









Exhibit B

Similar Offers from Other Utilities

Utility	Program Name/Model	Eligibility	Technologies
	<i>Bright Opportunities - Distributor Instant Discount</i>	Contractor & End-Use Com/Ind Customers	Reduced Wattage (RW) T8 and T5HO lamps, ENERGY STAR LED Lamps
	<i>Business Instant Lighting Discount Program - Distributor Instant Discount</i>	End-Use Com/Ind Customers	Screw-In/Pin-based LED Lamps & Trim Kits, RWT8, T5HO, Screw-in CFL, CEE Ballasts, Ceramic Metal Halide Lamps
	<i>LED Replacement Lamps – Distributor Instant Discount</i>	End-Use Com/Ind Customers	ENERGY STAR LED Lamps
	<i>Lighting to Go - Distributor Instant Discount</i>	Contractor & End-Use Com/Ind Customers	ENERGY STAR & LDL LED Lamps/Trim Kits
	<i>SMARTLIGHT – Distributor Instant Discount</i>	Contractor & End-Use Com/Ind Customers	Screw-In/Pin-based LED Lamps, RWT8, T5HO, Pin-based CFL, Reduced Wattage Metal Halide Lamps
	<i>Online Store – Direct Retail</i>	End-Use Com/Ind Customers	LED Lamps/Trim Kits, Screw-in CFL, 2 ft. T8 Lamps, Occ. Sensors
	<i>Lighting Up with LEDs - Distributor Instant Discount</i>	End-Use Com/Ind Customers	LED Lamps/Trim Kits
	<i>Instant Rebates for LED 0 Distributor Instant Discount</i>	Contractor & End-Use Com/Ind Customers	Screw-In LED Lamps/Trim Kits