



**Lumeneering
Innovations**
Intelligent Lighting Solutions

Intelligent Lighting
Solutions News

From Mike's Desk:

Utilities Announce Rebate Level Changes

This newsletter issue and our enhanced website at www.lumeneeringinnovations.com explain how there has never been a better time to upgrade your lighting. Except for yesterday. If you had ALREADY changed out your lights then you would hardly have noticed that the Hydro company raised your bill by 25% or more in May. Our customers are celebrating that they are saving even more on their energy bills that we originally projected. And because you haven't acted, you are paying even more than you should be.

Utility rebate levels may never be higher. Today, the Ontario utility programs pay up to 50% for LED lighting upgrades. But those rebate amounts continue to change. Toronto Hydro will introduce more rebate level changes on July 1, 2015. Most other local distribution companies will launch them by January 1, 2016. For certainty of incentive levels, we suggest that you act now.

I hope you enjoy reading here about how Belleville Toyota, Prince Edward County and SABIC Innovative Plastics are already saving on their monthly Hydro bills.... plus they cashed big fat rebate checks for making the lighting change. Your rebate check is waiting for you. How much longer can you afford to wait to claim your savings? We're eager to help you stop wasting energy and money. Contact me or any of our staff to "lock in" your rebate application with our utility partners before the rebates go away again.

Mike Freeman

President, Lumeneering Innovations

(888) 509-9778, ext 106

mfreeman@lumeneeringinnovations.com



Utilities Announce Rebate Level Changes

The Ontario Ministry of Energy has refreshed the Conservation and Demand Management (CDM) programs. Toronto Hydro will introduce its program changes on July 1, 2015. Most other local distribution companies will launch their new or changed programs by January 1, 2016. While the government has made a commitment to continue funding conservation until 2020 however, for certainty of incentive levels, the utilities are suggesting

that customer act now to be assured of receiving rebates at the current levels. CDM's popular retrofit programs pay up to 50% for LED lighting upgrades. The more energy you save, the greater the incentive. That also means paybacks can be very fast, in some cases a year or less! To learn more, contact your Lumeneering Innovations representative.

SABIC Plastics Earns Largest Hydro One Rebate

SABIC Innovative Plastics just earned a Hydro One lighting project rebate of \$64,570 which makes it the largest one ever issued by the utility.

SABIC is an international industry leader in the distribution, conversion and fabrication of plastic products and associated materials for the design and use of consumer and industrial products in every part of the world. Its Cobourg, Ontario manufacturing plant's outdated lighting system was becoming a significant financial burden. Lumeneering Innovations (LI) developed a new sustainable lighting system with sensor control and light

harvesting features, which dramatically reduced energy costs.

The new lighting system will result in annual power savings of \$111,020. The upgrade included the installation of 4008 4-ft LED tubes, 1354 fixture kits and lamp holders, 58 LED retrofit kits, and 450 occupancy sensors and ambient light harvesting applications. Industrial customers like SABIC are taking advantage of the utility rebates to reduce their lighting costs while improving productivity.

Belleville Toyota Upgrades Indoors and Out

After Belleville (Ontario) Toyota saw how much they saved when they had Lumeneering Innovations (LI) upgrade their outdoor signs and parking/sales lot, and noticed how much they liked how the lights performed, they invited Mike Walker of LI to come back to give them a proposal to change out all their indoor office and service garage lights as well. The indoor portion of the project was accomplished in late May to make the total lighting makeover complete.

The building maintenance staff are as excited as the chief financial officer at the improvement. The new indoor lighting system will result in annual power savings of almost \$15,000 and a rebate check from Hydro One totaling over \$12,000 for a project payback of less than 2.5 years. The indoor system upgrade included the installation of over 250 LED lamps or fixtures including 9 exit signs with remote and daylight harvesting controls as well as recycling of all the old lamps and ballasts.

Prince Edward County Upgrading 2nd Hockey Arena

Our last newsletter featured the amazing transformation of the Picton hockey arena in Prince Edward County. You see the project for yourself in the new video we've posted online at lumeneeringinnovations.com. In the video, Lisa Lindsey and Richard Lightfoot from the County share the results along with LI's own Mike Walker. The success of that project has led the County to accelerate the lighting upgrade of a second hockey arena to capture even greater savings. The second

arena located in Wellington is newer but the County has learned that it can't afford to wait until the arena lights burn out to have them replaced because both the savings and quality are so dramatic.

Hydro Bills Jumped on May 1

Energy customers in Ontario saw bill increases on May 1 and a popular monthly service charge rebate ends on January 1. Ontario now has the distinction of having nearly the highest electricity rate among the provinces, second only to PEI, according to several news sources.

On May 1, the Ontario Energy Board announced new time-of-use pricing that raised the peak rate to 16.1 cents kWh from 14 cents kWh. That means it is more than twice as expensive to use electricity between 11 a.m. and 5 p.m. on weekdays than at night or on weekends. Plus the “clean energy benefit”, a temporary rebate the Ontario government brought in to dull the impact of skyrocketing prices, will end January 1, 2016, which will lead to a further 11.1% increase in bills next year.

A Financial Post news article noted that for Ontario electricity users “... The increase in the past 10 years averaged over 11% annually. Recently, the Energy Minister forecast the final consumer electricity bill will jump another 33% over the next three years and 42% in the next 5 years.” A recent Toronto Sun article quoted Premier Kathleen Wynne as saying “... the new on-peak/off-peak rate differential should encourage conservation which ultimately helps keep bills down.”

That means that you can save even more by taking advantage of saveONenergyOM business incentive programs to help save even more money and electricity. There’s still time to reserve incentives up to 50% of project costs on upgrades to LED lighting. Incentives are also available when you add motion and photo sensors (for spaces that benefit from natural light) to turn on lights only when necessary.

Because Lumeneering Innovations LI is already registered with your local utility, we can “lock in” your rebate application on your behalf. That’s why business owners, tenants, and managers of real estate are working with LI to take advantage of large cash rebates from the saveONenergyOM upgrade program currently offered by the Ontario Power Authority and local utilities, including Toronto Hydro, PowerStream, Hydro One, Horizon Utilities, Veridian, and Guelph Hydro, among others.

The Lumeneering Innovations Solution, coupled with utility cash rebates, can result in a payback period for the lighting system upgrade in less than three years... and often in less than two. Contact your LI representative for a free Lighting System Upgrade Analysis to learn how much you could be saving.

Need Project Financing?

Not having the upfront cash to pay for a lighting upgrade project is among the greatest barrier for some customers to consider a retrofit project. To overcome this, Lumeneering Innovations is now offering to provide select customers with 100% financing as a pilot for a limited number of projects. For this pilot program, customers

will be able to pay back the installation costs on a monthly basis with payments based on the hydro bill savings achieved so there is little or no out-of-pocket expense. Plus, customers may have the option to apply the utility rebate toward the installation cost or use the rebate funds elsewhere.