

Appendix G (New Program Updates)

Small Business Direct Install Lighting Pilot

General Program Description:

The Small Business Direct Install Lighting Pilot will include the direct installation of hardwire lighting within Avista's small business program participants. The pilot is designed to answer the following questions regarding lighting measures in the small commercial area:

- What are the actual barriers to small businesses performing hard wired lighting measures including the removal or replacement of T12 fluorescent lighting?
- What will be the most accepted and cost effective replacement for T12 and T8 lighting in small commercial based on choices including LED full fixture replacement, LED retrofit of a fixture, and TLED replacement of lamps?
- What is the current condition of the electrical system of the average small business and what code issues will be found and need to be addressed during the pilot and in measures done at small businesses in general?
- Is small business lighting retrofit/replacement by direct install cost effective for both a TRC and UCT basis, and how much if any would the customer be willing to pay for the service after the pilot?
- Are there any other hard wired products that may be offered after the learnings found in this pilot like, Rooftop Unit replacement or retrofit, HVAC maintenance, and smart thermostats to name a few?

Program Eligibility:

The pilot will include a maximum of 50 customers, selected from across the common business types found in small commercial customers. Each customer will have up to 20 of their fluorescent fixtures replaced or retrofitted with a sample of suitable systems including the costs for labor and materials. The life of the replacement will be monitored for the cost-effectiveness of each solution.

Pilot Program Implementation:

SBW Consulting (“implementer”) and their electricians will work closely with building code officials to document any issues associated with the installation of measures. The implementer will also assist the customer in making informed decisions related to measure costs associated with living in urban and rural communities across our service territory. The Company will survey the customer’s acceptance of the measures completed at their business as part of the pilot. The total resource cost (TRC) for the pilot is estimated to be in the range of 0.6 to 1.33 including the costs of customer measure work, code compliance documentation, and administrative meetings.

Pilot Budget:

The budget for the pilot is expected to be approximately \$263,430, with an estimated savings of 160 MWh. As the costs and benefits of the various lighting options are analyzed, the Company will use the information to inform the program design to acquire all cost-effective energy savings.