



BUSINESS LIGHTING PROGRAM

PROGRAM GUIDE

DESIGN WITH ENERGY EFFICIENCY IN MIND.





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INTRODUCTION

Efficiency Manitoba's Business Lighting Program (BLP) is available to businesses in the commercial, industrial, and agricultural sectors in Manitoba. We offer financial incentives for the installation of eligible energy-efficient lighting systems.

If you have any questions, please email us at lighting@efficiencyMB.ca.



ELIGIBILITY REQUIREMENTS

1. The building owner

- The building owner must be a Manitoba Hydro commercial customer billed at the electrical general service rate.

2. The project

- The building must be used in a commercial, industrial, or agricultural (not a residential) capacity.
- It must be an existing building that has been continuously occupied and operated for a minimum of two consecutive years. The only exception is for new exterior outdoor lighting.
- The lighting must be permanently affixed to the building. Temporary lighting does not qualify.
- The lighting must operate for a minimum of 2,000 hours per year to receive the listed incentives; however, pro-rated incentives are available if the lighting operates between 1,000–1,999 hours per year.
- The lighting must be installed, as specified on the application, for a minimum of three years after the date of the incentive payment.

3. The products

You are responsible to ensure that the lighting products are suitable for the environment in which they are being installed.

- Lighting must be new, owned by the applicant and approved by the Canadian Standards Association (CSA), or certified by an accredited independent organization, and must conform to CSA standards for the intended applications.
 - LED lamps must be [ENERGY STAR®](#) certified, [DLC](#) listed, or approved by Efficiency Manitoba.
 - LED fixtures must be [ENERGY STAR®](#) certified, [DLC](#) listed, or approved by Efficiency Manitoba.
 - LED backlit signage materials must be approved by Efficiency Manitoba.
 - Lighting occupancy sensors and control systems must be approved by Efficiency Manitoba.

- It is your responsibility to ensure that the lighting to be installed complies with appropriate government, industry, legal, safety, and other standards, guidelines and/or recommendations that apply to the lighting application and use.
 - We recommend that you consult an electrical contractor or lighting designer to determine application-specific lighting requirements such as uniformity, colour temperature, light levels, and environmental aspects such as ingress protection (IP), corrosion, etc.

4. The installation

- Lighting must meet the requirements of the Manitoba Electrical Code, all pertinent bylaws, be acceptable to the inspection authorities who have jurisdiction, and have a Certificate of Inspection (within Winnipeg) or Certificate of Approval (outside Winnipeg).
- All retrofitted luminaires must be identified with approved labelling, listing the re-rated parameters to the satisfaction of Manitoba Electrical Inspections and Code officials.
- For exterior applications, lighting must not be installed and aimed in a manner so as to cause glare onto neighbouring properties, streets, or highways.
- All existing lighting must be removed and properly recycled.
- It is your responsibility to dispose of all hazardous materials (including PCBs) in accordance with all applicable government regulations.

5. The supplier

- If a supplier is applying on behalf of a building owner, they must have a [Supplier Participation Agreement](#) in good standing with Efficiency Manitoba.
- A supplier is any business supplying or installing the qualifying lighting product — this includes contractors, consultants, installers, vendors, and retailers.



HOW TO PARTICIPATE

1. You apply

- Determine your lighting requirements. We suggest consulting with an electrical contractor, lighting designer, or electrical inspector.
- Complete your online application through myEM at efficiencyMB.ca/lightingapply
- An Efficiency Manitoba representative may conduct a pre-inspection of the facility to verify the existing lighting system.

Note: Applications can be completed by the building owner or the supplier on the building owner's behalf.

2. We approve

- Efficiency Manitoba will email written approval to respective project contacts. **Do not purchase any materials or start your project until you have received this approval.**
- After approval is received, you have one year to purchase and install your new lighting.

3. You complete your project

- After your new lighting has been installed, log into [myEM](#) to submit the following documents:
 - Completion Declaration
 - Itemized invoicing detailing:
 - *Date of purchase*
 - *Vendor's name, customer's name, and install address*
 - *Manufacturer name and model of each product*
 - *Product quantities*
 - *Per unit product costs and total, separate from design, labour, and taxes*
- An Efficiency Manitoba representative may conduct a post-inspection of the facility to confirm that all products were installed in accordance with the approved application.

4. We pay the incentive

- Once all completion paperwork is received by Efficiency Manitoba, the incentive will be adjusted based on invoicing, inspection, and any project changes.
- Efficiency Manitoba will issue a cheque or deposit to the indicated payee.



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INCENTIVES

1. LED Lamps

Category	Product Requirements	Application Requirements	LED Lamp Length	LED Lamp Power	Incentive/Lamp
A. LED screw-in lamps Replacing Incandescent, Halogen, or CFL lamps	ENERGY STAR certified ¹ or DLC listed ²	Apply online for approval	N/A	<13W	\$2
				13 - 30W	\$4
B. LED specialty lamps Replacing HID or line voltage lamps	DLC listed ²	Apply online for approval	N/A	<30W	\$20
				30 - 49.9W	\$40
				50 - 79.9W	\$60
				80 - 119.9W	\$80
				120 - 179.9W	\$150
C. LED T12/T8 linear lamps (Type A or B) Replacing T12 or T8 lamps	DLC listed ²	Apply online for approval	2'	<9W	\$4
			2'	9-12W	\$3
			4'	<12W	\$8
			4'	12-18.5W	\$6
			8'	<35W	\$16
			8'	35-45W	\$12
D. LED T5 HO linear lamps (Type A or B) Replacing T5 HO lamps	DLC listed ²	Apply online for approval	4'	<24W	\$15
			4'	24-30W	\$10
Category	Product Requirements	Application Requirements	Fixture Type		Incentive/Lamp
E. Custom/Other lamps	To be approved by EM based on spec sheet	Apply online for approval Include: Spec sheet	Any LED lamps that do not fit into the above categories may be eligible for an incentive.		Up to \$700/kW

¹ If your product is not ENERGY STAR® listed, submit your project information under 1E. Custom/other lamps.

² If your product is not DLC listed, submit your project information under 1E. Custom/other lamps.

2. LED Fixtures

Category	Product Requirements	Application Requirements	# Lamps / Existing Fixture	Existing Fixture Power	Incentive/Fixture
A. Replacing Incandescent/ Halogen/CFL fixtures	ENERGY STAR certified ³ or DLC listed ⁴	Apply online for approval	1	≤60W	\$10
				61 - 150W	\$35
				151 - 300W	\$65
				>300W	\$100
Category	Product Requirements	Application Requirements	Interior or Exterior	Existing Fixture Power	Incentive/Fixture
B. Replacing HID fixtures with LED fixtures	DLC listed ⁴	Apply online for approval	Interior	50W	\$35
				70W	\$45
				100W	\$65
				150W	\$85
				175W	\$100
				250W	\$120
				400W	\$200
			Exterior	1000W	\$375
				50W	\$45
				70W	\$55
				100W	\$80
				150W	\$105
				175W	\$125
				250W	\$150
400W	\$250				
1000W	\$475				
Category	Product Requirements	Application Requirements	# Lamps per Existing Fixture	Length of Existing Lamps	Incentive/Fixture
C. Replacing T8/T12 fixtures with LED fixtures	DLC listed ⁴	Apply online for approval	2	2'	\$5
			4	2'	\$10
			1	4'	\$10
			2	4'	\$20
			3	4'	\$30
			4	4'	\$40
			2	8'	\$35
			2	8' HO	\$50
Category	Product Requirements	Application Requirements	# Lamps per Existing Fixture	Length of Existing Lamps	Incentive/Fixture
D. Replacing T5 HO fixtures with LED fixtures	DLC listed ⁴	Apply online for approval	2	4'	\$40
			4	4'	\$80
			6	4'	\$120

³ If your product is not ENERGY STAR® listed, submit your project information under 2F. Custom/other fixtures.

⁴ If your product is not DLC listed, submit your project information under 2F. Custom/other fixtures.

2. LED Fixtures (continued)

Category	Product Requirements	Application Requirements	Fixture Type	Incentive
E. New exterior fixtures	To be approved by EM based on spec sheet	Apply online for approval Include: - Spec sheet - Building diagram	LED fixtures installed on the exterior of a new building, or on the exterior of an existing building, where no previous lighting exists.	Up to \$700/kW based on Manitoba Energy Code for Buildings (MECB)
Category	Product Requirements	Application Requirements	Fixture Type	Incentive
F. Custom/other fixtures	To be approved by EM based on spec sheet	Apply online for approval Include: - Spec sheet	Any LED fixtures that do not fit into the above categories, may be eligible for an incentive including, but not limited to: LED to LED retrofits; horticultural lighting; and solar lighting.	Up to \$700/kW

3. LED Backlit Signs

Category	Product Requirements	Application Requirements	Existing Sign Type	Incentive
A. LED backlit signs	To be approved by EM based on spec sheet	Apply online for approval Include: - Spec sheet - Material quote - Sign diagram	T8 HO or T12 HO	Up to \$700/kW

4. Lighting Controls

Category	Product Requirements	Application Requirements	Sensor Type	Incentive/ Sensor
A. Occupancy sensors⁵	To be approved by EM based on spec sheet	Apply online for approval Include: - Spec sheet	Built-in fixture sensor	\$25
			Fixture-mounted sensor	\$50
			Wall or ceiling-mounted sensor	\$100
Category	Product Requirements	Application Requirements	System Type	Incentive
B. Centralized/distributed control systems	To be approved by EM based on spec sheet	Apply online for approval Include: - Spec sheet - Material quote	Lighting control systems	Up to \$0.50/kWh of annual savings

5. Pro-rated Incentives

Category	Pro-Rated Incentive	
In-suite hotel/motel lighting projects	50%	
Category	Annual Hours of Operation	Pro-Rated Incentive
Reduced hours of operation less than minimum 2,000 annual hours requirement	1,500 - 1,999	50%
	1,000 - 1,499	33%



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CHECKLIST

Before you apply

Gather the project site contact information, including:

- building owner name
- company name
- address
- phone number
- email address

Gather the applicant* contact information, including:

- applicant name
- company name
- address
- phone number
- email address

*The applicant may be the building owner or the supplier on the building owner’s behalf.

Gather the project site details, including:

- building type
- heating type
- cooling type
- is the existing lighting system greater than 10 years old?

Gather details about the existing lighting system:

- [See the list of required fields on the online application worksheets](#)

Select your new lighting products

- [See Product Requirements in the incentive tables](#)

Gather required applicant documents

- [See Application Requirements in the incentive tables](#)

To apply

Log into [myEM](#) to fill in and submit online application

The building owner will be emailed a link to sign the terms and conditions once the application is submitted.

ONCE YOU RECEIVE YOUR APPROVAL EMAIL, YOU MAY PURCHASE AND INSTALL YOUR LIGHTING MATERIALS.

After your lighting is installed

Log into [myEM](#) to submit completion documents including:

- material invoices

The building owner will be emailed a link to sign the Completion Declaration once the invoices are submitted.

AFTER WE VERIFY YOUR COMPLETION DOCUMENTS, WE’LL SEND YOU YOUR INCENTIVE PAYMENT.



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LED LAMPS & LED FIXTURES WORKSHEET

INCENTIVE CATEGORIES: 1A, 1B, 1C, 1D, 2A, 2B, 2C, 2D

The following fields are required for the BLP online application.

This is NOT the application form; this is a worksheet to help you collect your project details.

	EXAMPLE	YOUR PROJECT DETAILS
Incentive Category	1B	
Installation Information		
Location	Office	
Interior or Exterior Installation	Interior	
Annual Hours of Operation	3800	
Old System Information		
Technology Type	4' T8	
Quantity	10	
New System Information		
Quantity	10	
DLC Product ID or ENERGY STAR Manufacturer/Model	ABC Lighting ABC-30W-3000K-R	



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CUSTOM PROJECTS WORKSHEET

INCENTIVE CATEGORIES: 1E, 2F

The following fields are required for the BLP online application.

This is NOT the application form; this is a worksheet to help you collect your project details.

	EXAMPLE	YOUR PROJECT DETAILS
Incentive Category	2F	
Installation Information		
Location	Old warehouse converted to office space	
Interior or Exterior Installation	Interior	
Annual Hours of Operation	6000	
Old System Information		
Technology Type	400W MH	
Quantity	10	
Watts	470	
New System Information		
Quantity	40	
Watts	30	
Manufacturer/Model	AAA Lighting AAA-30-4K-W-Y-123	
Required Attachments		
Spec sheet		



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NEW EXTERIOR LIGHTING PROJECTS WORKSHEET

INCENTIVE CATEGORIES: 2E

The following fields are required for the BLP online application.

This is NOT the application form; this is a worksheet to help you collect your project details.

	EXAMPLE	YOUR PROJECT DETAILS
Category	2E	
Installation Information		
Location	Front entrance	
Annual Hours of Operation	4380	
New System Information		
Quantity	6	
Manufacturer/Model	BBB Lighting BBB-40W-4K-Y	
Exterior Building Information		
Total area of uncovered parking and drive areas (M²):	N/A	
Length of walkways < 10M wide (M):	10	
Area of walkways >= 10M wide (M²):	N/A	
Area of plaza areas (M²):	N/A	
Area of special features areas (M²):	N/A	
Area of stairways (M²):	N/A	
Area of pedestrian tunnels (M²):	N/A	
Area of landscaping (M²):	20	
Total width of primary entrances (M):	1	
Total width of other entrances & exits (M):	2	
Area of canopies at entrances or exits (M²):	N/A	
Area of canopies over sales functions (M²):	N/A	
Area of sales functions (M²):	N/A	
Total length of street frontage for vehicle sales (M):	N/A	
Area of façade #1 (SQ.FT):	270	

Length of façade #1 (FT):	9	
Area of façade #2 (SQ.FT):	480	
Length of façade #2 (FT):	10	
Area of façade #3 (SQ.FT):	220	
Length of façade #3 (FT):	16	
Area of façade #4 (SQ.FT):	N/A	
Length of façade #4 (FT):	N/A	
ATM/depositories # locations:	N/A	
Total # of ATMs:	N/A	
Area of uncovered entrances & gatehouse inspection areas at guarded facilities (M²):	N/A	
# of drive-throughs:	N/A	
# of main entrances:	1	
Required Attachments		
Spec sheet		
Building diagram		



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LED BACKLIT SIGNS WORKSHEET

INCENTIVE CATEGORIES: 3A

The following fields are required for the BLP online application.

This is NOT the application form; this is a worksheet to help you collect your project details.

	EXAMPLE	YOUR PROJECT DETAILS
Category	3A	
Installation Information		
Location	Parking Lot	
Annual Hours of Operation	8760	
Old System Information		
Technology Type	8' T12 HO	
Quantity	6	
Watts	96	
New System Information		
Length of lamp (FT)	48	
Watts per FT	2	
Manufacturer/Model	CCC Lighting CCC-2W-4K-1234-X-Y-Z	
Required Attachments		
<ul style="list-style-type: none"> Spec sheet Material quote Sign diagram 		



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OCCUPANCY SENSORS WORKSHEET

INCENTIVE CATEGORIES: 4A

The following fields are required for the BLP online application.

This is NOT the application form; this is a worksheet to help you collect your project details.

	EXAMPLE	YOUR PROJECT DETAILS
Category	4A	
Installation Information		
Location	Washrooms	
Do you turn your lights off after business hours?	Yes	
Annual Hours of Operation without sensor	5000	
Annual Hours of Operation with sensor	2000	
Sensor Information		
Quantity	2	
Watts controlled by each sensor	36	
Manufacturer/Model	CCC Controls CCC-123-ABC	
Required Attachments		
Spec sheet		

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CONTROL SYSTEMS WORKSHEET

INCENTIVE CATEGORIES: 4B

The following fields are required for the BLP online application.

This is NOT the application form; this is a worksheet to help you collect your project details.

	EXAMPLE	YOUR PROJECT DETAILS
Category	4B	
Installation Information		
Location	Sales floor	
Do you turn your lights off after business hours?	No	
Control Information		
Number of controlled fixtures	10	
Watts of controlled fixtures	20	
Power level (%) 1	0	
Annual hours of operation 1	4760	
Power level (%) 2	50	
Annual hours of operation 2	2000	
Power level (%) 3	100	
Annual hours of operation 3	2000	
Power level (%) 4	N/A	
Annual hours of operation 4	N/A	
Power level (%) 5	N/A	
Annual hours of operation 5	N/A	
Manufacturer/Model	DDD Controls DDD-XYZ-456	
Required Attachments		
Spec sheet Material quote		

APPLY ONLINE AT [EFFICIENCYMB.CA/LIGHTING](https://efficiencyMB.ca/lighting)

204-944-8181

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