



March/April 2011

LIPA BUSINESS NEWS



www.lipower.org

LIPA Working for You

As recent global events continue to cause volatility in energy prices, there is no better time than now for our customers to invest in energy efficiency. LIPA is here to help you with that investment.

LIPA's customer-funded Efficiency Long Island initiative provides our customers the opportunity to pursue energy efficiency measures through rebates and financial incentives encouraging them to go green while helping to lower energy bills, reduce our carbon footprint, and make a positive impact on our environment.

Whether it's something simple like switching to more efficient light bulbs in a residential household or remodeling a new efficient commercial building, LIPA's efficiency programs have worked to save all of our customers- residential, commercial, not-for-profit and municipalities, millions of dollars while becoming stewards of the environment.

Like our residential programs, LIPA's Commercial Efficiency Program is designed to help Long Island attract and retain businesses and a skilled workforce by working with our commercial customers to save energy and money.

LIPA has recently upgraded its Lighting Retrofit Program which provides significant rebates and incentives to businesses wishing to upgrade to more efficient lighting and achieve substantial savings on their energy bills.

LIPA's Commercial Efficiency Program offers a wide array of other energy saving measures on equipment and technical services to help the Long Island business community go green and continue to spur economic growth and strengthen our local economy.

In these challenging economic times, LIPA is working hard for you to make energy efficiency measures more affordable everyday. We encourage you to visit our web site at www.lipower.org/efficiency for a complete list of programs to help you start saving energy and money today.

Is it Lights Out for Your Lighting?

They're everywhere. Old T12 fluorescent lighting technology has been used in commercial and industrial buildings for decades. As of 2010, the manufacturing of magnetic ballasts, even for replacement purposes, often used in T12 lights is now prohibited. While the new regulations do not require that you replace existing T12 lights, LIPA has some great reasons why you should.

When you replace T12 lamps with high performance T8 or T5 lamps that have electronic ballasts you can improve the efficiency of your lighting by as much as 30%.



In addition to the energy cost savings, LIPA's Commercial Efficiency Program is currently offering a \$30 rebate per unit when you replace inefficient T12 lamps and ballasts with high performance T8 or T5 lamps with qualifying electronic ballasts. You may also qualify for additional savings through the Commercial Building Tax Deduction established under the federal Energy Policy Act of 2005.

This is just one of many lighting retrofit offers available to commercial customers through June 30, 2011. Upgrade your savings by working with LIPA's Commercial Efficiency team. Visit lipower.org/commercial/efficiency or call our Energy Efficiency Infoline at 1-800-692-2626.

SAVE THE DATE!

Thursday, May 26, 2011

Join LIPA at the
*23rd Annual HIA Business
Trade Show and Conference*

9:00 a.m. - 4:00 p.m.
SCCC, Brentwood Sports &
Exhibition Complex

Visit www.hia-li.org for
additional information

New for 2011!

Boost your bottom line with the power of energy efficiency. Join LIPA and other energy experts for a series of FREE seminars just for LI businesses. We're also looking for your input about future seminars!

To learn more, visit
www.lipower.org/commercial/rsvp.



...your non-profit municipal electric utility

Review Your Rate

A good portion of your electric charges is determined by the rate on which you are billed. Make sure you have the most economically-beneficial rate for your business. Your rate is shown on the back of your bill. Take a moment and compare it to the rates listed below.

MOST COMMON BUSINESS RATES

RATE 280: General Service, Small - Designed for small commercial and industrial customers with less than 2,000 kWh in each of two consecutive months, or demand of less than 7 kW per month. Delivery service under this rate is available for all purposes.

RATE 281: General Service, Large - Intended for mid-sized to large customers who use 2,000 kWh or more during two consecutive months, or when it is estimated that the demand will be at least 7 kW but not greater than 145 kW in any summer month (from June through September) or not greater than 500 kW in any other two months.

RATE 285: Large General and Industrial Service with Multiple Rate Periods - Applicable to large customers where the demand has exceeded 500 kW in any two months or 145 kW in any summer month (from June through September).

These customers are billed for energy (kWh) and demand (kW) charges based on the time of year (summer or winter) and the time of day service is used.

RATE 290: Building Heating Service, Large - for customers where electricity is the SOLE (no other source of heat) means of heating. The total connected space heating load must be at least 10kW, and insulation of the building and the design of the heating equipment must meet LIPA specifications.

RATE 282: Voluntary Large Demand-Metered Service with Multiple Rate Periods - Designed for mid-size to large commercial customers, currently on rate 281, who can shift electric usage to specific time periods* to take advantage of lower costs.

RATE 283: General Service, Large, SEASONAL - Customers who qualify for Rate 281, but whose electric service is **turned off completely** for four continuous months between October 1 and May 31.

RATE 284: Large General and Industrial Service with Multiple Rate Periods - an optional rate for customers qualifying for Rate 285, but with different rate periods based on time of year and time of day service is used.

RATE 288: Voluntary General Service, Small, with Multiple Rate Periods - Designed for small commercial customers, currently on rate 280, who can shift electric usage to specific time periods* to take advantage of lower costs.

RATE 293: Building Heating Service, Large, SEASONAL - For customers who qualify for rate 290, but whose electric service is **turned off completely** for four continuous months between October 1 and May 31.

For more information or to discuss your rate options, call LIPA's Business Call Center at **1-800-966-4818**.

* Off peak hours are generally after 8PM and on weekends

Stafford Associates Fuels Growth with Energy Savings

When Stafford Associates Computer Specialists, Inc., a full service Web & computer technology company, was looking to expand their operations on Long Island, they knew that business growth and higher operating costs often go hand in hand. They also knew they could turn to LIPA for a helping hand.



Stafford's new high-tech, high-efficiency headquarters.

Stafford Associates needed a new, state-of-the-art data center. Electric energy needs would be significant. LIPA professionals in Economic Development and Energy Efficiency worked with Stafford throughout the design and construction process and developed a package of incentives. According to Dolores Stafford, company CEO and president, "Working with LIPA's team, we qualified for rate discounts that will reduce our electric costs almost \$250,000 over the next 5 years. We also received over \$13,450 in efficiency rebates through LIPA's Commercial Efficiency Program."

The LIPA Commercial Efficiency Program offers services designed to meet the needs of Long Island businesses. We can help you increase efficiency to lower operating costs. To find out how LIPA can help your company with commercial efficiency incentives, call 1-800-528-2005 or visit www.lipower.org/ecodev.

Paper Cuts

It looks like the "paperless office" is not in our near future. But you can achieve the "less-paper office." Here are a few tips to get you started:

- Enroll in LIPA's free *e-LERT* paperless billing program. Get your bills online and reduce paper clutter in your office. Go to "My Account" at lipower.org.
- Recycling is great, but remember what comes first in *Reduce, Reuse, Recycle*. Reducing the amount of paper you use reduces your costs too.
- Change your printer settings to print on both sides of a page. That simple action cuts paper use in half!
- Scan documents and file them in your computer, rather than file cabinets.
- If you need a portion of a document in hard copy, print just the section you need, not the entire document.

All businesses - small, medium, or large - can benefit from using LIPA's online services



As a business owner you can:

- **Sign up for e-LERT:** We will send you an email notifying you when your bill can be viewed online.
- **Manage Your Account:** You can download your electric usage history and see how you're using electricity. This can help you make wiser decisions on your energy use.
- **Enroll in Commercial Balanced Billing:** We will distribute your annual electric costs evenly over a twelve-month period. With LIPA's Balanced Billing program, there are no cash-flow surprises; you'll know what you have to pay each month.

Our online services offer your business convenience, choice and security!

To sign up for any of these FREE services, visit us at www.lipower.org/commercial/billing.html or call **1-800-966-4818**.