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Hi there,

Happy beginning of Q3! I hope your customers nabbed some juicy incentives so far this year. If not, there is still a ton of good opportunity, though budgets are shrinking every day.

New Program News

California:

L.A.'s muni LADWP new program launches today! This mostly prescriptive program will pay out at a decent \$0.30 /kWh saved, up to 100% of the invoice cost. Big winners will be those projects with fixtures with low Wattage, low costs, and high PPF.

Colorado:

The deadline to complete installation and to submit paperwork to Xcel to get the 50% Indoor Agriculture LED Lighting Bonus is July 31st, 2024. Moving forward, incentives will revert to \$.70 per installed Watt, capped at 60% of project cost.

Minnesota: Xcel pays between \$1.06-\$1.33 per Watt of installed for indoor hort LEDs. Eligible facilities must be in an existing structure and have less than 8,000 sq. ft. in flowering and veg canopy combined.

New York: ConEd, the utility serving the NYC metro area, has phased out its indoor hort LED incentives.

Oklahoma: Oklahoma City metro's OGE utility is out of budget. Tulsa's PSO still has some money in the bank, offering between 9-10 cents / kWh saved up to 70-75% of the incremental project costs.

Same ol' free money

Federal/tribes: Grant programs and/or tax benefits for installation of energy-efficiency and other cleantech measures. Cannabis projects are off the table.

Arizona: Incentives for APS, SRP, and TEP all come in at around \$0.07 / kWh saved, up to 50% of project costs.

California: For the state's investor-owned utilities, California is mercifully creating a horticultural lighting prescriptive program in Q4 2024 or Q1 2025. Due to Title 24 energy code, however, the incentives will likely be paltry, at roughly \$50 per LED fixture.

Connecticut: Some of the best incentive rates in the U.S. \$0.40 / kWh; up to 95% of incremental cost. Also solar and distributed generation. Warning: their program suffers from a very slow and grinding bureaucracy.

Illinois: Decent incentives: \$0.16 / kWh. up to 80% of incremental cost. Adult-use cannabis grow light projects are limited by state energy codes.

Indiana: Duke Energy territory offers \$0.075 per kWh +\$170 per summer peak kW; up to 75% of the project cost.

Maine: Solid program. \$0.28 / kWh up to 50% of total project cost.

Maryland: \$0.28 / kWh saved up to 50% of incremental cost. Great state programs for solar and other advanced energy complement traditional utility programs.

Massachusetts: Great incentives, potentially up to 100% of the project cost. Cannabis grow light projects pay out less due to energy code. Hemp and ag are wide open.

Michigan: Good news happening across the state.

- DTE has new incentives for LED under canopy lighting, paying out at \$0.22/W installed!
- Consumers has a new 15% "Made in USA" bonus to all eligible products whose applications are submitted by Nov 30. "Made in Michigan" is even better!
- Lansing BWL is upping its retrofit lighting incentive to \$0.30 (flower) and \$0.45 (veg) / W reduced. 50% project cost cap up to \$75,000.

Mississippi: Entergy (serving W. MS) offers \$0.25 per kWh saved annually, up to 75% of project cost.

Missouri: \$0.48 / Watt reduced, up to 100% of the incremental costs.

Nevada: NV Energy pays \$0.05 / kWh saved, up to 50% project costs.

New Hampshire: \$0.40/kWh saved, up to 35% of the project cost, or the amount required to buy the project down to a one-year payback

New Jersey: Across New Jersey, growers can receive incentives for DLC-listed technology between \$125-250 per unit (depending on Wattage). For HVAC-D, they will receive \$0.16 / kWh saved, up to 50% of the project cost.

New Mexico: The major utilities offer \$0.60 per watt reduced, up to 100% of the incremental cost.

New York: Orange and Rockland Electric in suburban NY is ending its LED program at the end of 2024.

Ohio: FirstEnergy Ohio programs are fully subscribed for the program year ending in June. Next year's program is still TBD.

Ontario: Prescriptive greenhouse lighting incentives worth \$150-\$200 per fixture.

Oregon: Oregon's statewide program, ETO, pays at \$0.20 / kWh, up to 50% off the project cost (+ labor for retrofits). Indoor hort LED payouts capped at \$500/fixture. Dehu incentives pay at \$5.80/pint/day capacity, regardless of whether it's an expansion or retrofit project.

Pennsylvania: Decent incentives: \$0.05 - 0.10 / kWh. up to 100% of equipment cost.

Rhode Island: Great incentives, though currently complicated by awful baseline energy study. \$0.35 / kWh. up to 100% of incremental cost.

Virginia: Flat \$1.50 per square foot of lit grow space.

Washington: Avista customers receive \$0.26 / kWh saved, paying up to 70% of project costs. Labor costs are included for retrofits.

Don't hesitate to reach out anytime to discuss a project - or [submit your project info here for a quote!](#)

Best,
Sam Milton



We help you navigate the incentive maze



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