongoing	
				Ceiling Fans and Components	\$20	Mail-in Rebate			
WA	Puget Sound Energy	Not provided	1 million	Spiral CFLs	\$1.50	Instant Rebate	✓	1/1/2010	12/31/2013
				Specialty CFLs	\$3	Instant Rebate			
				CFL Light Fixtures	\$12	Instant Rebate			
				LED Light Bulbs	\$10	Instant Rebate			
				LED Light Fixtures	\$20	Instant Rebate			
				New Construction	\$20/fixture above the 50% state requirement if the builder installs at least 80% ENERGY STAR fixtures	Builder Incentive			
WA	Seattle City Light	\$1 - \$10 million	400K	CFL Light Fixtures	\$10	Buy-Down/Discount	✓	Ongoing	
				Spiral CFLs	\$1-\$2	Buy-Down/Discount			

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STATE	PARTNER NAME	PROGRAM BUDGET	TARGET POPULATION	PRODUCTS	INCENTIVE AMOUNT	INCENTIVE TYPE	SUPPORT ACTIVITIES	START DATE	END DATE
				Specialty CFLs	\$2-\$4	Buy-Down/Discount			
WA	Snohomish County PUD	\$250K - \$1 million	313K	Spiral CFLs	\$1-\$4	Buy-Down/Discount	✓	1/1/2007	12/31/2012
				Specialty CFLs	\$1-\$4	Buy-Down/Discount		1/1/2007	12/31/2012
				LED Light Bulbs	\$5-\$10	Buy-Down/Discount		1/1/2012	12/31/2012
				New Construction	\$20/fixture plus an additional \$10/fixture bonus	Builder Incentive		1/1/2011	12/31/2012
WA	Tacoma Power	\$1 - \$10 million	170K	Spiral CFLs	\$1.50-\$2.50	Buy-Down/Discount	✓	1/1/2011	12/31/2012
		\$250K - \$1 million		Specialty CFLs	\$1.50-\$2.50	Buy-Down/Discount			
		\$1 - \$10 million		CFL Light Fixtures	\$20	Buy-Down/Discount			
		Not provided		New Construction	\$300 to the builder for the NW ALP (80% fixtures) or \$20 per fixture	Builder Incentive			
WI	Barron Electric Cooperative	Not provided	Not provided	Spiral CFLs	\$1-\$5	Other (Bill Credit)	Not provided	1/1/2010	12/31/2011
				Decorative Light Strings	\$1-\$5	Other (Bill Credit)			
WI	Dunn Energy Cooperative	Less than \$250K	8.8K	Decorative Light Strings	\$3	Mail-in Rebate	Not provided	1/1/2010	12/31/2011
				Spiral CFLs	\$2	Mail-in Rebate			
WI	Pierce Pepin Cooperative Services	\$250K - \$1 million	6.7K	Spiral CFLs	\$1	Mail-in Rebate	✓	1/1/2011	12/31/2011
				Specialty CFLs	\$2-\$5	Mail-in Rebate			
				CFL Light Fixtures	\$5	Mail-in Rebate			
				LED Light Bulbs	\$2	Mail-in Rebate			
				LED Light Fixtures	\$2	Mail-in Rebate			
				Decorative Light Strings	\$2	Mail-in Rebate			
				Other (Exterior Lighting)	\$15	Mail-in Rebate			
WI	Riverland Energy Cooperative	Not provided	14K	Spiral CFLs	\$1/lamp	Mail-in Rebate	✓	1/1/2010	12/31/2011
				Specialty CFLs	\$2-\$5	Mail-in Rebate			
				Decorative Light Strings	\$2/string	Mail-in Rebate			

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STATE	PARTNER NAME	PROGRAM BUDGET	TARGET POPULATION	PRODUCTS	INCENTIVE AMOUNT	INCENTIVE TYPE	SUPPORT ACTIVITIES	START DATE	END DATE
				CFL Light Fixtures	\$5/fixture	Mail-in Rebate			
				LED Light Bulbs	\$2/bulb/fixture	Mail-in Rebate			
				LED Light Fixtures	\$2/bulb/fixture	Mail-in Rebate			
				LED Light Fixtures	\$15/fixture	Mail-in Rebate			
				Other (Commercial)	\$5-\$15	Mail-in Rebate			
WI	St. Croix Electric Cooperative	Less than \$250K	Not provided	Decorative Light Strings	\$2	Mail-in Rebate	✓	1/1/2010	12/31/2011
				Spiral CFLs	\$1-\$5	Mail-in Rebate			
				LED Light Bulbs	\$2	Mail-in Rebate			
				LED Light Fixtures	\$2	Mail-in Rebate			
WI	Vernon Electric Cooperative	Not provided	Not provided	Spiral CFLs	\$1-\$5	Other (Bill Credit)	Not provided	1/1/2011	12/31/2011
				LED Light Bulbs	\$2-\$15	Mail-in Rebate			
				LED Light Fixtures	\$2-\$15	Mail-in Rebate			
				Decorative Light Strings	\$2	Mail-in Rebate			
WI	Wisconsin Focus on Energy	\$1 - \$10 million	Residential and commercial	LED Light Fixtures	\$25	Mail-in Rebate	✓	1/1/2011	12/31/2011
WY	Cheyenne Light Fuel and Power Co	Not provided	Not provided	Spiral CFLs	N/A	Buy-Down/Discount	✓	6/9/2011	6/8/2012

Lighting Program Details

State(s)	Partner Name / Contact	Program Descriptions
AZ	Arizona Public Service (APS) Tom Hines, APS 602-250-2283 Tom.Hines@aps.com	<p>Specialty CFL Light Bulb Incentives: Buy-down/mark-down. APS offers customers instant discounts on compact fluorescent light bulbs (CFLs) at participating 99 Cents Only, Ace Hardware, Costco, Dollar Tree, Goodwill, Lowe's, Sam's Club, The Home Depot, and Walmart stores. No coupon is needed.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Bill inserts • Media advertising • Billboards • In-store events • Community events <p>Website: www.aps.com/cfls</p>
AZ	Tucson Electric Power (TEP) Monica Blakeslee, Ecos 503-525-2700 ext. 116 mblakeslee@ecosconsulting.com Glen Whitehead, Ecos 503-525-2700 ext. 169 gwhitehead@ecosconsulting.com <i>*** (Some information from 2010) ***</i>	<p>Specialty and Spiral CFL Light Bulb Incentives: Buy-down/mark-down. Preference for 60 watt-equivalent and specialty CFLs. Preference for retailers with strong presence in TEP service territory and willingness to support point-of-purchase materials and in-store events. Looking for environmentally friendly packaging, low mercury levels, third-party testing, CFL recycling and proper disposal opportunities and partnerships. Year-round implementation.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Promotional events at retail store locations. <u>Looking to collaborate with retail and manufacturing partners.</u> • Promotional activities with community partners at various special events, including film festivals, fund-raisers, Change the World, and Earth Day. Media and marketing efforts to support events. <u>Looking to collaborate with retail and manufacturing partners.</u> • Retail staff training and field representative outreach. • CFL recycling for TEP customers. <p>Website: http://www.tucsonelectric.com/Green/Home/ESL.asp</p>
AZ	Salt River Project (SRP) Mark Gagen 602-236-2691 mark.gagen@srpnet.com	<p>CFL Light Bulb Incentive: Buy-down/mark-down. SRP is offering discounts of \$0.50 to \$4 off ENERGY STAR qualified CFLs at participating Home Depot, Lowe's, Wal-Mart, Costco, and Sam's Club locations while supplies last. Go to the website for more information, including a list of participating stores.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Educational and promotional events at participating retailers, local festivals, sporting events, fund raisers and community activities. • Media marketing. • CFL recycling at participating retailers. <p>Website: www.savewithsrp.com</p>

State(s)	Partner Name / Contact	Program Descriptions
AZ	<p>Unisource Energy Services (UES) Monica Blakeslee, Ecos 503-525-2700 ext. 116 mbakeslee@ecosconsulting.com</p> <p>Glen Whitehead, Ecos 503-525-2700 ext. 169 gwhitehead@ecosconsulting.com</p> <p>***<i>(Some information from 2010)</i>***</p>	<p>Spiral CFL Light Bulb Incentives: Buy-down / mark-down. Preference for 60 watt-equivalent and specialty CFLs. Preference for retailers with strong presence in UES service territory and willingness to support point-of-purchase materials and in-store events. Looking for environmentally friendly packaging, low mercury levels, third-party testing, CFL recycling and proper disposal opportunities and partnerships. Year-round implementation.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> Promotional events at retail store locations. <u>Looking to collaborate with retail and manufacturing partners.</u> Promotional activities with community partners at various special events, including film festivals, fund-raisers, Change the World, and Earth Day. Media and marketing efforts to support events. <u>Looking to collaborate with retail and manufacturing partners.</u> Retail staff training and field representative outreach. CFL recycling program for UES customers. <p>Website: http://uesaz.com/Green/Home/ESL.asp</p>
CA	<p>Anaheim Public Utilities Phil Hayes phayes@anaheim.net</p>	<p>Ceiling Fan Incentive: Mail-in rebate. Ceiling Fan \$20 rebate; product must be ENERGY STAR qualified. Subject to available funds. Maximum 3 fans.</p> <p>Customer Hotline: 714-939-9020.</p> <p>Website: http://www.anaheim.net/utilities/adv_svc_prog/nrg_star/ha_intro.html</p>
CA	<p>City of Palo Alto Utilities Andrea Hart 650-329-2652 andrea.hart@cityofpaloalto.org</p>	<p>LED Light Bulb Incentive: Instant rebate. The City of Palo Alto Utilities plans to offer an instant rebate on ENERGY STAR qualified Light Emitting Diode (LED) light bulbs. Specific program details are still being determined.</p> <p>Website: www.cityofpaloalto.org/smartenergy</p>
CA	<p>Los Angeles Department of Water & Power (LADWP) Lucia Alvelais 213-367-4939 Lucia.Alvelais@ladwp.com</p> <p>***<i>(Information from 2010)</i>***</p>	<p>Spiral CFL Light Bulb Incentive: The CFL manufacturer buy-down program will provide incentives to participating lighting vendors resulting in a reduction of the manufacturing cost for specified lighting products, with the expectation that the products will be offered to consumers at a reduced cost.</p> <p>Other Activities: The Commercial Lighting Efficiency Offer (CLEO) offers incentives to commercial customers who retrofit existing lighting systems with qualifying high efficiency lighting products allowing customers to save as much as 25% on their annual lighting cost.</p> <p>Website: www.ladwp.com</p>

State(s)	Partner Name / Contact	Program Descriptions
CA	Modesto Irrigation District Bob Hondeville 209-526-7310 bobho@mid.org Susan Durham 209-526-7303 susand@mid.org <i>*** (Information from 2010) ***</i>	<p>Spiral CFL Light Bulb Incentive: Residential: \$10 rebate when purchasing CFLs totaling \$20 (or more). Limit 2 rebates per household per year. Separate rebate form required. Only District electric residential customers should apply. All applications must be received within 90 days of purchase date or by 12/15/2010, whichever comes first.</p> <p>Other Activities: Non-Residential: Includes accent/directional lighting, controls, delamping, fixtures, signage, and custom lighting projects. Only District electric non-residential customers should apply. All applications must be received within 90 days of purchase date or by 12/15/2010, whichever comes first. Custom rebates for large non-residential projects outside normal rebate parameters.</p> <p>Support Activities: Low-income, school education & community outreach.</p> <p>Website: www.mid.org/rebates</p>
CA	Pacific Gas and Electric Company (PG&E) Winsey Kan (Residential) 415-973-3091 wwl1@pge.com Joey Barr (Commercial) 415-973-2391 c1wa@pge.com	<p>Specialty and Spiral CFL Light Bulb Incentives: PG&E offers a buy-down/mark down incentive of \$.30 to \$1.90 per ENERGY STAR qualified CFL based on lumen output, with up to an additional \$1.60 for specialty bulbs.</p> <p>Commercial LED Light Fixtures Incentive: Mail-in rebate. Pacific Gas & Electric offers rebates for ENERGY STAR qualified LED surface, pendant, and recessed downlight fixtures. Rebates are based on a one for one replacement of incandescent or halogen lamps greater than or equal to 40 watts. Only those ENERGY STAR qualified commercial LED fixtures with a fixture wattage of less than or equal to 15 Watts qualify. Incentive is \$30 per fixture or module paid directly to the customer upon completion of rebate application.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Co-branding • Education • Marketing campaigns • Website <p>Websites: http://www.pge.com/cfl and http://www.pge.com/led</p>
CA	Pacific Power Rodrigo Corona 503-575-4118 rcorona@peci.org	<p>Ceiling Fan Incentive: Mail-in rebate. Pacific Power offers \$20 mail-in rebates for ENERGY STAR qualified ceiling fans.</p> <p>CFL Light Fixture Incentive: Mail-in rebate. Pacific Power offers \$20 mail-in rebates for ENERGY STAR qualified fixtures.</p> <p>Pacific Power is interested in working with both retailers and manufacturers.</p> <p>Support Activities: Listing ENERGY STAR criteria on point of purchase (POP) materials and marketing materials.</p> <p>Website: http://www.homeenergysavings.net/california/lighting.html</p>

State(s)	Partner Name / Contact	Program Descriptions
CA	Pasadena Water & Power Alex Gonzalez 626-744-4699 alexgonzalez@cityofpasadena.net	<p>CFL Light Fixture Incentive: Mail-in rebate. Pasadena Water & Power offers a rebate of \$25 to \$30 for the purchase of an ENERGY STAR qualified CFL hardwired lighting fixture.</p> <p>Ceiling Fan Incentive: Mail-in rebate. Pasadena Water & Power offers a rebate of \$40 to \$50 for the purchase of an ENERGY STAR qualified ceiling fan with CFL bulbs.</p> <p>Customer Hotline: 626-744-6970</p> <p>Website: www.pwpweb.com</p>
CA	Riverside Public Utilities (RPU) Ryan Gleason 951-826-5669 rgleason@riversideca.gov	<p>Ceiling Fan Incentive: Mail-in rebate. RPU is offering a \$25 rebate for ENERGY STAR qualified ceiling fans (8 maximum).</p> <p>Website: http://www.riversideca.gov/utilities/resi-wholehouse.asp</p>
CA	Sacramento Municipal Utility District Debbie Hanner 916-732-5260 dhanner@smud.org	<p>Specialty and Spiral CFL Light Bulb Incentives: Manufacturer and/or Retailer Buy-down. Sacramento Municipal Utility District offers incentives for CFLs of \$.75 for bare spirals and \$2.50 for specialty lamps.</p> <p>CFL Light Fixture Incentive: Manufacturer and/or Retailer Buy-down. Sacramento Municipal Utility District offers incentives of \$5.00 to \$10.00 for ENERGY STAR qualified CFL hard-wired fixtures.</p> <p>LED Light Fixture Incentives: SMUD is also offering incentives on LED under-cabinet fixtures with a max incentive of \$.80 per linear inch, and recessed down lights at \$20 each max.</p> <p>LED Light Bulb Incentive: Beginning in 2012, Sacramento Municipal Utility District will offer upstream incentives for ENERGY STAR qualified LED lamps. The incentives take the form of a retail price buy-down or instant rebate. Manufacturers apply for funding through a comp.</p> <p>Support Activities: Advertising to support incentives and other partnership activities. Participation at trade shows and other special events. Production of fact sheets, bill flyers, web pages and other media.</p> <p>Website: http://www.smud.org/rebates</p>

State(s)	Partner Name / Contact	Program Descriptions
CA	<p>San Diego Gas & Electric (SDG&E) Alton Kwok 858-636-5775 CKwok@semprautilities.com</p> <p>Michael A. Nguyen 858-636-6863 MNguyen@semprautilities.com</p> <p>Teresa Verdugo (Commercial) 858-636-6888 TVerdugo@semprautilities.com</p>	<p>Specialty and Spiral CFS Incentives: SDG&E is offering a buy-down / mark-down incentive to manufacturers of \$0.90 to \$1.90 per CFL based on lumen output, with up to an additional \$1.60 for specialty bulbs. Total program period is through 2012, but is run on an annual basis. In addition, SDG&E offers a mail-in rebate of \$7 on ENERGY STAR qualified screw-in compact fluorescent lamps (covered reflector type only).</p> <p>CFL Light Fixture Incentive: SDG&E is offering a buy-down / mark-down incentive to manufacturers of \$5 to \$10 per fixture.</p> <p>LED Fixtures Incentives: SDG&E is offering mail-in rebates of \$12 to \$125 on the purchase of various LED products, such as high-bay, exterior, or display and refrigerated case lighting.</p> <p>San Diego Gas & Electric is interested in working with both retailers and manufacturers.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • POP information and educational materials • Community outreach and exchange events • Customer communications and PR • Online marketing • Communications via various advertising mediums <p>Website: www.sdge.com/residential/lighting.shtml</p>
CA	<p>Silicon Valley Power, City of Santa Clara Mary Medeiros McEnroe 408-615-6646 mmedeiros@santacclaraca.gov</p>	<p>LED Fixtures Incentives: Mail-in rebate. Silicon Valley Power will rebate \$15 each for up to 6 ENERGY STAR qualified LED light bulbs per residential customer household. Silicon Valley Power offers rebates of \$25 per bulb for qualifying LED light bulbs for commercial customers.</p> <p>Marketing/Outreach: Direct mail and on website</p> <p>Customer Hotline: 408-244-SAVE (7283)</p> <p>Website: www.siliconvalleypower.com/rebates</p>

State(s)	Partner Name / Contact	Program Descriptions
CA	<p>Southern California Edison (SCE) Richard Greenburg 626-633-3063 richard.greenburg@sce.com</p> <p>Dan Aparicio 626-302-0707 dan.aparicio@sce.com</p>	<p>Specialty and Spiral CFL Light Bulb Incentives: Manufacturer buy-down. SCE offers \$0.33 - \$3.50 incentives on single brightness CFLs 30 Watts or less and specialty CFLs and other non-basic CFL products. SCE is interested in working with local manufacturers or those with a strong local presence.</p> <p>CFL Fixture Incentives: Mid-stream incentives. SCE is conducting a trial study of lighting showrooms and web sales with incentives of \$5 - \$40.</p> <p>LED Light Bulb Incentives: Manufacturer buy-down. SCE is conducting trial study of LED pricing, promotion, customer preference. It will offer incentives of \$2 - \$25. SCE is interested in working with manufacturers already selling LED bulbs to large nationwide chain retailers with stores in SCE territory.</p> <p>Other Activities:</p> <ul style="list-style-type: none"> • Plug-in Lamp Exchange, local turn-in events. • Super-lamp program aimed at moving screw-in lighting technology forward. SCE is interested in working with manufacturers of dimmable A-line CFLs who are trying to improve the technology. <p>Support Activities: In-store signage and displays, bill inserts, brochures, and web pages.</p> <p>Websites: http://www.sce.com/residential/rebates-savings/lighting/lighting.htm and www.scelampexchange.com</p>
CA, WA	<p>Pacific Power Rodrigo Corona 503-575-4118 rcorona@peci.org</p>	<p>Specialty and Spiral CFL Light Bulb Incentives: Manufacturer buy-down. Pacific Power is offering mark-down and buy-down for standard and specialty ENERGY STAR qualified CFLs. Specific incentive levels and program restrictions vary per program territories. For more specific information, please see website.</p> <p>Pacific Power is interested in working with both retailers and manufacturers.</p> <p>Support Activities: Listing ENERGY STAR criteria on POP materials and marketing materials.</p> <p>Websites: http://www.homeenergysavings.net/california/lighting.html or http://www.homeenergysavings.net/washington/lighting.html</p>
CO	<p>Black Hills Energy Gene Mantei 719-546-6478 Gene.Mantei@blackhillscorp.com</p>	<p>Specialty and Spiral CFL Light Bulb Incentives: Black Hills Energy offers POP rebates on CFLs at participating retailers. Residential electric customers may purchase up to ten CFLs of different wattage sizes and different configurations. Rebates vary depending upon the type of CFL and its associated retail cost. Rebates are limited to ten per household per year. Visit website for more details.</p> <p>Support Activities: Promotional events at participating retail store locations throughout the year. Bill inserts, billboards, direct mail, point-of-purchase, and other advertising throughout the year.</p> <p>Website: www.BHEHowto.com</p>

State(s)	Partner Name / Contact	Program Descriptions
CO	Colorado Springs Utilities (CSU) Doug Bursnall (Residential) 719-668-8503 dbursnall@csu.org Melodee Gordon (Commercial) 719-668-7451 mdgordon@csu.org	<p>Spiral CFL Light Bulb Incentive: CSU partners with small local lighting retailers and large big-box retailers to provide point-of-sale mark-downs on ENERGY STAR qualified CFLs.</p> <p>LED Decorative Light Strings: Likewise CSU partners with small local lighting retailers and large big-box retailers to provide point-of-sale mark-downs on ENERGY STAR qualified LED Holiday Lighting.</p> <p>For more information, visit the website.</p> <p>Other Activities: CSU also provides incentives to commercial customers for T12 to T8 retrofit projects. Rebate varies from \$9 to \$15 per fixture. All rebates are credited to customer utility account.</p> <p>Support Activities: CSU maintains a field presence in all small and big-box lighting retailers' stores. The local field representation conducts in-store training for sales staff, educates customers on the benefits of CFLs, promotes CFLs at local events, and conducts in-store promotions of CFLs and LED Holiday Lighting.</p> <p>Customer Hotline: 719-688-4800</p> <p>Website: www.csu.org</p>
CO	Fort Collins Utilities Crystal Shafii 970-221-6796 cshafii@fcgov.com	<p>Specialty CFL Light Bulb Incentive: Instant rebate. Fort Collins Utilities, in conjunction with Platte River Power Authority, is partnering with local retailers to bring their customers ENERGY STAR qualified specialty CFLs at \$1-2 off the regular retail prices. Refer to the website for more information.</p> <p>Website: http://www.prpa.org/productservices/lwat.htm</p>
CO	Gunnison County Electric Association (GCEA) Vicki Spencer 970-641-7359 vspencer@gcea.coop	<p>Spiral CFL Light Bulb Incentives: GCEA is offering CFLs to its members for just \$1 a bulb. CFLs are available in 40-, 60-, 75-, and 100-watt equivalents and may be purchased at the GCEA Headquarters in Gunnison, or through GCEA's Crested Butte office.</p> <p>Other Activities: GCEA offers incentive for pre-approved, permanent commercial lighting retrofits. Payments for the lower option of \$250/kW saved, 50% of invoiced fixture and lamp material cost, per project cap of \$20,000.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Co-branded marketing • Bill inserts • Media advertising • Website advertising • Education • Community events <p>Website: www.gcea.coop</p>
CO	Holy Cross Energy Craig Tate 970-229-5356 ctate@holycross.com	<p>Spiral CFL Light Bulb Incentive: Mail-in rebate to cover the cost of ENERGY STAR qualified CFLs purchased at the same time, with a \$25 maximum reimbursement.</p> <p>Website: http://www.holycross.com/green-programs/wecare-program</p>

State(s)	Partner Name / Contact	Program Descriptions
CO	Platte River Power Authority (PRPA) Adam Perry 970-226-4000 perrya@prpa.org	<p>Specialty CFL Light Bulb Incentive: PRPA is partnering with local retailers and cities of Fort Collins, Loveland, Longmont, and Estes Park Colorado to bring their customers ENERGY STAR qualified specialty CFLs at \$1-2 off the regular retail prices. Refer to the website for more information.</p> <p>Support Activities: Co-branded POP materials.</p> <p>Website: http://www.prpa.org/productservices/lwat.htm</p>
CO, MN, NM	Xcel Energy Kim Sherman 612-337-2360 kim.sherman@xcelenergy.com Josh Fields 612-330-2863 Joshua.d.fields@xcelenergy.com	<p>Specialty and Spiral CFL Light Bulb Incentives: Instant rebate. Mark-down promotions on ENERGY STAR qualified CFLs with retail prices as low as \$1.</p> <p>LED Light Bulb Incentives: Instant rebate. Program details to be determined.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • TV advertising • Radio advertising • Events (e.g., Denver Broncos and radio remotes at retail locations) • POP • Print & online advertising <p>Website: www.responsiblebynature.com</p>
CT	Connecticut Light and Power (CL&P) Stephen Ritson, Applied Proactive Technologies 413-731-6546 stephenr@appliedproactive.com	<p>Specialty and Spiral CFL Light Bulb Incentives: Mark-downs through the Negotiated Cooperative Promotions (NCP) process. CL&P is offering retail buy-down of \$.50 to \$4.00 per standard or specialty CFL based on wattage and style. Products must be ENERGY STAR qualified. Instant rebates of up to \$1.50 per package of CFLs are also available.</p> <p>CFL Light Fixture Incentive: Instant Rebate. CL&P is offering instant rebates of \$10 per fixture package. Products must be ENERGY STAR qualified.</p> <p>LED Light Fixtures: CL&P will consider proposals for Solid State Lighting technologies.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Cooperative statewide marketing • In-store promotions and special lighting events • Mass marketing throughout the state via print and radio <p>Other Activities: CFL and lighting fixture sales through online catalog at SmartLivingCatalog.com.</p> <p>Website: http://www.CTEnergyInfo.com/</p>

State(s)	Partner Name / Contact	Program Descriptions
CT	United Illuminating Company (UI) Stephen Ritson, Applied Proactive Technologies 413-731-6546 stephenr@appliedproactive.com	<p>Specialty and Spiral CFL Light Bulb Incentives: UI is offering instant rebates of up to \$1.50 per package of CFLs. Products must be ENERGY STAR qualified.</p> <p>CFL Light Fixture Incentive: Instant rebate. UI is offering instant rebates of \$10 per fixture package. Products must be ENERGY STAR qualified.</p> <p>LED Light Fixtures: UI will consider proposals for Solid State Lighting technologies.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Cooperative statewide marketing • In-store promotions and special lighting events • Mass marketing throughout the state via print and radio <p>Other Activities: CFL and lighting fixture sales through online catalog at SmartLivingCatalog.com.</p> <p>Website: http://www.CTEnergyInfo.com/</p>
CT, MA, ME, NH, NJ, NY, RI, VT	Northeast ENERGY STAR Lighting Initiative Linda Malik, Northeast Energy Efficiency Partnerships (NEEP) 781-860-9177 ext. 115 lmalik@NEEP.org	<p>Program Goals: Coordinate autonomously operating efficiency programs in the Northeast to increase energy savings from ENERGY STAR qualified lighting by increasing regional market share. Increase consumer and retail awareness and understanding of the benefits of ENERGY STAR qualified lighting.</p> <p>CFL and LED Light Bulb and Fixture Incentives: Individual sponsoring programs collaborate with retail and manufacturing partners in developing negotiated agreements.</p> <p>Support Activities: In general, sponsoring efficiency programs offer cooperative marketing.</p> <p>Website: www.neep.org and individual program websites.</p>
FL	City of Tallahassee Utilities Micheal Ohlsen 850-891-6876 Michael.ohlsen@talgov.com	<p>Spiral CFL Light Bulb Incentives: The City of Tallahassee Utilities regularly distributes up to 80,000 CFLs to residential customers through instant discounts at Sam's Club and give-away programs.</p> <p>Support Activities: Distribution of CFLs at public events and during home energy audits.</p> <p>Website: www.talgov.com/you/eplus.cfm</p>

State(s)	Partner Name / Contact	Program Descriptions
FL	JEA Payson Tilden 904-665-6187 tildpj@jea.com	<p>Specialty and Spiral CFL Light Bulb Incentives: Manufacturer buy-down and instant rebate. JEA is offering CFL incentives at selected retail locations, based on bulb type and package size. Discounts range from \$.75 to \$1.25 on single or multi-pack CFLs.</p> <p>Support Activities: Working through a DSM Neighborhood Energy Efficiency program on a free distribution of up to six CFLs per home (and certain other electric and water conservation products) to over 1,700 low-income households.</p> <p>Other Activities: Under the Green Partner program, JEA and selected retailers are offering free CFL recycling at 40 retail store locations across the Jacksonville area. Call (904) 665-6000 or go to the website for more information, including a list of participating retailers.</p> <p>Website: www.jea.com/green</p>
GA	Cobb EMC Nurdan Cornelius 678-355-3560 nurdan.cornelius@cobbenergy.com	<p>Spiral CFL Light Bulb Program: Cobb EMC will distribute 5,000 CFLs to members during community events and/or Annual Meeting.</p> <p>Website: http://www.cobbemc.com/index.shtml</p>
GA	Georgia Power Vicki Nichols 404-506-6778 vdnichol@southernco.com	<p>Specialty and Spiral CFL Light Bulb Program: Georgia Power will distribute more than 100,000 CFLs during outreach and community event</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Cooperative educational and promotional plans • Point-of-purchase display in retailer stores • In-store education events for consumers • Training for retailers • Change the World, Start with ENERGY STAR campaign <p>Customer Hotline: 877-886-2540</p> <p>Website: www.georgiapower.com/Earthcents</p>
HI	Hawaii Energy Larry Newman Lawrence.F.Newman@saic.com	<p>Specialty and Spiral CFL Light Bulb Program: Retailer buy-down. Hawaii Energy is offering instant rebates of \$1 per ENERGY STAR qualified CFL for residential and \$5 per ENERGY STAR qualified CFL for business.</p> <p>LED Incentives: Retailer buy-down. Hawaii Energy is offering instant rebates of \$10 per ENERGY STAR qualified LED for residential and \$35 - \$37.50 per ENERGY STAR qualified LED for business.</p> <p>Ceiling Fan Incentive: Mail-in Rebate. Hawaii Energy is offering a \$40 rebate for ENERGY STAR qualified ceiling fans.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • In-store signage • Customer outreach • Co-marketing through distributors <p>Customer Hotline: 1-808-537-5577</p> <p>Website: http://www.hawaiienergy.com</p>

State(s)	Partner Name / Contact	Program Descriptions
ID	Idaho Falls Power Van Ashton 208-612-8443 vashton@ifpower.org	<p>Spiral and Specialty CFL Light Bulb Incentive: Idaho Falls Power is offering rebates or a zero interest loan program to qualifying customers to purchase and install energy-efficient lighting. Compact florescent light bulbs (Min. \$100.00). See website for more information.</p> <p>Website: www.ifpower.org</p>
ID, MT, OR, WA	Bonneville Power Administration (BPA) Megan McCabe 503-808-9003 mmccabe@fluidms.com Sarah F. Moore 503-230-4157 sfmoore@bpa.gov	<p>Specialty and Spiral CFL Light Bulb Incentives: BPA is providing \$0.50 instant rebates for general purpose CFL bulbs and \$2.00 for specialty CFL bulbs.</p> <p>CFL Light Fixture and LED Incentives: Instant rebates are available for residential light fixtures (\$8 per unit), and incentives are being evaluated for solid-state lighting. Program is scheduled to run through 2012.</p> <p>Other Activities: In addition, direct mail, online offers, bulk purchase and direct install incentives are available for qualifying CFLs. Offers incentives for energy saving showerheads and will identify new technologies such as SSL and dimmable CFLs for future incorporation.</p> <p>BPA is interested in working with both retailers and manufacturers.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Direct mail • Online offers • Bulk purchasing • Direct install incentives available for qualifying CFL bulbs <p>Customer Hotline: 888-553-SIMPLE</p> <p>Website: www.SimpleStepsNW.com</p>
ID, MT, OR, WA	Columbia River PUD Tim Lammers 503-397-8155 tlammers@crpud.org	<p>Specialty and Spiral CFL Light Bulb Incentives: Columbia PUD, in conjunction with BPA, is providing \$0.50 instant rebates for general purpose CFL bulbs and \$2 for specialty CFL bulbs.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Direct mail • Online offers • Bulk purchasing • Direct install incentives available for qualifying CFL bulbs <p>Website: www.crpud.net</p>

State(s)	Partner Name / Contact	Program Descriptions
ID, MT, OR, WA	Northwest Energy Efficiency Alliance (NEEA) Stephanie Fleming 503-827-8416 ext. 245 SFleming@nwalliance.org	<p>Energy-Efficient Lighting Education and Research: Since the late 1990s, NEEA has worked with the region to increase CFL sales by overcoming market barriers like product quality, price and availability. NEEA continues to monitor, track and report on regional CFL product availability, pricing and market share for the region. NEEA also continues to ensure that the most efficient lighting is installed in new residential homes through its Northwest ENERGY STAR Homes initiative.</p> <p>Support Activities: The region has recognized that increased regional collaboration is an essential ingredient to meet its energy efficiency goals. NEEA will also facilitate regional working groups and topical interest groups to address regional energy efficiency needs identified by stakeholders, such as the Northwest Research Group and the Lighting Interest Group.</p> <p>Website: http://nwalliance.org and individual program websites.</p>
ID, OR	Idaho Power Company Patti Best 208-388-5948 pbest@idahopower.com Ryan Hartnett 208-388-5396 rhartnett@idahopower.com	<p>Specialty CFL Light Bulb Incentives: Instant rebate. Idaho Power partners with manufacturers and retailers to offer in-store discounts on select ENERGY STAR qualified CFL bulbs.</p> <p>Ceiling Fan Incentives: Idaho Power offers incentives of up to \$20 for an ENERGY STAR qualified ceiling fan with light kit (not to exceed purchase price).</p> <p>CFL Light Fixture Incentive: Idaho Power offers incentives of up to \$15 for an ENERGY STAR qualified light fixture (not to exceed purchase price).</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Bill inserts • Newsletters • Web content • In-store promotions <p>Website: www.idahopower.com/changealight and www.idahopower.com/homeproducts</p>

State(s)	Partner Name / Contact	Program Descriptions
ID, UT, WA	Rocky Mountain Power Elizabeth Freeman 503-467-0979 efreeman@peci.org Rodrigo Corona 503-575-4118 rcorona@peci.org	<p>Specialty CFL Light Bulb Incentives: Mark-down and buy-down for CFLs. Rocky Mountain Power offers its customers discounts on qualified CFLs at participating retailers.</p> <p>Ceiling Fan Incentive: Rocky Mountain Power offers a \$20 incentive to <u>Utah customers</u> for ENERGY STAR qualified ceiling fans or fan and light kit combinations purchased at participating retailers. Light kits purchased separately from fans do not qualify.</p> <p>CFL Light Fixture Incentive: Rocky Mountain Power offers a \$20 incentive to <u>Utah customers</u> for ENERGY STAR qualified fixtures purchased at participating retailers.</p> <p>Rocky Mountain Power is interested in working with both retailers and manufacturers.</p> <p>Support Activities: Listing ENERGY STAR criteria on POP materials and marketing materials.</p> <p>Website: http://www.homeenergysavings.net/idaho/lighting.html; http://www.homeenergysavings.net/utah/lighting.html; http://www.homeenergysavings.net/washington/lighting.html</p>
ID, WA	Avista Utilities Camille Martin 509-495-4276 Camille.martin@avistacorp.com	<p>Specialty CFL Light Bulb Incentive: Instant rebate. Avista has joined select retailers of ENERGY STAR qualified CFLs to offer affordable prices on energy-saving bulbs. Incentives offered on globes, high-heat reflectors, 3-way twists, candelabras, daylights, and A-lamps.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Community outreach events • Retail energy-efficient lighting promotions <p>Website: www.everylittlebit.com</p>
IL	Ameren Illinois Utilities Karen Warnke 217-535-5028 kwarnke@ameren.com	<p>Specialty and Spiral CFL Light Bulb Incentive: Ameren Illinois residential electricity customers can receive instant rebates on ENERGY STAR qualified CFLs sold at participating Home Depot, Lowe's, Menard's, Sam's Club, Walmart, CVS Pharmacy, Ace Hardware, Family Dollar and more locations. Rebates range from \$1 - \$4.50. For specific stores, visit the website.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Lighting clinics at big box stores (About 60 in 2010) • Community events (e.g., IL State Fair with the Energy Education Council) • Guest presentations about energy efficiency • Trade ally engagement • Host an annual Green Expo in Peoria • Act On Energy website • Direct mail • Bill inserts • Home Energy Report to 125,000 customers • Change the World, Start with ENERGY STAR Campaign <p>Website: www.actonenergy.com</p>

State(s)	Partner Name / Contact	Program Descriptions
IL	Commonwealth Edison Company (ComEd) Alicia Forrester 630-576-6917 alicia.forrester@comed.com	<p>Specialty and Spiral CFL Light Bulb Incentives: Instant shelf discounts on a variety of ENERGY STAR qualified CFLs at participating retailers. There is a 12-bulb limit per customer. Customers should look for the ComEd Smart Ideas "Switch & Save sticker" to identify the discounts.</p> <p>CFL Light Fixture Incentive: Likewise, ComEd offers instant shelf discounts on a variety of ENERGY STAR qualified CFL fixtures at participating retailers. There is a 6 fixture limit per customer.</p> <p>LED Light Bulb Incentive: Instant shelf discounts on select ENERGY STAR qualified LED bulbs at participating retailers. There is a 12 bulb limit per customer. Customers should look for the ComEd Smart Ideas "Switch & Save sticker" to identify the discounts. Discount available while supplies last.</p> <p>LED Light Fixture Incentive: Likewise, ComEd offers instant shelf discounts on select ENERGY STAR qualified LED fixtures at participating retailers. There is a 6 fixture limit per customer.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Bill stuffers/newsletters • Co-op advertising (such as circulars and flyers) with participating retailers • Point-of-purchase displays at participating retail stores • In-store field rep demonstrations • Mass-marketing advertising • Change the World, Start with ENERGY STAR <p>Website: www.ComEd.com/lighting</p>
IL	Illinois Department of Commerce and Economic Opportunity Andrea Reiff 217-785-0164 Andrea.reiff@illinois.gov <i>*** (Some information from 2010) ***</i>	<p>Specialty and Spiral CFL Light Bulb Program: The Illinois Department of Commerce and Economic Opportunity sponsors the Lights for Learning educational fundraiser for Illinois K-12 schools, with schools receiving 50% profit of sales. Implemented by the Midwest Energy Efficiency Alliance (MEEA). The fundraiser also provides a platform for educating students, teachers and the community on energy efficiency. MEEA issues an RFP for a CFL provider.</p> <p>New Construction Incentives: All interior hard-wired fixtures must be ENERGY STAR qualified as part of the Energy Efficient Affordable Housing Construction Program.</p> <p>Other Activities: Public Sector Electric Efficiency program is offered to public sector entities including local, state and federal government, public schools, community colleges and public universities. Incentives are paid after project completion. ENERGY STAR qualified lighting projects that result in less than a 7-year simple payback are eligible.</p> <p>Websites: www.illinoisenergy.org or www.lights4learning.org</p>

State(s)	Partner Name / Contact	Program Descriptions
IL, IN	Midwest Energy Efficiency Alliance (MEEA) Chad Bulman 312-784-7275 cbulman@mwalliance.org	<p>Program Goals: Maintain a balance between customer education and incentives. Continue to educate consumers on CFL mercury and recycling, and help to develop convenient options for recycling CFLs. Encourage a continued focus on CFL market penetration and developing the market for specialty or high-performing CFLs. Look toward the future of solid-state lighting by disseminating information to members, and integrating market-ready LEDs into existing programs. Make most of funding available through current and future legislation on energy efficiency portfolio standards.</p> <p>Spiral CFL Light Bulb Incentives:</p> <ul style="list-style-type: none"> • Lights for Learning student fundraising program, with a buy-down on 50 percent of bulb cost. Available for CFLs and select LED products. Activity budget of \$600,000. Restricted to school groups. Year-round implementation. <u>Partnerships already established.</u> <p>Support Activities:</p> <ul style="list-style-type: none"> • Direct marketing to schools and teachers • Participation in pertinent events and conferences • Multiple contests and press events to recognize sponsors and top-performing schools and students <p>Website: www.lights4learning.org</p>
IA	Alliant Energy Julie Blackwell (Residential) 319-786-4640 julieblackwell@alliantenergy.com Jackie MacLaren (Commercial) 319-786-4350 jackiemaclaren@alliantenergy.com	<p>LED Light Bulb Incentive: Alliant Energy offers a mail-in rebate for ENERGY STAR qualified LED bulbs. The 2011 incentive is \$5.00 per bulb. The incentive will increase for 2012, but has not been determined at this time.</p> <p>LED Light Fixture Incentive: Alliant Energy offers a mail in rebate for ENERGY STAR qualified LED fixtures. The 2011 incentive is \$20.00 per fixture. The incentive will increase for 2012, but has not been determined at this time.</p> <p>New Construction Incentive: Alliant Energy offers builders of and/or customers building ENERGY STAR Homes a bonus incentive of \$250 for installing the ENERGY STAR Advanced Lighting Package. Please visit the website for more information.</p> <p>Other Activities: Alliant offers commercial customer a mail-in rebate on LED replacement traffic lights.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Website • Bill inserts • Direct mail • Trade allies engagement <p>Website: www.alliantenergy.com/rebates</p>

State(s)	Partner Name / Contact	Program Descriptions
IA	<p>Cedar Falls Utilities Energy Services Department 319-266-1761 polson@cfunet.net</p> <p>***<i>(Information from 2010)</i>***</p>	<p>Specialty CFL Light Bulb Incentive: Residential and commercial customers can receive a rebate of 50% of bulb cost, up to \$5 each, for certain types of specialty CFLs. Rebate is limited to 10 bulbs per year for residential customers and 25 bulbs per year for commercial customers.</p> <p>CFL Fixture, Ceiling Fan, and LED Fixtures Incentives: Residential and commercial customers can receive a \$20 rebate each for purchase of qualifying fluorescent fixtures and ceiling fan light kits using pin-based (not screw-in) bulbs. Limit 6 per customer account per year. Commercial customers can receive rebates on linear fluorescent, LED, and high bay fluorescent lighting.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • TV and radio ads • News coverage • Website • Customer newsletter • Public affairs TV programs • Annual Energy Fair consumer education event • Community group presentations <p>Other Activities: Annual recycling event for CFLs and fluorescent tubes is held at the Energy Fair every September. Custom lighting incentives are available for large industrial and commercial retrofit projects.</p> <p>Websites: www.cfu.net/lighting_rebates.php and www.cfu.net/commercial_lighting.pdf</p>
IA	<p>Central Iowa Power Cooperative (CIPCO) Claudia Smith claudia.smith@cipco.net</p> <p>Representing the following utilities: <i>Clarke Electric Cooperative, Inc., Consumers Energy, East-Central Iowa REC, Eastern Iowa Rural Electric Cooperative, Farmers Electric Cooperative, Inc., Guthrie County REC Association, Linn County REC, Maquoketa Valley Electric Cooperative, Midland Power Cooperative, Pella Cooperative Electric Association, Southwest Iowa Rural Electric Cooperative, TIP Rural Electric Cooperative</i></p>	<p>Spiral CFL Light Bulb Incentive: Mail-in rebate. CIPCO member utilities offer a \$2 mail-in rebate on select ENERGY STAR qualified CFLs. Limit 12 per household.</p> <p>CFL Light Fixture Incentive: Mail-in rebate. CIPCO member utilities offer an \$8/fixture mail-in rebate on the purchase of ENERGY STAR qualified hard-wired CFL fixtures.</p> <p>Ceiling Fan Incentive: Mail-in rebate. CIPCO member utilities offer a \$15/fixture mail-in rebate on the purchase of ENERGY STAR qualified ceiling fans with pin-based CFL lighting.</p> <p>LED Light Bulb or Fixture Incentive: Mail-in rebate. CIPCO member utilities offer a \$30/fixture mail-in rebate on the purchase of select ENERGY STAR qualified LED bulbs or fixtures.</p> <p>New Construction Incentives: The members of the Central Iowa Power Cooperative offer builders of ENERGY STAR qualified new homes in its "All-Star Homes" program a \$200 bonus incentive for including the ENERGY STAR Advanced Lighting Package in the home.</p> <p><u>See each utility member's rebate form for eligibility requirements.</u></p> <p>Support Activities: Communications activities are conducted throughout the year. Demonstration and education throughout the year including member appreciation events, annual member meetings, and community events. Participation in annual Iowa Change a Light campaign.</p> <p>Website: www.cipco.net</p>

State(s)	Partner Name / Contact	Program Descriptions
IA	Spencer Municipal Utilities Amanda Gloyd 712-580-5829 amanda.gloyd@smunet.net	<p>Spiral CFL Light Bulb Incentive: Trade-in. Spencer Municipal Utilities is sponsoring a "Trade-a-Light" program for its customers. Customers can receive a free CFL for trading in an incandescent bulb.</p> <p>Website: http://www.smunet.net/</p>
IA	Waverly Light and Power Curt Atkins 319-596-1039 catkins@wlpnet.net	<p>LED Light Bulb and Fixture Incentive: Mail-in rebate. Waverly Light and Power offers a mail-in rebate for 50% of the cost of bulbs/fixture with a maximum incentive of \$200 per address per year for any ENERGY STAR LED fixture or lamp. Please see website for details.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Advertising on website • Bill stuffers <p>Website: http://wlp.waverlyia.com/residential/energy-efficiency-opportunities/rebates.aspx</p>
IA, IL, SD	MidAmerican Energy John O'Roake 319-341-4415 jtoroake@midamerican.com	<p>Specialty and Spiral CFL Light Bulb Incentive: MidAmerican Energy is offering instant rebates to consumers for ENERGY STAR qualified CFL purchases year round. With the instant reward, the bulbs sell for as little as \$0.99 at participating retail stores across the state. Approximately 600,000 discounted CFLs are purchased through this program each year.</p> <p>New Construction Incentive (Iowa only): Builders of ENERGY STAR New Homes in Iowa can receive a bonus rebate of \$20 per fixtures and up to \$300 for homes achieving the ENERGY STAR Advanced Lighting Package.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Bill inserts • Trade ally outreach • E-mail blasts • Web presence <p>Website: www.midamericanenergy.com/ee</p>

State(s)	Partner Name / Contact	Program Descriptions
IA, MN	<p>Alliant Energy Julie Blackwell (Residential) 319-786-4640 julieblackwell@alliantenergy.com</p> <p>Jackie MacLaren (Commercial) 319-786-4350 jackiemacclaren@alliantenergy.com</p>	<p>Specialty and Spiral CFL Light Bulb Incentives:</p> <ul style="list-style-type: none"> • A mail-in rebate covering 50% of the purchase price of ENERGY STAR qualified CFL bulbs is available to Alliant's Iowa and Minnesota customers. Minimum of 5 bulbs per rebate claim form. Maximum of 25 bulbs per residential customer account per year; maximum of 50 bulbs per business customer account per year. • Instant \$2 rebates are offered to consumers for ENERGY STAR qualified CFL purchases during the Change the World campaign from October 1 through November 30. With the instant rebate, CFLs sell for as little as \$0.99. <p>CFL Light Fixture Incentive: Mail-in rebate. Alliant Energy offers a mail in rebate for ENERGY STAR qualified indoor light fixtures. The incentive is \$20.00 per bulb.</p> <p>Other Activities: Various commercial lighting incentives including mail-in rebates for T-8 and T-5 fluorescent lighting, pulse start metal halide fixtures, occupancy sensors, and LED replacement exit signs.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Website • Bill inserts • Direct mail • Trade ally engagement <p>Website: www.alliantenergy.com/rebates</p>
IN	<p>Northern Indiana Public Service Company (NIPSCO) Cindy Jackson 219-647-5253 ccjackson@nisource.com</p>	<p>Specialty and Spiral CFL Light Bulb Incentive: Manufacturer and retailer buy-down with instant discount. NIPSCO has partnered with GE and several local retailers to offer discounts when you purchase select CFL lighting. No coupons or forms are needed. Simply visit a participating retailer and receive instant savings up to 90% off normal retail prices.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • In-store • Online advertising <p>Customer Hotline: 800-464-7726</p> <p>Website: http://www.nipsco.com/save-energy/residential/lightbulb_program.aspx</p>
IN	<p>Vectren Energy Delivery Amanda Eades 812-491-4808 aeades@vectren.com</p>	<p>Specialty and Spiral CFL Light Bulb Incentive: Instant discount. Vectren Energy Delivery offered instant retail discounts on CFLs up to \$2.00 per bulb. Note: This program was suspended 8/22/2011 due to overwhelming customer response.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Bill inserts <p>Customer Hotline: 866-240-8476</p> <p>Website: www.vectren.com</p>

State(s)	Partner Name / Contact	Program Descriptions
KS	Westar Energy Kim Gronniger 785-575-1976 kim.gronniger@westarenergy.com	<p>CFL Light Bulb and LED Night Light Program: Westar Energy distributes CFLs and LED night lights periodically in conjunction with public education events.</p> <p>Note: This program was suspended at the beginning of 2011.</p> <p>Website: www.westarenergy.com/efficiency</p>
KY	Duke Energy Lari Granger 704-382-7525 Lari.Granger@duke-energy.com	<p>Spiral CFL Light Bulb Incentive: Instant rebate. Duke Energy is providing retail coupons with incentives to its customers, which allow the customer to purchase CFLs for around \$1.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Web advertising <p>Website: http://www.duke-energy.com/</p>
KY	Kentucky Department for Energy Development and Independence Lee Colten 502-564-7192 ext 447 Lee.colten@ky.gov	<p>Support Activities: Funds Cooperative Extension Agent - circuit rider for fairs and energy events around the state. Agent develops and maintains exhibit materials on energy efficiency, energy-efficient lighting all over the state and services booths at all events, including the Kentucky State Fair.</p> <p>Website: http://www.energy.ky.gov/dre3/efficiency/changetheworld.htm</p>
ME	Efficiency Maine Richard (Dick) Bacon 207-287-8349 richard.bacon@maine.gov	<p>Spiral CFL Light Bulb Incentive: Efficiency Maine is offering a markdown of CFL bulbs and is promoting ENERGY STAR products.</p> <p>Other Activities: Offers CFL recycling.</p> <p>Website: www.efficiencymaine.com</p>
MD	Baltimore Gas and Electric Company (BGE) Cynthia Edwards 410-470-1312 Cynthia.E.Edwards@constellation.com	<p>Specialty and Spiral CFL Light Bulb Incentives: Instant rebate. BGE is sponsoring mark-downs of up to \$2.00 on CFL bulbs that are determined on a case by case basis.</p> <p>CFL Light Fixture Incentive: Instant rebate. BGE is sponsoring mark-downs on CFL fixtures that are determined on a case by case basis.</p> <p>LED Light Bulb Incentive: Instant rebate. Beginning in 2012, BGE is sponsoring mark-downs on LED bulbs that are determined on a case by case basis.</p> <p>LED Light Fixture Incentive: Instant rebate. Beginning in 2012, BGE is sponsoring mark-downs on LED fixtures that are determined on a case by case basis.</p> <p>Website: http://www.BGESmartEnergy.com</p>

State(s)	Partner Name / Contact	Program Descriptions
MD	Southern Maryland Electric Cooperative (SMECO) Jeffrey Shaw 240-528-9801 jeff.shaw@smeco.coop	<p>Specialty and Spiral CFL Light Bulb Incentives: Instant rebate. SMECO is sponsoring mark-downs of up to \$2.00 on CFL bulbs that are determined on a case by case basis.</p> <p>CFL Light Fixture Incentive: Instant rebate. SMECO is sponsoring \$10 mark-downs on ENERGY STAR CFL light fixtures.</p> <p>LED Light Bulb Incentive: Instant rebate. SMECO is sponsoring mark-downs on LED bulbs that are determined on a case by case basis.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> Cooperative Advertising <p>Website: http://www.smeco.coop/energy/tips/light.html</p>
MD, DC	Pepco Jeffrey Roman 202-872-2142 jgroman@pepcoholdings.com	<p>Spiral CFL Light Bulb Incentive: Pepco is discounting the price of select ENERGY STAR qualified CFLs for Maryland residential customers. Customers will save \$1.50 on each single bulb, and \$3 on multipacks at participating stores.</p> <p>Support Activities: Various events throughout Maryland and the District of Columbia to educate the public about CFLs, and give away CFLs.</p> <p>Website: http://homeenergysavings.pepco.com/md/lighting</p>
MA	Belmont Municipal Light Department Kristina Frizzell 617-993-2808 kfrizzell@town.belmont.ma.us <i>*** (Information from 2010) ***</i>	<p>Spiral CFL Light Bulb Incentive: Give-away. Belmont Municipal Light Department is giving away CFLs (typically 20W-23W) equivalent to a 60W-100W output. Customers have to come by the Belmont Municipal office for the CFLs.</p> <p>Website: www.town.belmont.ma.us/electric</p>

State(s)	Partner Name / Contact	Program Descriptions
MA	Cape Light Compact (CLC) Daniel Krasowsky, Lockheed Martin 508-460-0795 daniel.krasowsky@lmco.com	<p>Specialty CFL Light Bulb Incentive: CLC provides instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified specialty CFL bulbs. Standard CFL bulbs are also being promoted on a limited basis in targeted markets.</p> <p>CFL Light Fixture Incentive: Instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified CFL fixtures.</p> <p>LED Light Bulb Incentive: Instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified LED light bulbs.</p> <p>LED Light Fixture Incentive: Instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified LED light fixtures.</p> <p>Support Activities (including, but not limited to):</p> <ul style="list-style-type: none"> • Change the World, Start with ENERGY STAR Campaign • Sponsor branded marketing and POP • Bill inserts • Media advertising • Educational support (e.g., community events and sales associate / vendor trainings) <p>Customer Hotline: 877-ESTAR-4-U (877-378-2748)</p> <p>Websites: www.masssave.com and www.capelightcompact.org</p>
MA	National Grid Daniel Krasowsky, Lockheed Martin 508-460-0795 daniel.krasowsky@lmco.com	<p>Specialty CFL Light Bulb Incentive: National Grid provides instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified specialty CFL bulbs. Standard CFL bulbs are also being promoted on a limited basis in targeted markets.</p> <p>CFL Light Fixture Incentive: Instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified CFL fixtures.</p> <p>LED Light Bulb Incentive: Instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified LED light bulbs.</p> <p>LED Light Fixture Incentive: Instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified LED light fixtures.</p> <p>Support Activities (including, but not limited to):</p> <ul style="list-style-type: none"> • Change the World, Start with ENERGY STAR Campaign • Sponsor branded marketing and POP • Bill inserts • Media advertising • Educational support (e.g., community events and sales associate / vendor trainings) <p>Customer Hotline: 877-ESTAR-4-U (877-378-2748)</p> <p>Website: www.masssave.com</p>

State(s)	Partner Name / Contact	Program Descriptions
MA	NSTAR Electric Daniel Krasowsky, Lockheed Martin 508-460-0795 daniel.krasowsky@lmco.com	<p>Specialty CFL Light Bulb Incentive: NSTAR Electric provides instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified specialty CFL bulbs. Standard CFL bulbs are also being promoted on a limited basis in targeted markets.</p> <p>CFL Light Fixture Incentive: Instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified CFL fixtures.</p> <p>LED Light Bulb Incentive: Instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified LED light bulbs.</p> <p>LED Light Fixture Incentive: Instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified LED light fixtures.</p> <p>Support Activities (including, but not limited to):</p> <ul style="list-style-type: none"> • Change the World, Start with ENERGY STAR Campaign • Sponsor branded marketing and POP • Bill inserts • Media advertising • Educational support (e.g., community events and sales associate / vendor trainings) <p>Customer Hotline: 877-ESTAR-4-U (877-378-2748)</p> <p>Website: www.masssave.com</p>
MA	UNITIL Daniel Krasowsky, Lockheed Martin 508-460-0795 daniel.krasowsky@lmco.com	<p>Specialty CFL Light Bulb Incentive: UNITIL provides instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified specialty CFL bulbs. Standard CFL bulbs are also being promoted on a limited basis in targeted markets.</p> <p>CFL Light Fixture Incentive: Instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified CFL fixtures.</p> <p>LED Light Bulb Incentive: Instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified LED light bulbs.</p> <p>LED Light Fixture Incentive: Instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified LED light fixtures.</p> <p>Support Activities (including, but not limited to):</p> <ul style="list-style-type: none"> • Change the World, Start with ENERGY STAR Campaign • Sponsor branded marketing and POP • Bill inserts • Media advertising • Educational support (e.g., community events and sales associate / vendor trainings) <p>Customer Hotline: 877-ESTAR-4-U (877-378-2748)</p> <p>Website: www.masssave.com</p>

State(s)	Partner Name / Contact	Program Descriptions
MA	Western Massachusetts Electric Company (WMECO)/Northeast Utilities Daniel Krasowsky, Lockheed Martin 508-460-0795 daniel.krasowsky@lmco.com	<p>Specialty CFL Light Bulb Incentive: WMECO provides instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified specialty CFL bulbs. Standard CFL bulbs are also being promoted on a limited basis in targeted markets.</p> <p>CFL Light Fixture Incentive: Instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified CFL fixtures.</p> <p>LED Light Bulb Incentive: Instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified LED light bulbs.</p> <p>LED Light Fixture Incentive: Instant rebates through retail markdown and buy-down promotions for ENERGY STAR qualified LED light fixtures.</p> <p>Support Activities (including, but not limited to):</p> <ul style="list-style-type: none"> • Change the World, Start with ENERGY STAR Campaign • Sponsor branded marketing and POP • Bill inserts • Media advertising • Educational support (e.g., community events and sales associate / vendor trainings) <p>Customer Hotline: 877-ESTAR-4-U (877-378-2748)</p> <p>Website: www.masssave.com</p>
MI	Consumers Energy Robert Mihos 616-530-4135 rsbihos@cmsenergy.com	<p>Specialty and Spiral CFL Light Bulb Incentive: Consumers Energy offers a buy-down discount program, which results in special pricing on ENERGY STAR qualified CFLs through December 31, 2011 or while supplies last. Buy-down incentives are \$1.50.</p> <p>Consumer Energy is interested in working with manufacturing and retailer partners.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Bill inserts • Mass media • Digital media • Newspapers • E-mail blasts <p>Customer Hotline: 866-234-0445</p> <p>Website: www.consumersenergy.com</p>

State(s)	Partner Name / Contact	Program Descriptions
MI	DTE Energy Denise Allard 313-235-9418 allardd@dteenergy.com	<p>Spiral CFL Light Bulb Incentives: Manufacturer buy-down. DTE Energy electric customers can enjoy special pricing on ENERGY STAR qualified CFLs through December 31, 2012 or while supplies last. Buy-down incentive is \$1.15.</p> <p>In addition, Detroit Edison customers can enjoy \$1.50 in-store CFL coupons at selected local/small retailers.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • POP • In-store events • Bill inserts • CFL Saturday (October 23rd in 2011) • Community events • E-blasts • Website • Change the World, Start with ENERGY STAR <p>Customer Hotline: 866-796-0512</p> <p>Website: www.dteenergy.com</p>
MI	Lansing Board of Water & Light (BWL) Aileen Gow 517-702-6771 aag@LBWL.COM	<p>Spiral CFL Light Bulb Incentive: Give-away. BWL offers an ENERGY STAR CFL Kit give-away (while supplies last) and has established 20 CFL Recycling Sites through the service territory.</p> <p>Decorative Light Strings Incentive: Give-away. BWL offers Holiday LED Light exchange that allows customers to recycle incandescent holiday lights in exchange for new strands of ENERGY STAR qualified LEDs.</p> <p>Customer Hotline: 517-702-6006</p> <p>Website: http://www.lbwl.com/htes.asp</p>
MN	Alexandria Light and Power Vicki Gesell 320-763-6501 vgesell@alputilities.com	<p>Ceiling Fan Incentive: Mail-in rebate. Alexandria Light & Power offers an incentive of \$25 on the purchase of ENERGY STAR qualified ceiling fans.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Web advertising • Bill envelopes • Bill inserts <p>Website: http://www.alputilities.com/</p>

State(s)	Partner Name / Contact	Program Descriptions
MN	Austin Utilities Dave Thompson 507-437-0822 davet@austinutilities.com	<p>Spiral CFL Light Bulb Incentive: Mail-in rebate. Austin Utilities offers a rebate on ENERGY STAR qualified CFLs of 50% of the cost.</p> <p>LED Light Bulb Incentive: Mail-in rebate. Austin Utilities offers a rebate on ENERGY STAR qualified LED bulbs. LED bulbs that are less than or equal to 10 watts will receive a \$10 rebate. LED bulbs that are greater than 10 watts will receive a \$15 rebate.</p> <p>Austin Utilities is interested in working with retailers as opportunities arise.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Community Events • Change the World, Start with ENERGY STAR <p>Customer Hotline: 507-433-8886</p> <p>Website: www.austinutilities.com</p>
MN	Barnesville Municipal Power Guy Swenson 218-354-2723 gswenson@bvillemn.net	<p>Spiral CFL Light Bulb Incentive: Instant rebate. Barnesville Municipal Power is offering coupons to its customers for discounted CFLs and CFL multi-packs.</p> <p>Ceiling Fan Incentive: Mail-in rebate. Barnesville Municipal Power is offering a \$25 mail-in rebate on the purchase of an ENERGY STAR qualified ceiling fan.</p> <p>Decorative Light String (DLS) Incentive: Mail-in rebate. Barnesville Municipal Power is offering a mail-in rebate of \$3.50 per string, up to 6 strings, on the purchase of ENERGY STAR qualified DLS.</p> <p>Website: http://www.brightenergysolutions.org</p>
MN	Beltrami Electric Cooperative Samuel Mason 218-444-2540 smason@beltramielectric.com	<p>Spiral CFL Light Bulb Incentive: Mail-in rebate. Beltrami Electric Cooperative provides incentives on the purchase of a maximum of 12 CFLs per year, \$2 off per bulb.</p> <p>Website: http://www.beltramielectric.com/Conservation_Incentives.aspx</p>
MN	East Grand Forks Water and Light Bonnie Abel 218-773-1163 babel@egf.mn	<p>Spiral CFL Light Bulb Incentive: Mail-in rebate. East Grand Forks Water & Light is offering a rebate of 50% off the package price (maximum rebate is \$50 over a 5 year period) on the purchase of ENERGY STAR qualified CFLs. In addition, East Grand Forks Water and Light distributes a CFL bulb and an energy-efficient night light to each of its new residential customers when they sign up for electricity service.</p> <p>Support Activities: Flyers sent out with utility bills and advertisements in newspapers, radio, and TV.</p> <p>Website: http://www.waterandlight.info</p>

State(s)	Partner Name / Contact	Program Descriptions
MN	Marshall Municipal Utilities Mark Antony 507-537-7005 marka@marshallutilities.com	<p>Decorative Light String Incentive: Mail-in rebate. Marshall Municipal Utilities offers rebates for the purchase of energy saving LED holiday lighting. The rebate amount is \$3.50 per light string or the purchase price of the new lighting, whichever is less. Look for ENERGY STAR qualified light strings!</p> <p>Other Activities: Marshall Municipal Utilities' Residential Lighting Program provides rebates for the purchase of energy-efficient lighting and is based on \$0.20 per watt saved or the purchase price of the bulbs, whichever is less.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Bill inserts • Radio and newspaper advertising • Community events <p>Website: www.marshallutilities.com</p>
MN	Minnesota Municipal Power Agency Kim Lillyblad 612-252-6523 kim.lillyblad@avantenergy.com <i>Representing the following utilities:</i> Anoka, Arlington, Brownston, Buffalo, Chaska, East Grand Forks, Le Sueur, North St. Paul, Olivia, Shakopee, Winthrop	<p>Spiral CFL Light Bulb Incentive: Mail-in rebate. The Minnesota Municipal Power Agency is sponsoring a \$2/bulb rebate or purchase price for ENERGY STAR qualified CFL bulbs. The maximum rebate is \$100 per customer.</p> <p>Other Activities: Cities market rebate program via newsletters, newspaper advertisements, and website information.</p> <p>Website: www.mmpa.org/Our-Communities.aspx</p>
MN	Minnesota Power George Agriesti 218-722-5642 ext. 3167 gagriesti@mnpower.com	<p>Specialty and Spiral CFL Light Bulb Incentive: Minnesota Power is offering a \$2.00 mail-in rebate on CFLs at participating retailers. Limit 12 bulbs per customer per visit.</p> <p>CFL Light Fixture Incentive: \$15 mail-in rebate for ENERGY STAR qualified residential light fixtures available year round. Limited-time promotions with participating retailers offering instant in-store rebates.</p> <p>Ceiling Fan Incentive: \$15 mail-in rebate for ENERGY STAR qualified residential ceiling fans available year round. Limited-time promotions with participating retailers offering instant in-store rebates</p> <p>LED Light Bulb Incentive: Program details to be determined.</p> <p>New Construction Incentive: Triple E New Construction program requires 5 ENERGY STAR qualified residential light fixture installations.</p> <p>Website: www.mnpower.com/foundmoney</p>
MN	North Itasca Electric Cooperative Gerald Loney 218-743-3131 jerry@nieci.com	<p>Spiral CFL Light Bulb Incentives: Mail-in rebate. North Itasca Electric Co-Op offers \$1 rebates or 50% of the cost for CFL bulbs with receipt of purchase. Proceeds go to area food shelves.</p> <p>Website: www.northitascaelectric.com</p>

State(s)	Partner Name / Contact	Program Descriptions
MN	Owatonna Public Utilities Roger Warehime 507-446-5434 warehimer@owatonnautilities.com	<p>Spiral CFL Light Bulb Incentive: Mail-in rebate. Owatonna Public Utilities offers a rebate on ENERGY STAR qualified CFLs of 50% of the cost.</p> <p>LED Light Bulb Incentive: Mail-in rebate. Owatonna Public Utilities offers a rebate on ENERGY STAR qualified LED bulbs. LED bulbs that are less than or equal to 10 watts will receive a \$10 rebate. LED bulbs that are greater than 10 watts will receive a \$15 rebate.</p> <p><u>Owatonna Public Utilities is interested in working with retailers as opportunities arise.</u></p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Community Events • Change the World, Start with ENERGY STAR <p>Customer Hotline: 507-451-2480</p> <p>Website: www.owatonnautilities.com</p>
MN	Rochester Public Utilities Stephanie Humphrey 507-280-1640 shumphrey@rpu.org	<p>Spiral CFL Light Bulb Incentive: Mail-in rebate. Rochester Public Utilities offers a rebate on ENERGY STAR qualified Compact Fluorescent Light bulbs (CFLs) of 50% of the cost.</p> <p>CFL Light Fixture Incentive: Mail-in rebate. Rochester Public Utilities offers a \$15 mail-in rebate on the purchase of select ENERGY STAR qualified CFL fixtures.</p> <p>LED Light Fixture Incentive: Mail-in rebate. Rochester Public Utilities \$15 mail-in rebate on the purchase of select ENERGY STAR qualified Light LED light fixtures.</p> <p>LED Light Bulb Incentive: Mail-in rebate. Rochester Public Utilities offers a rebate on ENERGY STAR qualified Light-Emitting Diode bulbs (LEDs). LED bulbs that are less than or equal to 10 watts will receive a \$10 rebate. LED bulbs that are greater than 10 watts will receive a \$15 rebate.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Bill inserts • Media advertising • Web advertising • Community events • Education <p>Website: www.rpu.org</p>
MN	Runestone Electric Association Dennis Linde 320-762-1121 linde@rea-alp.com	<p>CFL Light Bulb Recycling Program: Free recycling of fluorescent bulbs at Pope/Douglas Solid Waste Management in Alexandria, MN for cooperative members.</p> <p>Website: http://www.runestoneelectric.com/cooperative/enviroment.html#01</p>

State(s)	Partner Name / Contact	Program Descriptions
MN	Shakopee Public Utilities John Crooks 952-233-1523 jcrooks@shakopeeutilities.com <i>*** (Information from 2010) ***</i>	<p>Spiral CFL Light Bulb Incentive: Shakopee Public Utilities is offering a \$2 rebate for ENERGY STAR qualified CFLs. Maximum five CFLs per customer per year.</p> <p>Website: www.shakopeeutilities.com</p>
MN	Southern Minnesota Municipal Power Agency (SMMPA) John O'Neil 507-292-6443 jp.oneil@smmpa.org Representing the following utilities: Blooming Prairie Public Utilities, Fairmont Public Utilities, Grand Marais Public Utilities, Lake City Utilities, Litchfield Public Utilities, Mora Municipal Utilities, New Prague Utilities Commission, North Branch Municipal Water and Light, Preston Public Utilities, Princeton Public Utilities Commission, Redwood Falls Public Utilities, Spring Valley Utilities, Saint Peter Municipal Utilities, Waseca Utilities, Wells Public Utilities	<p>Spiral CFL Light Bulb Incentive: Mail-in rebate. SMMPA offers mail in rebates of \$2 per CFL bulb or 50% off of CFL cost, whichever is greater (not to exceed cost).</p> <p>CFL Light Fixture Incentive: Mail-in rebate. The Southern Minnesota Municipal Power Agency (SMMPA) offers a \$15 rebate on ENERGY STAR qualified CFL fixtures and torchieres.</p> <p>Ceiling Fan Incentive: Mail-in rebate. SMMPA offers a \$15 rebate on ENERGY STAR qualified Ceiling Fans with Lighting, and CFL Light Kits for Ceiling Fans.</p> <p>LED Light Fixture Incentive: Mail-in rebate. SMMPA offers a \$20 rebate on ENERGY STAR qualified LED Fixtures.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Website marketing • Bill inserts • Newspaper inserts • Library displays • Joint promotion with retailers <p>Other Activities: Provide free CFLs to qualified low-income consumers. Commercial CFL rebates also available.</p> <p>Website: www.SaveEnergyInMyCommunity.com</p>
MS	Mississippi Power Frank Magee 228-547-0737 famagee@southernco.com	<p>Spiral CFL Light Bulb Incentive: Give-away. Mississippi Power distributes up to 6,000 CFLs along with educational materials to customers, employees and members of the community through a variety of events.</p> <p>Website: www.mississippipower.com</p>
MO	Ameren Missouri Michael D'Argo 708-478-0871 michaeld@appliedproactive.com	<p>Specialty and Spiral CFL Light Bulb Incentives: Manufacturer buy-down and instant rebate. Missouri residential customers can visit participating retailers in Missouri and receive instant discounts on purchases of CFLs. This annual in-store instant rebate campaign typically runs while supplies last during the second half of the year.</p> <p>CFL Light Fixture Incentive: Manufacturer, retailer, other mid-stream incentive. Program details not provided.</p> <p>Other Activities: Ameren Missouri provided community organizations with CFLs at no charge for distribution to their existing networks.</p> <p>Customer Hotline: 888-389-1447</p> <p>Website: www.actonenergy.com</p>

State(s)	Partner Name / Contact	Program Descriptions
MO	City Utilities of Springfield Cara Shaefer 417-831-8348 Cara.Shaefer@cityutilities.net T.J. Conyers 417-831-8614 TJ.Conyers@cityutilities.net *** <i>(Information from 2010)</i> ***	<p>Commercial Incentives: Lighting rebate offered for commercial electric customers on retrofitting existing T-12 lamps and magnetic ballasts with T-8 lamps and electronic ballasts, or making high-bay lighting retrofits. The T-12 to T-8 rebate is based on the fixture, and the high-bay rebate is based on kW reduction. Customers may receive up to \$5,000 in rebates per program year, October 1 through September 30, 2010 (while program funds are available).</p> <p>Program requires that lamps and ballasts are recycled through a recycling vendor chosen by the customer.</p> <p>Website: www.cuenergywise.com</p>
MO	The Empire District Electric Company Sherry McCormack 417-625-6519 SMcCormack@EmpireDistrict.com *** <i>(Information from 2010)</i> ***	<p>New Construction Incentive: Low Income New Homes program provides incentives up to \$100 for the installation of ENERGY STAR qualified light fixtures.</p> <p>Support Activities: Mail distribution and promotional/educational events will be implemented for CFLs. Various media utilized to raise awareness of ENERGY STAR and knowledge on CFLs.</p> <p>Website: https://www.empiredistrict.com/EnergySolutions/Electric.aspx</p>
MO	Kansas City Power & Light Mike Schiffman 816-654-1776 mike.schiffman@kcpl.com	<p>Spiral CFL Light Bulb Incentive: Instant discount. Missouri residential customers can visit participating retailers in Missouri and receive instant discounts on purchases of CFLs. This annual in-store instant rebate campaign typically runs while supplies last during the second half of the year.</p> <p>Website: http://www.kcpl.com/residential/changelight.html</p>
NE	Nebraska Energy Office Bruce Hauschild 402-471-2867 bruce.hauschild@nebraska.gov	<p>Other Activities: Low interest loan. The Nebraska Energy Office offers residents financing through "Dollar and Energy Savings Loans" for the purchase of ENERGY STAR qualified lighting including CFLs, Residential Light Fixtures, and Ceiling Fans. The financing will also cover Full-Sized Fluorescent, HID, Exit Signs, Traffic Signals, Occupancy Sensors, Photocells, and Time Clocks when total connected wattage is reduced by 15%.</p> <p>Support Activities: Website advertising</p> <p>Website: http://www.neo.ne.gov/loan/index.html</p>
NE	Nebraska Public Power District Cory Fuehrer 402-362-7390 crfuehr@nppd.com	<p>Specialty CFL Light Bulb Incentive: Mail-in rebate. See website for details.</p> <p>Commercial Lighting Incentives: Mail-in rebate. Various technologies available; see website for details.</p> <p>Website: http://www.nppd.com/energywise</p>

State(s)	Partner Name / Contact	Program Descriptions
NV	NV Energy Adam Grant 702-402-2183 agrant@nvenergy.com	<p>Specialty and Spiral CFL Light Bulb Incentives: Upstream buy-down and instant rebate. NV Energy offers customers instant discounts of \$1 to \$2 per bulb on a variety of CFLs, and \$10 to \$15 discounts on a variety of light fixtures at participating retailers. No coupon is needed.</p> <p>Other Activities: Product recycling available.</p> <p>Customer Hotline: 866-368-1451</p> <p>Website: http://www.nvenergy.com/saveenergy/home/rebates/lighting.cfm </p>
NH	<p>New Hampshire Saves Program (NH Saves) Program Contact – Melissa Benerakis, Applied Proactive Technologies 877-366-3749 melissa.benerakis@appliedproactive.com</p> <p>Kate Ringe-Welch, National Grid 410-267-6660 katherine.ringe@us.ngrid.com</p> <p>Patti Corbeil, New Hampshire Electric Co-Op 603-536-8637 corbeilp@nhec.com</p> <p>Jack Schelling, Public Service of New Hampshire 603-634-2721 schellje@psnh.com</p> <p>Rebecca Scott, UNITIL 603-294-5126 scott@unitil.com</p>	<p>Specialty and Spiral CFL Light Bulb Incentives: Instant rebate. Incentive levels are \$1 to \$7 on single and multi-pack CFLs. Customers print coupons for an instant discount at participating retailers. There are more than 130 retail store locations participating in New Hampshire. Discounts are also available through the 2011 NH Saves Online Catalog.</p> <p>CFLS Light Fixture Incentive: Mail-in rebate. NH Saves offers a mail-in rebate incentive of \$10 per fixture. There are more than 90 retail store locations participating in New Hampshire. Discounts are also available through the 2011 NH Saves Online Catalog.</p> <p>LED Light Bulb Incentive: NH Saves offers the Cree CR6 Downlight Module and the GE 7 Watt PAR-20 Reflector in the 2011 NH Saves Online Catalog.</p> <p>Decorative Light String Incentive: NH Saves offers a selection of LED decorative light strings for sale in the 2011 NH Saves Online Catalog.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Consumer education • Bill inserts • In-store POP materials • Corporate energy fairs • NH Saves Lighting Catalog • Cooperative advertising funds are available for retail partners. They must use both ENERGY STAR and utility logos. <p>Website: www.nhsaves.com</p>

State(s)	Partner Name / Contact	Program Descriptions
NJ	<p>New Jersey Clean Energy Program (NJCEP) Pedro Cabrera, Honeywell 973-890-9500 ext 3027 pedro.j.cabrera@honeywell.com</p>	<p>CFL Light Fixture Incentives: Buy-down incentives available to trade allies that will result in instant discounts on ENERGY STAR qualified CFL light fixtures. Incentives vary. Discounted CFL light fixtures are also available through an online catalog.</p> <p>Specialty, Spiral CFL Light Bulbs, LED Light Bulbs and Fixture Incentives: Discounts on various ENERGY STAR-qualified lighting products available through NJCEP's online catalog.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Co-op advertising • Brochures • Energy education and lighting events at major retail locations throughout the state <p>Customer Hotline: 1-866-NJSMART</p> <p>Website: www.njcleanenergy.com or www.energyfederation.org/njcleanenergy</p>
NM	<p>El Paso Electric Billy Massie 575-523-3570 Bmassie2@epelectric.com</p> <p>***<i>(Information from 2010)</i>***</p>	<p>CFL Incentives: CFL give-aways implemented through the Community Action Agency.</p> <p>Support Activities: Marketing and outreach will be done through the Community Action Agency.</p> <p>Website: http://www.epelectric.com/</p>
NM	<p>Public Service Company of New Mexico (PNM) Emma van Moorsel 505-241-4425 emma.vanmoorsel@pnm.com</p>	<p>CFL Incentives: Instant rebate. PNM residential electric customers can receive instant rebates on CFLs at participating smaller independent retail stores and markdowns on CFLs at larger retailers. No coupon is needed. Go to the website for more information, including the full list of participating stores.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Field representative outreach to retail partners • Point-of-purchase materials • In-store demonstrations • Retail staff training • Billboard advertising in Albuquerque • Monthly bill enclosure to customers • Distribution of residential energy efficiency program brochure <p>Other Activities: Sales of discounted CFLs through online retail store.</p> <p>Website: www.pnm.com/cfl</p>

State(s)	Partner Name / Contact	Program Descriptions
NY	<p>Long Island Power Authority (LIPA) Renee Crespi 631-755-5301 rcrespi1@service.lipower.org</p>	<p>Specialty and Spiral CFL Light Bulb Incentives: Manufacturer buy-down. LIPA is offering markdowns for ENERGY STAR qualified specialty CFL packages (including globes, A-lamps, three-way, and dimmable bulbs), and for ENERGY STAR qualified reflector lamp packages. Incentives also available for spiral CFLs.</p> <p>CFL Light Fixture and Ceiling Fan Incentives: Manufacturer Buy-down. LIPA is offering markdowns for CFL Lighting fixtures and Ceiling Fans.</p> <p>LED Light Fixtures: Manufacturer buy-down. LIPA is offering markdowns for Solid State Lighting fixtures.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> Retailer cooperative advertising opportunities to promote ENERGY STAR qualified CFLs, light fixtures and ceiling fans. <p>Website: www.lipower.org/efficiency</p>
NY	<p>New York State Research and Development Authority (NYSERDA) Ryan Moore 518-862-1090 ext. 3267 rtm@nyserda.org</p> <p>Kerry Hogan 518-862-1090 ext. 3509 kph@nyserda.org</p>	<p>Energy Efficiency Lighting Market Awareness Program: Cooperative advertising. The goal of the program is to increase the awareness and education, market share, and product line of ENERGY STAR qualified CFLs, fixtures and Solid State Lighting/LED technologies. Retailers and manufacturers who sign a partnership agreement are eligible for cooperative funding, free point-of-purchase materials, free in-store sales staff training, and the opportunity to collaborate with other NYSERDA programs in the single family, multifamily, and low-income markets. Retailer incentives available based on the number of retail storefronts.</p> <p>The program is open enrollment to all retailers and manufacturers that meet the eligibility requirements set forth in the program's partnership agreements. Any interested retailers and manufacturers need to complete a partnership agreement to enroll in the Program and become eligible for co-operative incentives. Retailer and manufacturer collaboration is the backbone of the program. <u>The program hopes to partner with as many retailers and manufacturers as possible as long as the partnership has a direct benefit to New York State.</u> Funding for 2012 has yet to be determined. Funding waves run one calendar year for all partner types.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> Cooperative advertising and promotions for CFLs and fixtures Partners can utilize cooperative funding for: <ul style="list-style-type: none"> Buy-downs Educational displays Training Advertising Activities (within reason) that will effectively educate New Yorkers on energy-efficient lighting. <p>Website: www.getenergysmart.org</p>

State(s)	Partner Name / Contact	Program Descriptions
NC	Carteret-Craven Electric Cooperative (CCEC) Lisa Galizia 252-727-2238 lisat@ccemc.com Gary Zajac 252-727-2231 garyz@ccemc.com	<p>Spiral CFL Light Bulb Incentives: Give-away. CCEC provides CFLs to residential members who request an energy audit. CCEC is also giving CFLs to schools for various school organizations to sell at a suggested \$2 per CFL. These organizations then have the opportunity to earn more than \$100,000 collectively from the CFL sales.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Member newsletter. • Public presentations and school presentations. • Internal CFL promotions at Annual Meetings. • Content on CFL options and the use of a meter comparator to educate the public about the value of installing CFLs. <p>Websites: http://www.carteretcravenelectric.coop/ and www.togetherwesave.com</p>
NC	Central Electric Membership Corporation (CEMC) Nancy Gust 919-774-4900 gustn@cemcpower.com Janet Trevino 919-774-4900 trevinoj@cemcpower.com	<p>Spiral CFL Light Bulb Incentives: Mail-in rebate. CEMC offers members a \$0.50 rebate for every CFL they purchase up to 30 bulbs per year. Members are required to provide receipts, full names and account numbers, and complete mailing addresses. Receipt must be dated within three months of the date of the submission. CEMC also offers give-aways to new members or members moving.</p> <p>Website: www.centralelectriconline.com</p>
NC	Lumbee River Electric Membership Corporation (EMC) Misha Melvin 910-843-4131 misha.melvin@lumbeeriver.com	<p>Spiral CFL Light Bulb Incentives: Instant Rebate. Lumbee River EMC offers customers 13-watt ENERGY STAR qualified CFLs for \$1.25 each and 26-watt ENERGY STAR qualified CFLs for \$1.85 each. They also provide CFL give-aways at scheduled community outreach events.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Employee communication • Planned community events • Newsletters, bill inserts, phone messages, and website information • Promotions for CFL Recycling Program <p>Website: www.lumbeeriver.com</p>
NC	South River Electric Membership Corporation Catherine O'Dell 910-230-2982 codell@sremc.com	<p>Spiral CFL Light Bulb Incentive:</p> <ul style="list-style-type: none"> • \$1 mail-in rebate on the purchase of ENERGY STAR qualified CFLs. • CFL recycling at the South River EMC Office. <p>Website: www.sremc.com</p>

State(s)	Partner Name / Contact	Program Descriptions
NC, SC	Duke Energy Lari Granger 704-382-7525 Lari.Granger@duke-energy.com	<p>Spiral CFL Light Bulb Incentive: Give-away. Duke Energy provides free CFLs to customers through various channels; phone, web and On-line Services. Duke Energy customers can check eligibility to participate in the CFL offer and the Energy Savings CFL kit will be mailed directly to the customer's home.</p> <p>Support Activities: Various marketing channels are utilized to educate customers on free offer including</p> <ul style="list-style-type: none"> • Direct mail • Bill messages • Bill envelopes • Bill messages • State landing page promos • E-mail • Social media and earned media <p>Website: http://www.duke-energy.com/freecfls</p>
NC, SC	Progress Energy Amy Sadler 919-546-2610 Amy.Sadler@pgnmail.com	<p>Spiral CFL Light Bulb Incentive: Progress Energy has worked with major retailers to negotiate special savings on a wide variety of CFLs that are discounted in the store. The discounts will save consumers an average of \$1.50 per CFL bulb instantly; no coupons are required. Customers can identify the CFLs by the Progress Energy special pricing sticker.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Community events at major retailers <p>Website: www.savethewatts.com</p>
ND	Minnkota Power Cooperative Lisa Pickard 701-795-4218 lpickard@minnkota.com <p>Representing the following municipal utilities: <i>Bagley, Baudette, Fosston, Halstad, Hawley, Roseau, Stephen, Thief River Falls, and Warren</i></p> <p>Representing the following rural electric cooperatives: <i>Beltrami, Clearwater-Polk, North Star, PKM, Red Lake, Red River Valley, Roseau, and Wild Rice</i></p>	<p>Spiral CFL Light Bulb Incentive: Mail-in rebate. Minnkota Power Cooperative, in conjunction with the Northern Municipal Power Agency, is offering a \$2 per bulb rebate on CFL lamps to customers of participating municipal utilities and rural electric cooperatives. Maximum rebate on 12 CFLs per customer.</p> <p>Website: http://www.minnkota.com</p>

State(s)	Partner Name / Contact	Program Descriptions
OH	<p>American Electric Power (AEP) Ohio Jon Williams 330-438-7742 jfwilliams@aep.com</p>	<p>Specialty and Spiral CFL Light Bulb Incentive: Residential customers of AEP Ohio can purchase discounted ENERGY STAR qualified compact fluorescent light bulbs at participating retailers including Home Depot, Costco, Meijer, Sam's Club, and others. There is a 12-bulb limit per purchase. Discount is available while supplies last. Customers must be a member of Costco or Sam's Club to receive a discount at those stores. Discounts also available through AEP's SMART Lighting Store.</p> <p>AEP Ohio is interested in working with both retailers and manufacturers.</p> <p>CFL Light Fixture Incentive: Instant discounts on a variety of ENERGY STAR qualified light fixtures, including floor and table lamps, and ceiling and wall fixtures by visiting AEP's SMART Lighting Store.</p> <p>Decorative Light String Incentive: Residential customers of AEP Ohio can receive instant discounts on a variety of ENERGY STAR qualified LED decorative light strings by visiting AEP's SMART Lighting Store.</p> <p>LED Light Bulb Incentive: Residential customers of AEP Ohio can purchase discounted ENERGY STAR qualified LED light bulbs at participating retailers including Lowe's, Home Depot, Sam's Club and others. Discount is available while supplies last.</p> <p>New Construction Incentive: AEP Ohio promotes the ENERGY STAR Advanced Lighting Package as part of its ENERGY STAR New Homes program.</p> <p>Other Activities: AEP Ohio supports CFL recycling at various retail outlets and through the on-line store.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • In-store promotions with retailers • Reaching customers on-line • Bill stuffers • In store lighting demonstrations • Home shows • Trade shows • Community events • Change the World, Start with ENERGY STAR <p>Customer Hotline: 800-277-2177</p> <p>Website: www.gridsmartohio.com</p>

State(s)	Partner Name / Contact	Program Descriptions
OH	Dayton Power & Light (DP&L) Kara McMillen, DP&L Residential Program Manager 937-331-4766 Kara.McMillen@DPLINC.com	<p>Spiral CFL Light Bulb Incentives: DP&L offers customers instant discounts on CFLs at participating retailers like Home Depot, Walmart and Meijer. No coupon is needed. Go to www.dpandl.com/save for more information, including the full list of participating stores.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Bill inserts • Print ads • Promotion on the DP&L website • In-store events • Radio and web advertising <p>Customer Hotline: 866-668-9581</p> <p>Website: www.dpandl.com</p>
OH	Duke Energy Lari Granger 704-382-7525 Lari.Granger@duke-energy.com	<p>Spiral CFL Light Bulb Incentive: Give-away. Duke Energy provides free CFLs to customers through various channels; phone, web and On-line Services. Duke Energy customers can check eligibility to participate in the CFL offer and the Energy Savings CFL kit will be mailed directly to the customer's home.</p> <p>Support Activities: Various marketing channels are utilized to educate customers on free offer including</p> <ul style="list-style-type: none"> • Direct mail • Bill messages • Bill envelopes • Bill messages • State landing page promos • E-mail • Social media and earned media <p>Website: http://www.duke-energy.com/freecfls</p>
OH	Efficiency Smart Jackson Hale jhale@veic.org	<p>Spiral CFL Light Bulb Incentive: Efficiency Smart is promoting basic and specialty compact florescent light bulbs (CFLs) to residential customers of participating municipal electric utilities. Look for special coupon offers in the mail for 60-85% percent off.</p> <p>Customer Hotline: 1-877-889-3777</p> <p>Website: http://www.energysmart.org/for_your_home/home_lighting.aspx</p>
OH	Illuminating Company (FirstEnergy Utility) Jennifer Rivera 610-921-6216 jrivera@firstenergycorp.com	<p>Spiral CFL Light Bulb Incentive: Illuminating Company (FirstEnergy Utility) offers its customers discounts on the purchase of ENERGY STAR qualified CFLs at participating retailers. Purchase CFLs for \$0.50/bulb! See website for a list of participating retailers.</p> <p>CFL Light Fixture Incentive: Mail-in rebate. Illuminating Company (FirstEnergy Utility) offers its customers up to a \$10 mail-in rebate on the purchase of an ENERGY STAR qualified torchiere lamp. Visit website for more information.</p> <p>Customer Hotline: 888-243-6808</p> <p>Website: http://www.energysaveohio-home.com/energy-efficient-products/household-products-rebates</p>

State(s)	Partner Name / Contact	Program Descriptions
OH	Ohio Edison (FirstEnergy Utility) Jennifer Rivera 610-921-6216 jrivera@firstenergycorp.com	<p>Spiral CFL Light Bulb Incentive: Ohio Edison (FirstEnergy Utility) offers its customers discounts on the purchase of ENERGY STAR qualified CFLs at participating retailers. Purchase CFLs for \$0.50/bulb! See website for a list of participating retailers.</p> <p>CFL Light Fixture Incentive: Mail-in rebate. Ohio Edison (FirstEnergy Utility) offers its customers up to a \$10 mail-in rebate on the purchase of an ENERGY STAR qualified torchiere lamp. Visit website for more information.</p> <p>Customer Hotline: 888-243-6808</p> <p>Website: http://www.energysaveohio-home.com/energy-efficient-products/household-products-rebates</p>
OH	Toledo Edison (FirstEnergy Utility) Jennifer Rivera 610-921-6216 jrivera@firstenergycorp.com	<p>Spiral CFL Light Bulb Incentive: Toledo Edison (FirstEnergy Utility) offers its customers discounts on the purchase of ENERGY STAR qualified CFLs at participating retailers. Purchase CFLs for \$0.50/bulb! See website for a list of participating retailers.</p> <p>CFL Light Fixture Incentive: Mail-in rebate. Toledo Edison (FirstEnergy Utility) offers its customers up to a \$10 mail-in rebate on the purchase of an ENERGY STAR qualified torchiere lamp. Visit website for more information.</p> <p>Customer Hotline: 888-243-6808</p> <p>Website: http://www.energysaveohio-home.com/energy-efficient-products/household-products-rebates</p>
OR	Coos-Curry Electric Cooperative Megan Walters 541-332-6112 mwalters@cooscurryelectric.com	<p>Spiral or Pin-Based CFL Incentives: Operates a residential CFL rebate program. Rebate of \$2.50 per CFL for residential installations, more than 5 watts, screw-in or pin based, that is certified as ENERGY STAR through September 30, 2011.</p> <p>Website: www.ccec.coop</p>
OR	Energy Trust of Oregon (ETO) Kendall Youngblood 503-445-7622 Kendall.youngblood@energytrust.org Julie Van Dyne, Portland Energy Conservation Inc. 503-595-4440 jvandyne@peci.org <i>*** (Some information from 2010) ***</i>	<p>Specialty CFL Light Bulb Incentive: Buy-down. ETO helps fund a regional lighting buy-down program to reduce the retail price of CFLs including specialty globes, high-heat reflectors, 3-way twists, candelabras, daylights and A-lamps, at select retail stores.</p> <p>Support Activities: CFL fundraiser program for schools, congregations, and non-profit organizations. Goal of 9,051 CFLs sold. Year-round implementation.</p> <p>Customer Hotline: 877-283-0698, option 2</p> <p>Website: www.energytrust.org/clcw</p>
OR	Midstate Electric Cooperative Kendall Youngblood 503-445-7622 Kendall.youngblood@energytrust.org	<p>Spiral CFL Light Bulb Incentive: Mail-in rebate. Midstate Electric offers a \$1 rebate for each ENERGY STAR qualified CFL. A proof of purchase receipt must accompany the CFL rebate form.</p> <p>Customer Hotline: 800-722-7219</p> <p>Website: http://www.midstateelectric.coop/product-and-services/residential/conservation-rebates/cfl-lighting/</p>

State(s)	Partner Name / Contact	Program Descriptions
PA	PECO Alana Shaw – PECO Smart Lighting Discounts 215-841-5495 Alana.Shaw@exeloncorp.com	<p>Specialty and Spiral CFL Incentives: Instant rebate. PECO Smart Lighting Discounts Program offsets the price of standard and specialty CFLs to allow customers to use the product, save money and energy.</p> <p>CFL Light Fixture Incentive: Instant rebate. PECO Energy is offering instant rebates of up to \$15 for ENERGY STAR qualified CFL light fixtures.</p> <p>LED Light Bulb and Fixture Incentive: Instant rebate. PECO Energy is offering instant rebates of up to \$15 for ENERGY STAR qualified LED light bulbs and fixtures.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Weekly retailer events • Recycling • Community events <p>Customer Hotline: 888-5-PECO-SAVE</p> <p>Website: www.pecosmartideas.com/programsandrebates/residential/lightingdiscounts.html </p>

State(s)	Partner Name / Contact	Program Descriptions
PA	<p>PPL Electric Utilities Tammy Albenzi (Residential) 610-774-3643 taalbenzi@pplweb.com</p> <p>Frank Mikus (Commercial) 610-774-4248 famikus@pplweb.com</p>	<p>Specialty and Spiral CFL Light Bulb Incentives: Buy-down/mark-down for standard twists and specialty CFLs. Preference for retailers with strong presence in PPL's service territory and willingness to support point-of-purchase materials and in-store events. Looking for environmentally friendly packaging, low-mercury levels, third-party testing, CFL recycling and proper disposal opportunities and partnerships. In addition, PPL offers occasional bulb give-aways and "BOGO" (buy-one, get one) opportunities at community events. These incentives target residential customers.</p> <p>LED Light Bulb Incentive: Manufacturer buy-down. Discounts are given to residential customers at the retail level. This incentive is targeted at residential customers.</p> <p>LED Light Fixture Incentive: Mail-in rebate. PPL Electric Utilities is offering \$15 mail-in rebates for ENERGY STAR qualified LED light fixtures or retrofit kits that are 15 watts or fewer. New rebate forms will be issued annually while funds remain.</p> <p>Other Incentives: Various non-ENERGY STAR qualified lighting technologies are eligible for mail-in rebates for residential or commercial customers. Technologies include T5 and T8 lamps, high bay lighting, de-lamping and installation of reflectors, high pressure sodium replace mercury vapor, pulse start metal halide/ceramic metal halide, LED Exit signs, cold cathode lamps, occupancy sensors, daylighting controls.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Bill inserts • POP materials • Promotional events at retail store locations • Special events (e.g., sports games, fund-raisers, and Earth Day) • Media and marketing • Retail staff training and field representative outreach • CFL Recycling program for PPL customers <p>Customer Hotline: 888-217-2332</p> <p>Website: http://www.pplelectric.com/e-power/</p>

State(s)	Partner Name / Contact	Program Descriptions
RI	National Grid Becky Webster, Applied Proactive Technologies 413-787-1939 beckyw@appliedproactive.com	<p>Specialty and Spiral CFL Light Bulb Incentives: Incentives of up to \$2 per ENERGY STAR qualified CFL. This is done through markdowns, instant coupons, mail order and giveaways. Customers may purchase up to 12 bulbs at participating locations throughout Rhode Island.</p> <p>CFL Light Fixture Incentives: Mail-in rebates and mark-downs. Incentives up to \$15.00 or up to \$25.00 per ENERGY STAR qualified light. (Please see link below for specific details.) This is done through markdowns and mail-in rebates. Customers may purchase up to six ENERGY STAR qualified light fixtures at participating retail locations. Training provided for retail associates and customers through the program implementation contractor.</p> <p>LED Light Bulb Incentive: National Grid offers residential customers incentives up to \$15 per ENERGY STAR qualified LED bulb. This is done through markdowns and mail order. Customers may purchase up to 12 bulbs at participating locations throughout Rhode Island.</p> <p>LED Light Fixture Incentive: National Grid offers residential customers incentives up to \$15 per ENERGY STAR qualified indoor LED light fixture. (Please see link below for specific details. This is done through markdowns and mail order/catalog rebates. Customers may purchase up to eight ENERGY STAR qualified light fixtures at participating retail locations.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Cooperative marketing • Attendance at community outreach events • In-store events and promotions • Retail associate training • Direct sales of ENERGY STAR qualified CFLs and light fixtures through online catalog • Change the World, Start with ENERGY STAR <p>Customer Hotline: 877-886-2539</p> <p>Website: www.powerofaction.com</p>
RI	Pascoag Utility District Harle Round 401-568-6222 hround@pud-ri.org	<p>Spiral CFL Light Bulb and Fixture Incentives: Incentives available for 50% of CFL or fixture cost up to \$50. CFL incentives for commercial customers are also available.</p> <p>Other Incentives: Retrofit and New Commercial Lighting Projects. Rebates are subject to funds availability and must be approved prior to any work being done.</p> <p>Support Activities: Supports the ENERGY STAR campaign</p> <p>Website: www.pud-ri.org</p>

State(s)	Partner Name / Contact	Program Descriptions
SC	South Carolina Electric & Gas (a SCANA company) Nakeeah Garland 803-217-5595 nakeeah.garland@scana.com	<p>Specialty and Spiral CFL Light Bulb Incentive: Instant rebate. South Carolina Electric & Gas offers instant discounts on ENERGY STAR lighting products at select retail locations. Incentive amounts on CFLs are determined on a case by case basis.</p> <p>CFL Light Fixture Incentive: Instant rebate. South Carolina Electric & Gas offers instant \$10 discounts on ENERGY STAR lighting fixtures at select retail locations.</p> <p>LED Light Bulb Incentive: Instant rebate. South Carolina Electric & Gas offers instant discounts on ENERGY STAR lighting products at select retail locations. Incentive amounts on LEDs are determined on a case by case basis.</p> <p>Website: http://www.sceg.com/en/energywise-and-save/</p>
SC	South Carolina Energy Office Trish Jerman 803-737-8025 tjerman@energy.sc.gov	<p>Support Activities: Encourage participation in the Change the World campaign and similar efforts throughout the year. Developed CFL consumer education brochure and include CFLs and other efficient lighting options as a part of standard conservation messaging. Year-round implementation.</p> <p>Other Activities: State law requires state agencies to replace incandescent lighting with CFLs when the incandescent lighting burns out (with some exceptions).</p> <p>Website: www.energy.sc.gov</p>
TX	CenterPoint Energy Cheryl Bowman 713-207-5631 cheryl.bowman@centerpointenergy.com	<p>LED Light Bulb Incentives: Through its Advanced Lighting Program, CenterPoint Energy offers \$10 off qualifying LEDs at the POP. Offer available at participating retail stores. For more information, visit the website.</p> <p>New Construction Incentives: CenterPoint Energy includes an Advanced Lighting Package or 80% CFL builder incentive to their ENERGY STAR New Homes Program.</p> <p>Website: www.houstonenergystar.com</p>
TX	Entergy Tracey Brodeur 281-297-5528 tbrodeu@entergy.com	<p>LED Light Fixture Incentives: ENERGY STAR or Design Lights Consortium qualified LEDs are an eligible measure under Entergy Texas' commercial standard offer program.</p> <p>New Construction Incentive: Entergy offers a \$50 incentive for builders in Texas who install the Advanced Lighting Package or a minimum of 80% CFLs in their new homes.</p> <p>Website: www.entergy.com</p>

State(s)	Partner Name / Contact	Program Descriptions
TX	Oncor Christopher Rooks 503-525-2700 x150 crooks@ecosconsulting.com	<p>LED Light Fixture Incentives: The LED Lighting Program offers significant incentives for business, government, and nonprofit customers to upgrade parking lots, garages, and other facilities with ENERGY STAR energy-efficient LED lighting and controls. Cash incentives, based on peak demand and annual energy savings resulting from LED installations or retrofits, are available and can cover up to a maximum of 80 percent of the project's total value.</p> <p>Customer Hotline: 866-728-3674</p> <p>Website: http://www.takealoadofftexas.com</p>
VT	Burlington Electric Department Chris Burns 802-865-7337 cburns@burlingtonelectric.com	<p>Specialty and Spiral CFL Light Bulb Incentive: Markdown or buy-downs are available at a large number of retailers throughout Vermont to provide instant savings at the cash register. Coupons (available at select retailers for products not covered by a markdown or buy-down) for ENERGY STAR lighting are available for the following bulb packages: \$1 off for packages of up to three spiral CFLs, \$3 off for packages of up to three specialty CFLs, \$4 off for four or five packs of spiral or specialty CFLs, and \$6 off for packages of six or more specialty or spiral CFLs. ENERGY STAR bulbs can also be purchased at discounted prices here : http://www.energyfederation.org/efficiencyvt/default.php</p> <p>CFL Light Fixture Incentive: Instant rebate. Coupons are available for fixtures (\$10 off) and eligible LEDs (\$30 off).</p> <p>LED Light Bulbs and Fixture Incentive: Instant rebate. Coupons are available for select ENERGY STAR qualified LED bulb fixtures (\$30 off).</p> <p>Website: www.burlingtonelectric.com</p>

State(s)	Partner Name / Contact	Program Descriptions
VT	Efficiency Vermont Laura Bonn 802-860-4095 ext. 1343 lbonn@veic.org	<p>Specialty and Spiral CFL Light Bulb Incentive: Markdown or buy-downs are available at a large number of retailers throughout Vermont to provide instant savings at the cash register. Coupons (available at select retailers for products not covered by a markdown or buy-down) for ENERGY STAR lighting are available for the following bulb packages: \$1 off for packages of up to three spiral CFLs, \$3 off for packages of up to three specialty CFLs, \$4 off for four or five packs of spiral or specialty CFLs, and \$6 off for packages of six or more specialty or spiral CFLs.</p> <p>CFL Light Fixture Incentive: Coupons are available for fixtures (\$10 off) and eligible LEDs (\$30 off).</p> <p>LED Light Bulbs and Fixture Incentive: Coupons are available for select ENERGY STAR qualified LED bulb fixtures (\$30 off).</p> <p>Efficiency Vermont is interest in working with both retailer and manufacturer partners.</p> <p>Marketing/Outreach:</p> <ul style="list-style-type: none"> • Community initiatives • Targeted Efficient Products Campaigns • Working with local citizen groups to promote CFLs and other efficient products in local retailers • Media campaign • Continuation of Statewide “New Bulb in Town” CFL media campaign with a CFL micro website • Advertisements on television and in the large daily newspapers • Cooperative marketing efforts with local retailers • Recycling partners program with retailers <p>Customer Hotline: 888-921-5990</p> <p>Website: www.encyvermont.com and www.newbulbintown.com</p>
VA	Virginia Department of Mines, Minerals and Energy Barbara Simcoe 804-692-3218 barbara.simcoe@dmme.virginia.gov <i>*** (Some Information from 2010) ***</i>	<p>Energy Efficiency Lighting Education Program: Work collaboratively with all of the utilities across the Commonwealth to educate Virginians about the benefits of CFLs while also promoting the national call to action to the Change the World campaign.</p> <p>Support Activities: Incorporate messaging into bill stuffers, websites, newsletters, and other media. Implement a cooperative advertising campaign in tandem with Virginia’s ENERGY STAR Sales Tax Holiday, October 7-10, 2011. Collaborate with major retailers on promotional advertising. Work with the Governor’s office to educate state employees about ENERGY STAR and the Change the World campaign.</p> <p>Website: www.dmme.virginia.gov/divisionenergy.shtml</p>

State(s)	Partner Name / Contact	Program Descriptions
WA	Clallam County PUD No. 1 Utility Services Dept. 360-565-3249 utility.services.info@clallampud.net	<p>Specialty and Spiral CFL Light Bulb Incentive: Instant rebate. Clallam County PUD #1 offers instant rebates of \$1 - \$4 on select ENERGY STAR qualified CFLs at participating retailers.</p> <p>Fixture Incentives: Mail-in rebate. Clallam County PUD #1 offers mail-in rebates of \$10 for ENERGY STAR qualified CFL fixtures.</p> <p>Support Activities (including, but not limited to):</p> <ul style="list-style-type: none"> • Co-branded program marketing • Co-branded in-store POP • Website advertising • Bill inserts • Customer education • Vendor training • Vendor partnerships <p>Website: www.clallampud.net/conservation</p>
WA	Pacific Power Rodrigo Corona 503-575-4118 rcorona@peci.org	<p>CFL Light Fixture Incentive: Mail-in rebate. Pacific Power offers mail-in rebates for ENERGY STAR qualified fixtures. Year-round implementation. See website for details.</p> <p>Ceiling Fan Incentive: Mail-in rebate. Pacific Power offers mail-in rebates for ENERGY STAR qualified ceiling fans.</p> <p>Pacific Power is interested in working with both retailers and manufacturers.</p> <p>Support Activities: Listing ENERGY STAR criteria on POP materials and marketing materials.</p> <p>Website: http://www.homeenergysavings.net/washington/lighting.html</p>

State(s)	Partner Name / Contact	Program Descriptions
WA	<p>Puget Sound Energy (PSE) Laura Wilson 425-456-2462 laura.wilson@pse.com</p> <p>Megan Doyle (New Construction) 425-456-2339 megan.doyle@pse.com</p>	<p>Specialty and Spiral CFL Light Bulb and Fixture Incentives: Instant rebate. All PSE residential electric customers can get up to \$20 instant rebates on a variety of ENERGY STAR light bulbs and fixtures.</p> <p>LED Light Bulb and Fixture Incentive: Instant rebate. All PSE residential electric customers can get up to \$20 instant rebates on a variety of ENERGY STAR light bulbs and fixtures.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Consumer education • POP signage (displays, endcaps, and specialized co-branded materials) • Store employee trainings and certifications • Tabling event promotions with retail stores as opportunities arise • Bill inserts, EnergyWise newsletter, print ad, radio, online, community events tabling, and outreach to ethnic communities • Co-marketing and promotional opportunities with retail stores • Seasonal marketing promotions • Rock the Bulb Campaign • Change the World, Start with ENERGY STAR <p>Customer Hotline: 800-562-1482</p> <p>New Construction Incentives: Point of sale incentive model at participating showrooms and distributors. Incentive amount is \$20 per indoor fixture for projects exceeding the 50% state requirement if the builder installs at least 80% ENERGY STAR fixtures.</p> <p>Website: www.PSE.com</p>
WA	<p>Seattle City Light (SCL) Christine Bunch 206-386-1824 christine.bunch@seattle.gov</p>	<p>Specialty and Spiral CFL Light Bulb Incentives: Instant rebate. SCL offers instant discounts on qualified ENERGY STAR CFLs at participating Twist & Save retailers.</p> <p>CFL Fixture Incentives: Instant rebate. SCL offers a \$10 instant discount on qualified ENERGY STAR fixtures at participating Twist & Save retailers. Activity budget is \$2 million.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • In-store events at participating Twist & Save retailers • Print ads • Utility bill stuffers • POP signage <p>Website: www.seattle.gov/twistandsave</p>

State(s)	Partner Name / Contact	Program Descriptions
WA	Snohomish County Public Utility District No. 1 (SNOPUD) Al Bandazy 425-783-1739 ajbandazy@snopud.com	<p>Specialty and Spiral CFL Light Bulb Incentives: SNOPUD offers instant rebates of \$1 - \$4 on all types of ENERGY STAR qualified CFLs at selected retailers.</p> <p>LED Light Bulb Incentives: SNOPUD offers instant rebates of \$5 - \$10 on select ENERGY STAR qualified LED light bulbs at selected retailers.</p> <p>New Construction Incentives: Builders can take advantage of special pricing on ENERGY STAR fixtures at participating lighting showrooms. At participating lighting showrooms, PUD customers and/or builders can receive \$20 off the purchase price of a variety of approved ENERGY STAR lighting fixtures (maximum rebate is \$1,000). The program also includes a rebate for an advanced lighting package: if 60 percent of the installed light fixtures are ENERGY STAR rated, builders can receive an additional \$10 per fixture (up to \$150).</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Bill stuffers • Print ads and possibly some radio ads <p>Website: www.snopud.com</p>
WA	Tacoma Power Hollis Tamura 253-502-8644 htamura@cityoftacoma.org	<p>Specialty and Spiral CFL Light Bulb Incentives: Instant rebate. Tacoma Power is offering mark-downs of up to \$1.50 per standard, and \$2.50 per specialty ENERGY STAR CFL at participating retail locations (drug, grocery, big box).</p> <p>CFL Light Fixture Incentive: Instant rebate. Receive up to \$20 for ENERGY STAR qualified hardwired light fixtures at participating lighting showrooms and electrical distributors. A \$3 sales person incentive is also available.</p> <p>New Construction Incentives: Tacoma Power pays \$300 to builders and \$50 to the showroom for the Advanced Lighting Package (ALP), which is defined as 80% or more of the fixtures must be ENERGY STAR qualified. Tacoma Power also pays \$20 per fixture above the 50% threshold to builders of new homes who do not plan to reach the 80% ALP threshold.</p> <p>Marketing/Outreach:</p> <ul style="list-style-type: none"> • Regional collaboration • Change the World, Start with ENERGY STAR • Cooperative promotional opportunities to builders, manufacturers, distributors, or showrooms. Potential opportunities include advertising, bill inserts and/or direct-mail and in-store events • Utility news, community and regional print media • Print advertising, radio, planned events and/or educational work • Marketing materials for all key accounts including builders, showrooms, distributors, sub-contractors and consumers <p>Customer Hotline: 253-502-8377</p> <p>Website: http://www.mytpu.org/</p>

State(s)	Partner Name / Contact	Program Descriptions
WI	Barron Electric Cooperative Tara Jossart 715-537-3171 tjossart@barronelectric.com	<p>Spiral CFL Light Bulb Incentives: Barron Electric Cooperative is offering a rebate of \$1 - \$5 per CFL bulb and the rebates are credited to the member's electric bill.</p> <p>Decorative Light String Incentive: Barron Electric Cooperative is offering a rebate \$2 per string for the purchase of LED decorative light strings. Rebates are credited to the member's electric bill.</p> <p>Website: www.barronelectric.com</p>
WI	Dunn Energy Cooperative Jesse Singerhouse 715-232-6240 housej@dunnenergy.com	<p>Spiral CFL Light Bulb Incentives: Dunn Energy Cooperative is offering a rebate of \$2 per CFL bulb.</p> <p>Decorative Light String Incentive: Dunn Energy Cooperative is offering a rebate \$3 per string for the purchase of LED decorative light strings.</p> <p>Website: www.dunnenergy.com</p>
WI	Pierce Pepin Cooperative Services Ron Blado 800-924-2133 rblado@piercepepin.com	<p>Specialty and Spiral CFL Light Bulb Incentives: Pierce Pepin Cooperative Services offers mail-in rebates of \$1 - \$5 on ENERGY STAR qualified CFLs. Specialty lamps include CFL Cold Cathode and 60 watt or greater (not 60 watt incandescent equiv.)</p> <p>CFL Light Fixture Incentive: Pierce Pepin Cooperative Services offers mail-in rebates of \$5 on ENERGY STAR qualified CFL light fixtures.</p> <p>LED Light Bulb and Fixture Incentive: Pierce Pepin Cooperative Services offers mail-in rebates of \$5 on ENERGY STAR qualified LED light bulbs and fixtures.</p> <p>Decorative Light String Incentive: Mail-in rebate of \$2 per string for the purchase of LED decorative light strings. Minimum 25 lights per unit.</p> <p>Other Incentives: LED outdoor area lighting. Minimum 30 watts. Mail-in rebate of \$15 per fixture.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Print advertising • Web advertising • Social media • Education • Community events <p>Website: www.piercepepin.com</p>

State(s)	Partner Name / Contact	Program Descriptions
WI	Riverland Energy Cooperative Aaron Torud 608-323-3381 atorud@riverlandenergy.com	<p>Specialty and Spiral CFL Light Bulb Incentives: Riverland Energy Cooperative offers mail-in rebates of \$1 - \$5 on ENERGY STAR qualified CFLs. Specialty lamps include CFL Cold Cathode and 60 watt or greater (not 60 watt incandescent equiv.)</p> <p>CFL Light Fixture Incentive: Riverland Energy Cooperative offers mail-in rebates of \$5 on ENERGY STAR qualified CFL light fixtures.</p> <p>LED Light Bulb and Fixture Incentive: Riverland Energy Cooperative offers mail-in rebates of \$2 on ENERGY STAR qualified LED light bulbs and fixtures (min 5 watts). Incentives also available for LED security lighting (\$15/fixture).</p> <p>Decorative Light String Incentive: Riverland Energy Cooperative is offering a \$2 per string mail-in rebate for the purchase of ENERGY STAR qualified LED decorative light strings. Maximum 12 strings per account.</p> <p>Other Incentives: Various energy-efficient lighting technologies including: Ceramic Metal Halide, Pulse Start Metal Halide, High Pressure Sodium Fixture, T5 and T8 fixtures, Occupancy Sensors, and LED exit signs.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Monthly publications • Magazine/newsletter • Annual Meeting • Member appreciation events • County fairs • Website • Office displays <p>Website: www.riverlandenergy.com</p>
WI	St. Croix Electric Cooperative Jerry Van Someren 715-796-7000 jerryvs@scecn.net	<p>Spiral CFL Light Bulb Incentive: St. Croix Electric Cooperative is offering a \$1 - \$5 per bulb mail-in rebate for the purchase of ENERGY STAR qualified CFL light bulbs. Maximum 12 bulbs per account.</p> <p>LED Light Bulb and Fixture Incentive: St. Croix Electric Cooperative is offering a \$2 per bulb or fixture mail-in rebate for the purchase of ENERGY STAR qualified LED bulbs or fixtures.</p> <p>Decorative Light String Incentive: St. Croix Electric Cooperative is offering a \$2 per string mail-in rebate for the purchase of ENERGY STAR qualified LED decorative light strings. Maximum 12 strings per account.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Magazine/newsletter <p>Website: http://scecn.net/cash-for-conserving-rebates.htm</p>

State(s)	Partner Name / Contact	Program Descriptions
WI	Vernon Electric Cooperative Dave Maxwell 608-634-3121 dmaxwell@vernonelectric.org	<p>Spiral CFL Light Bulb Incentive: Vernon Electric Cooperative offers a rebate of \$1 per CFL for member purchases, up to 12 CFLs per member. Rebates issued as electric bill credits after rebate form and receipt is provided.</p> <p>LED Light Bulb and Fixture Incentive: Vernon Electric Cooperative is offering a \$2 mail-in rebate per LED bulb or fixture for the purchase of ENERGY STAR qualified LED bulbs or fixtures. Additionally there is a \$15 mail in rebate per fixture offered for LED security lighting.</p> <p>Decorative Light String Incentive: Vernon Electric Cooperative is offering a \$2 per string mail-in rebate for the purchase of ENERGY STAR qualified LED decorative light strings. Maximum 12 strings per account.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Community functions • Change the World, Start with ENERGY STAR • Co-op newsletters and monthly co-op magazine • Radio • Co-op website <p>Website: www.vernonelectric.org</p>
WI	Wisconsin Focus on Energy Chris Peshek 414-291-2379 Chris.peshek@shawgrp.com	<p>LED Light Fixture Incentive: Mail-in rebate. Focus on Energy offers a \$25 mail-in reward for ENERGY STAR qualified LED down light fixtures, 18 W or less. Limit 24 per customer.</p> <p>Support Activities:</p> <ul style="list-style-type: none"> • Community events • Website education <p>Customer Hotline: 800-762-7077</p> <p>Website: www.focusonenergy.com</p>
WY	Cheyenne Light Fuel and Power Company Alan Stoinski 307-778-2134 alan.stoinski@blackhillscorp.com	<p>Spiral CFL Light Bulb Incentive: Instant rebate. Cheyenne Light, Fuel & Power is offering residential electric customers the ability to purchase up to 10 ENERGY STAR qualified CFLs at a participating retailer at a reduced cost. Coupons will be delivered to customers via bill inserts or separate mailing.</p> <p>Website: http://www.cheyennelight.com/howto</p>