

Axel Pearson:

Hey everyone. For those of you that have joined we'll give a few minutes to get started so hang tight. Thanks. I see some folks trickling in. If you've just joined we're allowing a few minutes for folks to continue to take their places so hang tight. We'll get started in just a minute. Again, if you've just joined we're allowing a little bit more time but we will get started shortly. Okay, I think we can go ahead and get started. It looks like the slide went 1 advance forward if we can go back to the title slide. There we go. Maybe it's on a timer. Okay, let's go ahead and jump in. Hi everyone, my name is Axel Pearson coming to you live from Park City, Utah. Welcome to the Integrated Lighting Campaign's Recognition Opportunities for Supporters webinar. Thank you to the many of you that have already joined as supporters of the ILC and are here to learn how to help and how to get the most out of the ILC and for those of you that have not yet joined I hope this presentation and what we talk about today will help answer any questions that you may have in order to join and provide support for the campaign so let's jump in. Next slide please.

As I mentioned I am Axel Pearson. I am a Project Manager at Pacific Northwest National Laboratory. I'll be your presenter today. You will hear mostly my voice but I assure you that there is a dedicated team of lighting professionals working together to help make this year of the campaign a success. I've got some colleagues with me, Sergey Gorbatyuk and Michael Myer. They're with me today behind-the-scenes. They're monitoring your questions and comments that may come in during the webinar so feel free to send them, whatever comes into your mind, they are there to help, and we've also left some time at the end for Q&A and also an opportunity for discussion and that again will be at the end of the webinar so when that rolls around we'll enable the ability to unmute yourself for an interactive discussion. Also, if you have any technical difficulties send them in the chat as well and someone will definitely be there to help you.

Last but not least by way of our introduction some of our ILC organizers are here with us today and they will talk a little bit about their organizations and how they align with the campaign. I will introduce each of them in a moment but before we get there I have some announcements so next slide please. So yes, we have some upcoming events that you might be interested in if you're here with us today. I will send these slides out after the webinar so you'll be able to click on all of these links here to register and learn more. So first up we have an ILC webinar coming up just like this one that is focused on opportunities for supporters. The next one will be geared up more towards participants and so that's on

February 24th.

Next, NALMCO, who is 1 of our organizing committee members that you'll hear from in a few minutes, is holding their spring seminary in early March and that will be in-person in Florida. There are also a couple of webinars focused on the building envelope campaign of The Better Buildings Program, which is just like the ILC but as the name sounds focused on the building envelope so those – there's already been 1, there's 2 more March 2nd and April 6th so if you're interested in the building envelope go ahead and check those out. We also have a joint webinar with The Better Buildings Plug Loads Team on system integration and improving plug load management, enabling whole building controls and increased energy savings so you can join the team for that as one as how we learn how the Minnesota Department of Transportation Cedar Avenue Truck Station accomplished a plug load controls integration with occupancy sensors and how the University of California San Diego is integrating plug load controls with their building management systems, facilities information management system, and occupancy data system. That sounds nice.

Finally, The Better Buildings, Better Plants Summit will be held in May this year. The summit provides an opportunities for professionals to explore emerging technologies and share innovative strategies in energy efficiency, decarbonization, and water and waste reduction. Attendees take part in an interactive session with industry experts and market leaders as well as multiple opportunities to network with peers so that will take place March 17th to the 19th, 2022, also in-person in Washington, DC. Okay, next slide please.

All right with introductions and announcements out of the way let's cover some campaign basics. The Better Buildings Technology Campaigns are collaborative platforms designed to help speed the adoption of promising energy savings, energy efficient technologies through providing resources helpful to decision-makers, also technical assistance, recognition of exemplary products like the ILC does, those projects that are leading the way and so in 2019 participants of several campaigns energy savings totaling more than \$250 million resulting from the adoption of some energy savings technologies. Currently there are 2 active campaigns, 1 I mentioned briefly, the Building Envelope Campaign, which you can think of as kind of a sister campaign to the Integrated Lighting Campaign. You can learn more on their website by emailing envelopecampaign@ornl.gov. However, as

I'm sure you're aware today's topic is in the Integrated Lighting Campaign so let's get into it. Next slide please.

We have some wonderful folks working with us on the campaign who we call organizers. They are our primary planning and management team partners, they help provide guidance to the ILC, they support our outreach efforts, and they have alignment with and interest in our campaign so they are The Better Buildings Initiative of the US Department of Energy, my good friends over at The Design Lights Consortium, The United States General Service Administration, The Illuminating Engineering Society or IES, The International Facilities Management Association or IFMA, The Lighting Controls Association, and The International Association of Lighting Management Companies, also known as NALMCO so we really appreciate your support. Some of them are here with us today to introduce their organization and the value that ILC brings to their organization, their members, their – and other folks interested in their efforts. So first up, next slide, I would like to introduce Cedar Blazek. She's the Program Analyst at the US Department of Energy providing the DOE and Better Buildings perspective on the ILC so Cedar, I'll let you take it away.

Cedar Blazek:

Thanks so much Axel and Dana you can go to the next slide. The United States Department of Energy is proud to be a sponsor and a co-organizer for the Integrated Lighting Campaign. A little bit about the office that I work in, the Building Technologies Office, we invest in energy efficiency and other related technologies to make both homes and buildings more affordable, more comfortable, more sustainable, and help the US become more secure and prosperous. We do this through pre-competitive, early stage investment and R&D, we do this through technology validation, demonstration, and market integration, and we also do this through our codes for whole building and our standards for specific pieces of equipment as well as setting test procedures and regulations. The Integrated Lighting Campaign falls squarely in that middle section where we're really looking to bring the best emerging technologies to the market. Next slide.

I'd like to talk about The Better Buildings Initiative, which sort of houses the Integrated Lighting Campaign. So The Better Buildings Initiative is a broad initiative across the US Department of Energy to highlight market leaders and amplify lessons learned to help our buildings, plants, local governments, homes achieve their energy, carbon, waste, and water goals. We do this by highlighting market leaders who want to partner with us voluntarily, we do this through providing better information and resources, expanding our energy

efficiency workforce, and also highlighting and developing innovative and emerging technology so our Better Building Technologies Campaigns really contribute to the idea that these new technologies and new ideas are really key to building a stronger economy in the United States. Next slide.

So some results of The Better Buildings Program to-date, again this is a voluntary, completely free, public/private partnership program. We partner with organizations who want to set energy or carbon goals through The Better Buildings Challenge and The Better Climate Challenge. We partner with organizations such as yourselves as well as building owners and operators who want to focus on a specific technology area including integrated lighting. To-date we've saved 1.8 quadrillion BTUs, \$11 billion across all of our partnerships, and integrated lighting is going to be key to really pushing this much further. Less than 1 percent of lighting systems in the US are capable of communicating with other building systems right now but we know that connected lighting can enable an additional cumulative 16 quadrillion BTUs of energy savings through 2035, which is a potential \$890 billion in avoided energy costs so it's a big market. We really invite you as supporters to come help support this campaign, to spread the word, and to get folk excited about and investing in integrated lighting solutions.

I will also just highlight a big focus for the Department of Energy is energy justice, diversity, equity, and inclusion and we strongly support the efforts of the ILC to recognize supporters like yourselves who are working on projects and making impact in this really important area. And with that I'll hand it back to Axel. Thank you.

Axel Pearson: Awesome, thank you Cedar. Next up I'd like to introduce Dorene Maniccia, the Director of Market Strategy and Development with the Design Lights Consortium. She will provide an overview of the DLC and how its efforts align with the ILC. Dorene, take it away.

Dorene Maniccia: Thank you Axel and hello everybody. I'm happy to be here. Let's start with the next slide please. I'm getting that a lot of you out there may have heard of the Design Lights Consortium so I'll just take a few minutes to kind of give you a brief overview and talk a little bit about the synergies if you will between the Integrated Lighting Campaign – oops, 1 slide up please – and the DLC. Thank you.

As a non-profit the DLC is committed to improving energy efficiency for commercial lighting throughout North America and

to making a positive climate – a positive impact on climate change worldwide for the better. It's our goal to provide a trusted, impartial assessment of the industry's highest-performing lighting products and systems to boost consumer trust and to increase adoption of technologies to save the most energy. We currently have 3 qualified products lists, also called QPLs, and these include solid-state lighting luminaires, horticultural luminaires, and networked lighting controls. Last December we released a policy addressing luminaire performance to minimize light pollution and light trespass. This policy is fondly referred to as LUNA so as we move forward with accepting applications for LUNA luminaires that are qualified to that policy will receive a specific LUNA designation and will be included as part of the overall list within the SSL luminaire list. The QPLs often serve as product selection tools for practitioners who are working on projects that may be eligible for utility incentives.

Finally, our DLC technical requirements are also referenced for a variety of industry specifications and performance documents. The DOE Low Carbon Strategy Toolkits point to the DLC QPLs as resources for helping to achieve beyond code savings on the pathway to net zero energy. Similarly the GSAs P100 spec references the DLC as well as the procurement requirements. Next slide please. Thank you.

The DLC and the Integrated Lighting Campaign have some common goals, especially specific to interoperability and networking controls inside buildings. The Integrated Lighting Campaign case studies that are gathered and also the projects that are receiving recognition, they help to inform our stakeholders and our membership on new technologies and their relative successes and how they're performing in actual application so they're very helpful to our customers and our stakeholders. Also I just want to add that 4 of our utility member efficiency programs were recognized by the Integrated Lighting Campaign in 2021.

So if you're interested in seeing more information and exploring some of the resources and tools that we have on our website the links are at the bottom of the slide. There are multiple research reports there, a lot with respect to energy savings from network controls, savings specific to luminaire level lighting controls, as well as interoperability with network controls. We also have a report on C&I lifetime and peak demand analysis that you might find helpful and informative too. So when you have some time feel free to click on the links, hopefully they'll be active within the

handouts, and come visit us and check out the synergies between us and the Integrated Lighting Campaign. Thank you.

Axel Pearson: Awesome, thank you Dorene. Next up, Erik Ennen is a Facilities Manager at The Center for Energy and Environment and he will tell us a bit about NALMCO.

Erik Ennen: Thank you for the introduction Axel. Hello and welcome everyone. The International Association of Lighting Management Companies was started back in 1953. Our organization is made up of electrical contractors, ESCOs or energy service companies, manufacturers, service providers, and professional members. NALMCO's mission is to raise the professional level of its members and the performance of lighting systems by providing education, lighting, lighting certifications, and networking opportunities for the lighting industry.

As an organizer for the Integrated Lighting Campaign NALMCO actively supports the ILC goals throughout our membership, industry trade shows, as well as NALMCO's spring seminars and fall annual conference. Lighting retrofits, advanced controls, and integration are at the core of NALMCO members' day-to-day work. With technology advancing at an ever-increasing pace customer awareness and demand for more efficient buildings, systems, and promoting the ILC to recognize the products and solutions installed is a win-win for everyone. With that that will wrap it up for me. Thank you for your attendance today.

Axel Pearson: Thank you Erik. All right, last but not least Craig DiLouie from the Lighting Controls Association has prepared a couple of slides and also gave me some talking points to speak to so I will speak to the LCA on his behalf. Next slide. The Lighting Controls Association is a council of the National Electric Manufacturers Association or NEMA. It was formed to educate the public about lighting control trends, technology, and applications. Their website features videos, news, products, resources, articles, and award-winning products featuring lighting controls. A major offering is Education Express, an extensive series of online courses covering topics ranging from technology to energy codes to design practices and commissioning. These courses are registered or recognized by major organizations and foundational to achieving 2 lighting control certifications offered by organization partners. The world of lighting control is just a click away at lightingcontrolsassociation.org. Next slide.

The Lighting Controls Association is proud to support the Integrated Lighting Campaign recognizing excellence is a path for

more useful and lower-risk technological change. It provides confidence in tackling more complex projects, provides inspiration, and solutions for future projects and thereby helps practitioners become more skilled and competitive. As buildings become more controlled with associated benefits recognizing leading projects is foundational for facilitating this fast-moving trend. Great, thank you Lighting Controls Association for your support and thank you to everyone else of our organizers for your support as well. Let's keep moving.

All right, onto the campaign, so just like the name sounds the Integrated Lighting Campaign focuses on recognizing integrated lighting, which means that the lighting system can communicate with other building systems to enhance building performance. However, that's not all the campaign is interested in. There are still luminaires and luminaire control systems that we're hoping to capture as well. Advanced systems and controls in lighting that improve lighting performance are definitely of interest and we would love to hear how systems are going above and beyond the simple occupancy daylight scheduling approaches so please, even though we are the integrated campaign we still want to see any of those really innovative programs as well but back to integrated lighting.

So today's lighting can communicate with other building systems to achieve deeper, whole building energy savings for example by exchanging information with the HVAC systems or a controllable plug load. While the integrated systems energy benefits can often result in a good ROI it's the non-energy benefits that may tap into a higher value proposition and really further tip the scale in favor of adoption of these systems. An example of a non-energy benefit is space utilization analyses that leverage the occupancy sensors that are located in the lighting fixtures or that operate the lighting fixtures and that gives information for optimizing space layouts. For example, a retail location might use it to better organize their store and you know put the good products where people travel. This is just what Walgreens did, who is 1 of our 2021 recognized participants or as you'll hear in a few slides Massport used their lighting fixtures to make Wi-Fi access points building their IOT network so really through the ILC we really hope to learn about and recognize some of these really innovative lighting projects as well as supporters.

So I've been talking about a few different groups of folks here so let's cover a little bit of terminology so we're all clear. You already heard from organizers and their role in the ILC. Again they provide

the campaign with direction and support. Supporters are organizations that deliver some value to a building owner or end user whether it be products or services, electricity incentives or something else, so supporters could be energy efficiency organizations, manufacturers, utilities, or others. As supporters of the ILC they play a key role in the success by helping to promote the ILC and identify projects that might be a good fit for recognition. And finally participants of the ILC are the actual adopters of the technologies so we're talking about building owners, facility managers, anyone overseeing the use of the technology in a building. Next slide please.

Okay on this slide a little messy here but this is really only a partial collection of our campaign supporters and participants, something we're quite proud of. Some of those on the supporters side may be organizations you do business with, perhaps a competitor of your business. On the participants side you see organizations that might have purchased your products or services, taken part in a research effort you conducted, or received incentives from your having adopted energy savings technologies. Again this is just a partial list. A full list of supporters and participants is available at our website. We hope to add some of you onto this list for our next webinar. Next slide.

Okay, that was a lot of talking from me and the organizers, I won't take all the credit, but I do want to get to know you all for a minute so let's take a moment so we get a better understanding of those of you participating on the webinar so looking at this list which of these options best describe you or the organization you represent? The poll popped up for me so I imagine it is for you; hopefully you're seeing it now. I'll give you a minute or so to answer the question while I take a sip of water.

Hopefully the responses are rolling in. Glancing over at the attendee list I see someone has their hand raised. If you don't mind enter your question into the Q&A pane and we can get to you and otherwise hang onto your question. We will be unmuting everyone at the end and you can speak up there so thank you for that. All right, I am seeing results from the polls, awesome. Thank you so much for voting. It's looking like mostly distributor/manufacturer/solution providers but a good spread of others too so this is great, very good. Okay, I'm going to close this – well thank you, you close that. All right, let's keep going. Next slide please.

I want to tell you a bit about last year's recognized participants and

supporters starting with participants. We recognized 13 organizations and you can see their logos here ranging from higher education to retail to healthcare facilities and government buildings. Four of the organizations were recognized for advanced controls and sensors, 6 for integration with HVAC, another 2 for integration with plug loads, and 3 for integrations with other building systems. So in a minute I'm going to dive a little bit deeper into a few of these but I also wanted to just give you an overview of the 2021 recognized supporters. Next slide.

I said supporters on the last slide; I think I was getting ahead of myself. Those were recognized participants, these are recognized supporters. We recognized 7 supporters last year shown on this slide. They include utilities, non-profits, and energy efficiency organizations. We have some aggregate stats from our supporters including 145,000 luminaires incentivized at over 300 projects totaling almost \$14 million in incentives as well as about 100 training courses and 100 tours given so great and these are great examples of how supporters can contribute to the ILC, again like I mentioned incentives, recruiting partners, giving out trainings and courses and tours, so thank you to our supporters last year. All right, next slide.

So as I alluded to just a couple of slides ago I want to dive a little bit deeper just to give you an idea of some of the projects that we recognized in 2021 so the first that I want to talk about Bryan Health, which is a project that comprised of 2 healthcare campuses in Lincoln, Nebraska totaling 3 million square feet so Bryan Health upgraded their interior lighting from fluorescent to LEDs with advanced controls employing a comprehensive lighting management system equipped with occupancy sensors, tasked tuning, preset lighting scenes for the space type, and the ability to remotely control the lighting throughout the building. So not only did they get a serious boost in energy efficiency, some of the key aspects that Bryan Health reported to us that the staff were happier with their control over the lighting, they were more comfortable in the space, they saw reduced support calls with shorter response times and better diagnostics to identify the problems with lighting before they reported, so again this is kind of speaking to those energy savings, the reduced energy costs, provide that ROI, but then there are these non-energy benefits, these kind of bonus benefits that come along with these advanced systems so this is a great example of that. Next slide please.

So another case study that was just published covered 2 exterior lighting project upgrades, 1 at Massachusetts Port Authority, also

known as Massport, and the city of Wilmington, Delaware. So Massport upgraded 23 of its HPS high-mass luminaires to LED and I kind of mentioned this earlier, they integrated Wi-Fi into those luminaires that allowed them to better control the lighting and really improve the operational efficiency of the port and all the kind of movings and goings on that happen at the port as well as increase security. They could change the lighting levels centrally so saving energy at all times but also the ability to boost up that lighting in the event of an emergency or a security situation. So Massport saw 55 percent energy savings and a significant reduction in light pollution that really benefited the residence of South Boston that live near the port so again that was I think a great non-energy benefit that came with that project.

Looking at the lower half of this slide so Wilmington, the city of Wilmington, upgrade 1,700 of its street lights to LEDs with photo cells and wireless control nodes that provided them with really an interactive dashboard for visualizing the light status of all these luminaires that were replaced. The city saw almost 70 percent in energy savings as well as huge reductions in maintenance costs, so much so that they are selling 1 of their bucket trucks because it's just not needed to go around and replace those burned out lamps from the incumbent technology. So again both of these projects had serious energy savings as well as these really good non-energy benefits, the Wi-Fi integration, the reduction in light pollution, the street light maintenance in Wilmington really made these projects a success so that's why they were recognized and had case studies published on them this year.

Okay, moving on, next slide, thank you. So onto more about the becoming a supporter of the Integrated Lighting Campaign. I've mentioned some of the things that some of the things that you as a supporter can do to help the campaign. In the past supporters have gone beyond just promoting the ILC, actively engaging with participants to help them submit their project for recognition, getting them onboard. We can help with that process too if you prefer. That is part of the technical assistance that we provide to participants. There certainly are benefits when it comes to being a supporter as well. We do provide an opportunity for visibility of your organization through our website, newsletters, and mentions in the case studies that are developed for recognizing participant projects just like the ones we just looked at a couple of slides ago, and given that the goal of the campaign is to increase adoption of energy saving systems that means – it could mean increased sales, reduced energy use, savings that could be attributed to a certain utility energy efficiency program or some other value-added

outcome for your organization.

We also do provide recognition some supporter types for their efforts to help the adoption of technology in the interest to the ILC or helping the ILC's efforts so – oh lastly, a supporter logo is available to our registered supporters to demonstrate your support for the ILC and promote the ILC for example linking to our website, but you can see that little logo down at the bottom right. As a supporter you get that and can put it on your collateral. Next slide please.

All right, the ILC website also serves as a resource for things like reports, those case studies we looked at, other case studies from national research labs and third party organizations, utility incentive lists that might help provide that financial support for those taking on advanced lighting projects, webinars and trainings are listed on there along with topic-relevant videos available to you right on the side so I encourage you if you get a moment to check out our site when you get a chance and explore some of the resources there.

Oh, we're already here. Thank you. So as I've mentioned the ILC wants to recognize innovative and advanced lighting projects so here are the categories by which these projects are based so 6 major categories, 2 of which are new this year. First up there's the advanced use of sensors and controls for lighting like connected lighting systems, networked lighting controls, there is integrated controls for plug loads and HVACs with the lighting system and that's looking for projects where the lighting systems help inform those other buildings kind of like I talked about a little bit ago. When it comes to integrating with other systems in lighting there are many, many possibilities like the lighting systems that interact with automatic shades or solar PV, security systems, much more, a lot of opportunity there.

So as I mentioned there are 2 new recognition categories for participants, which are integrated lighting and horticultural controls so looking at the lighting that might be used in an indoor growth facility whether it's a greenhouse or a solar source grow operations, and innovative maintenance operation and financing service models that could include again innovative approaches to fund integrated lighting such as lighting-as-a-service, utility incentives in a special or unique way, or alternative financing options for those projects. Next slide.

So we also have recognition opportunities for supporters and these

are the categories in 2022. Supporters can be recognized for encouraging use of advanced lighting controls and technologies that facilitate integration of lighting into the other building systems as we talked about. This might be an innovative utility program, maybe the supporter recruits 1 or more projects into the ILC, provides technical assistance, maybe does some of those trainings and tours that we talked a little bit about from the supporters from last year. Yeah, so the next one, and Cedar mentioned this, she hit on it in her introduction to The Better Buildings Initiative, but new this year we have a new category designed to recognize exemplary supporters that are diversity, equity, and inclusion champions that support energy justice, diversity, equity, and inclusion or DE&I. They could demonstrate successful efforts to deploy advanced or integrated lighting solutions in underserved communities or support projects in diverse communities or that are doing business with minority-owned businesses, something like that. Ultimately we want to really see projects that work with and represent disadvantaged communities and bring the benefits of advanced lighting to the people that need it most and can really get those benefits that maybe they otherwise wouldn't see. Next slide please.

So this is the submission form so if you know of a project or you know of someone who might be interested in getting recognized by DOE this is the form you or they would fill out. Really it's the submitter should tell their story of how the project came to be, how it fits into the recognition categories that I just reviewed whether it's a participant or a supporter, and then you can provide some supporting data such as the number of buildings impacted, any energy savings measures, incentives received or other quantifiable information that supports the narrative. It's a really pretty simple and streamlined submission process. If your project moves forward in the process we will work with you a little more closely to learn about the project and get more information. Okay, next slide please.

Here is the timeline for this year. Submissions are now open. They opened January 7th this year. We will accept them through the end of March so if you're thinking of projects get them in now, continue to – we'll continue to review them through the end of March. We will review all of those submissions that come in and we will inform those participants that are recognized of their selection by June 30th. Then we will announce the recognitions in August of this year. Last year it was at the annual IES conference. I think we're still finding a venue for that but we will definitely have that information to you soon; it may be the IES, it might be something else or both so stay tuned for that.

So moving onto the right-hand side of this slide really what happens beyond recognition is where the campaign really seeks to add value and that's by creating this body of knowledge from the recognized projects. Some basic information about each projects and its benefits is share during the recognition but it's really those more in-depth case studies that are planned for development that deliver more information to those considering similar projects so some – maybe there's a small municipality like the city of Wilmington that wants to upgrade their exterior lighting and they can look to that case study or a healthcare campus like Bryan Health so they can take those case studies, borrow inspiration, get inspiration for those, and even reach out to some of those people that were involved. Also, newsletter articles are a great way we can communicate about those projects throughout the year.

Okay, let's have another poll. It should be coming up – oh, there it is so are you aware of any projects aligned with a recognition category that may be eligible for recognition by the ILC? Answers include we have such a technology in our building, we have supported an installation, we know someone that knows someone, we can get you information, or we are not aware of any such systems. Okay, hopefully if you answer any of the first 3 you will be in touch with us and become a supporter and a partner of the ILC. Okay, I'll give you about 10 or 15 more seconds to answer this poll. There we go. Okay, pretty good spread here. A good amount of folks have supported installation, some folks know someone that knows someone, and then some are not aware of any such systems and that's okay. Awesome, thank you for answering. All right, let's go onto the next slide.

That was the end of my slides so we can start some Q&A. Before opening up the ability to unmute the microphones Sergey and Michael have been keeping track of any questions that have been submitted in the chat. I'm kind of looking around. I see some have been answered. Sergey or Michael maybe you can let me know in the chat or you can speak up but did anything come in that would be good to read out loud or answer to the group? I'll keep an eye on the chat. Yeah Michael?

Michael Myer:

Yeah, so most of the questions were process about how you – what category you submit for or use of a logo and Sergey presented and responded to those. Someone did ask about lighting controls. Their question is dim or turn off electric lighting in response to available daylight to reduce peak electricity demand for lighting and related cooling loads? It was just – from the text there available I was

unsure what exactly their question was and we responded yes, that's how daylight controls typically work and we have a category that supports that type of thing so that was just the largest question but those were the extent. Axel?

Axel Pearson: Thank you Michael. Yes, and if I had to take another guess I would say maybe they were asking about eligibility and you answer answered that question. That is something that we are interested in so if you have a project that includes daylighting controls, especially if it had some co-benefits of reducing the cooling load, especially when that solar heat gain comes in the lights can dim and stop giving off so much heat, so yes, I would say that is of interest. I encourage you to submit that for recognition.

Okay, I'm – so that covers the questions so I want to open it up now not only to questions, any suggestions, experiences, any other discussion that you'd like to have we are here and we're happy to hear from you. So I'm reading that you now have the ability to – nope, okay. I need to reread that question. If you have a question or something to say please raise your hand. We will individually unmute you. So I see –

Michael Myer: Axel so there was a follow-up question related to which category supports daylighting controls. I'll let you take it away. I'm just reading them out for you.

Axel Pearson: Oh, I see it now, which category supports daylighting controls and it would be that first category of advanced lighting and controls so yes, daylighting wasn't specifically mentioned but we do consider that an advanced control over kind of basic wall control or something just like occupancy sensors I think that technology has been around for a while, you're welcome to submit that one, but I think good use of daylighting is I would still say an advanced lighting control that would fit into that first category.

Michael Myer: Second question, how can a minority, small business, recently registered lighting efficiency organization get involved?

Axel Pearson: Yeah, go through our website and there's a form you fill out to be a supporter. You can do that, that is free, and that will open up the website and resources for you and then you can get in touch with us and we can talk about any projects that you might have and you can submit for recognition as that – as a supporter this year, as the energy justice, diversity, equity, and inclusion champion so I think that is a great opportunity, so yes. Go through our website and if that doesn't work for you get in touch with us. My contact

information will be at the end of the presentation here and you can just shoot me an email.

Michael Myer: Looks like – oh, they responded with thank you. That's where we are at the moment on open questions.

Axel Pearson: Great, thank you. Okay, so back to anyone else, it's still open so if you raise your hand, use the raise hand function, which you should see at the bottom of your Zoom screen, for me it's second from the right, just left of record. Go ahead and do that or now I see another question coming in so you can continue to type your questions. I've got this one Michael. We are building a map of projects using LumenCache. Are there ways to have projects reviewed without significant cost, you'll see as a cost? Okay.

Michael Myer: So I think there's 2 things there Axel we might want to separate out. One, our program, the Integrated Lighting Campaign is free and publicly-supported so there is no cost to participate in our side of it and that probably we should defer to them. The DLC represent unfortunately had to leave for another engagement but they can probably address any membership or pricing for their organization directly.

Axel Pearson: Yes, for sure, and if you have trouble getting ahold of DLC reach out to me. I can definitely put you in touch with someone over there and we'd be happy to connect you. I hope that answered your question Derrick.

Michael Myer: As well as I hope to learn a little bit more about LumenCache. I like good maps of projects so...

Axel Pearson: Yeah.

Michael Myer: At the moment I think most of our questions have been addressed. I'm just checking real fast for you.

Axel Pearson: Okay, thank you. Well let's keep this open. I do have – I think we have 1 more poll and then we can show my contact information so yeah, let's go ahead with this poll and the poll is open. Also, questions are still open. So this one is about how we can provide resources and encourage others to participate. What is most useful to you? Would it be if we were to create some resources like a 1-page overview, a slide on ILC, a 2-page summary document that's a little more detailed and technology-focused, maybe a brief video, a webinar, maybe the campaign link is enough or other? If you answer other and you have an idea that's not listed here I

encourage you to enter it in the question and answer pane or raise your hand and speak up. I'm happy to hear from you. Let's give this one 10 or 15 seconds.

Okay, hopefully everybody had a chance to answer that. Nice, good answers, 1-page overview, most of you said a 2-page summary document that's technology-focused or a brief video. Awesome, thank you for your input. Hey, I got a response over the question and answer. Thank you, A and C will work. Great, we'll add that. Okay, let's go 1 more slide, just 1 more. I just want to show my contact information and I think these addresses are also up there. Okay, there's my contact information. Please get in touch if you want to talk to me about anything. I don't want to rush you out of here, we have about 10 minutes left, but if there are no other questions I'm happy to end a little bit early but I'll give it a minute here if anyone has a question that they're kind of stewing on.

Michael Myer: There were a few Axel who couldn't do the survey for some reason and they've been putting questions or their responses in the question and answer pane so if that's someone else please continue to do it and thank you.

Axel Pearson: Yes, agreed and we will capture that as well. Bonnie I see your hand raised. You had also put in your chat about your poll responses. Did you have anything you want to speak up about or was it just the poll response? You should be able to unmute yourself if you'd like. I do see another question. Is there a handout offered to access the links linked to the presentation? Yes, we will send these slides out. There are a bunch of links embedded in here. I think they should work and if not feel free to email me but yeah, we should be able to have those links work for you so yes, thank you Douglas, the slides will come out.

Okay, I'm not seeing any more come in. I'm happy to give a little time back here. Thank you very much for joining, thank you for your attention. I saw 1 more, it's hard to get the utility to understand the benefits of lighting systems. I agree. Utilities, while I've worked with utilities a ton and I am not knocking them at all, there are kind of strict, cost-effectiveness measures. They are mostly interested in energy savings I assure you, but some of them and many of them in the future will be working on alternative ways to quantify those non-energy benefits. In fact, that's something that we are working on as well and that is going to be really key to making that cost-effectiveness, making that ROI look a little bit better when not just focused on saved kilowatt hours so good comment, thank you. Okay, are there any programs focused on

residential benefits as well as commercial? Yes, I think there are. Michael can you help me out with that one? Do you know of any residential programs maybe like the campaign's?

Michael Myer: I know of residential programs, yes, different than the campaign. Our focus tends to be commercial buildings, yes, and we even within the Department of Energy the residential side does not have a lighting program – it does have a lighting program; it doesn't have a lighting campaign focused on the residential side. There are non-ones – I'm thinking of the American Lighting Association so we can follow-up Derrick with your question I think that's actually or maybe – yeah, we'll follow-up directly with you and at least a point of contact and some references.

Axel Pearson: Awesome.

Michael Myer: Lighting for residential is a much smaller usage than compared to commercial so it's – it just has different aspects to it.

Axel Pearson: Yeah, makes sense. Okay, it seems like each time I start this statement when I say there's no more questions 1 more comes in so I'm going to say it 1 more time. I don't see any questions but I'm happy to answer anymore that come in so – but also if we end this webinar and you still have a question take my email address down there and shoot me an email. Okay, with that I'm going to end it 5 minutes early. Thank you everyone. Thank you for your attention, thank you for considering, and for those of you that are supporters let us know if you have any other questions. Have a good rest of your day.

[End of Audio]