



STAKEHOLDER MEETING 2018

July 9 - 11 • Boston, MA

Welcome to Boston!

Thank you to our sponsors!



EVERSOURCE

nationalgrid



AcuityBrands



RAB

intertek



PHILIPS

CREE



cortet
by GEL

current
powered by GE

**Efficiency
Vermont**



LEDVANCE



OSRAM

Pozeen
QUALITY.VALUE



Standard-Tech



VaOpto
LED Manufacturer

WESTGATE
THE FUTURE IS HERE...AND IT'S QUITE BRIGHT!



Remembering Austin

Austin Gelder

1979-2018





**Tina
Halfpenny**
DLC



**Carlos
Nouel**
National Grid



**Tilak
Subrahmanian**
Eversource



**Brad
Swing**
City of Boston

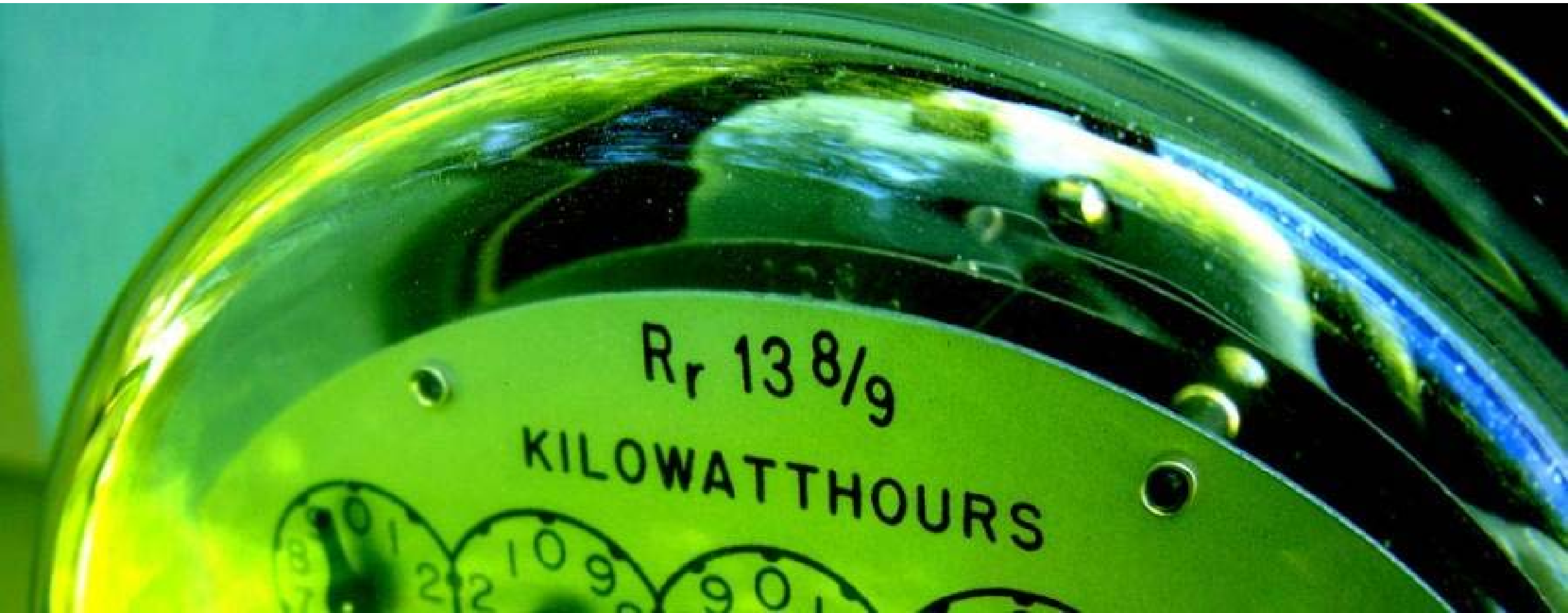


CHANGE

Climate



Energy Efficiency



Lighting



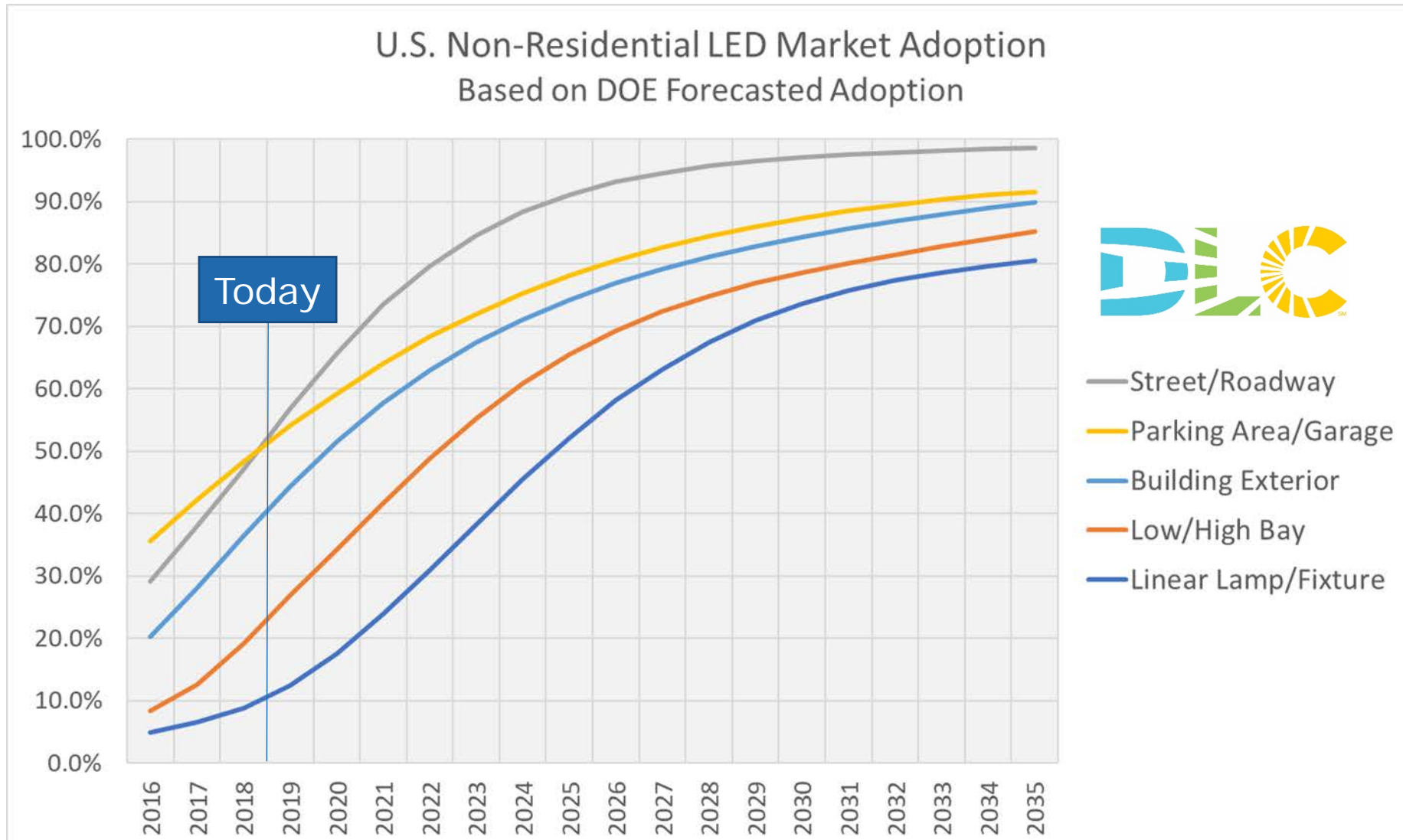
OPPORTUNITY

To hell with circumstances;
I create opportunities.

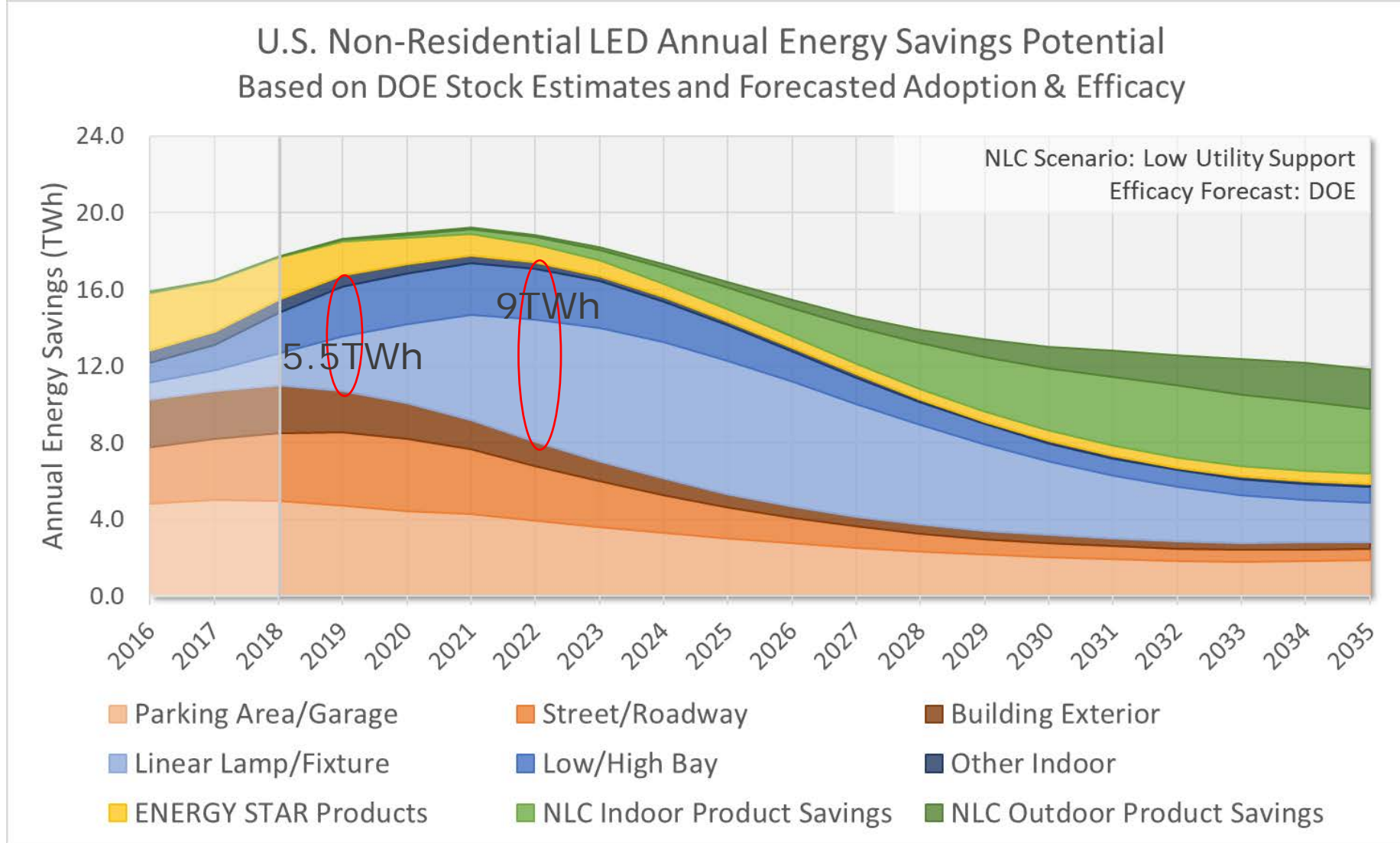
-Bruce Lee



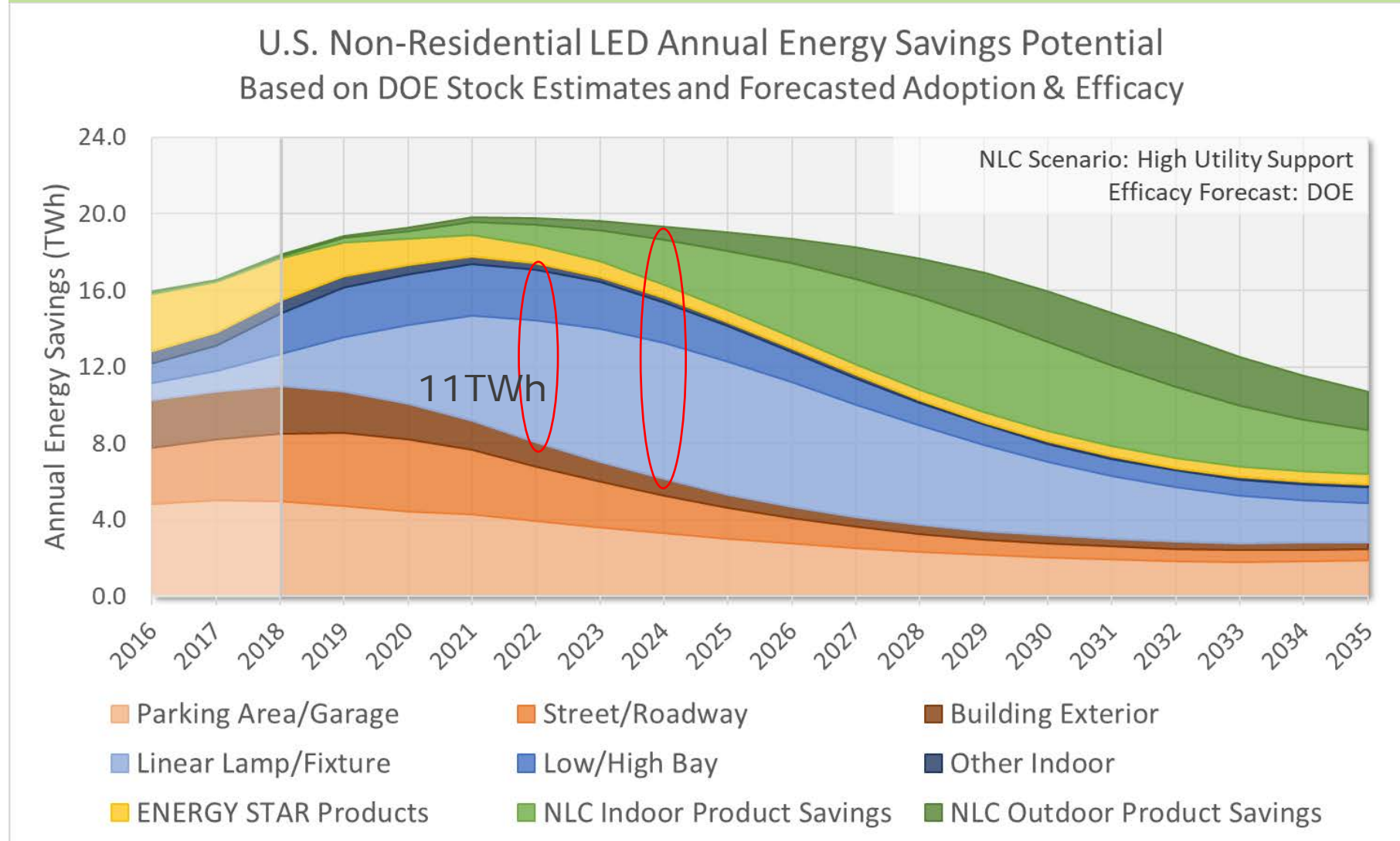
LED Lamp & Luminaire Adoption Forecast – Current Path



LED and NLC Savings Potential Forecast – Current Path

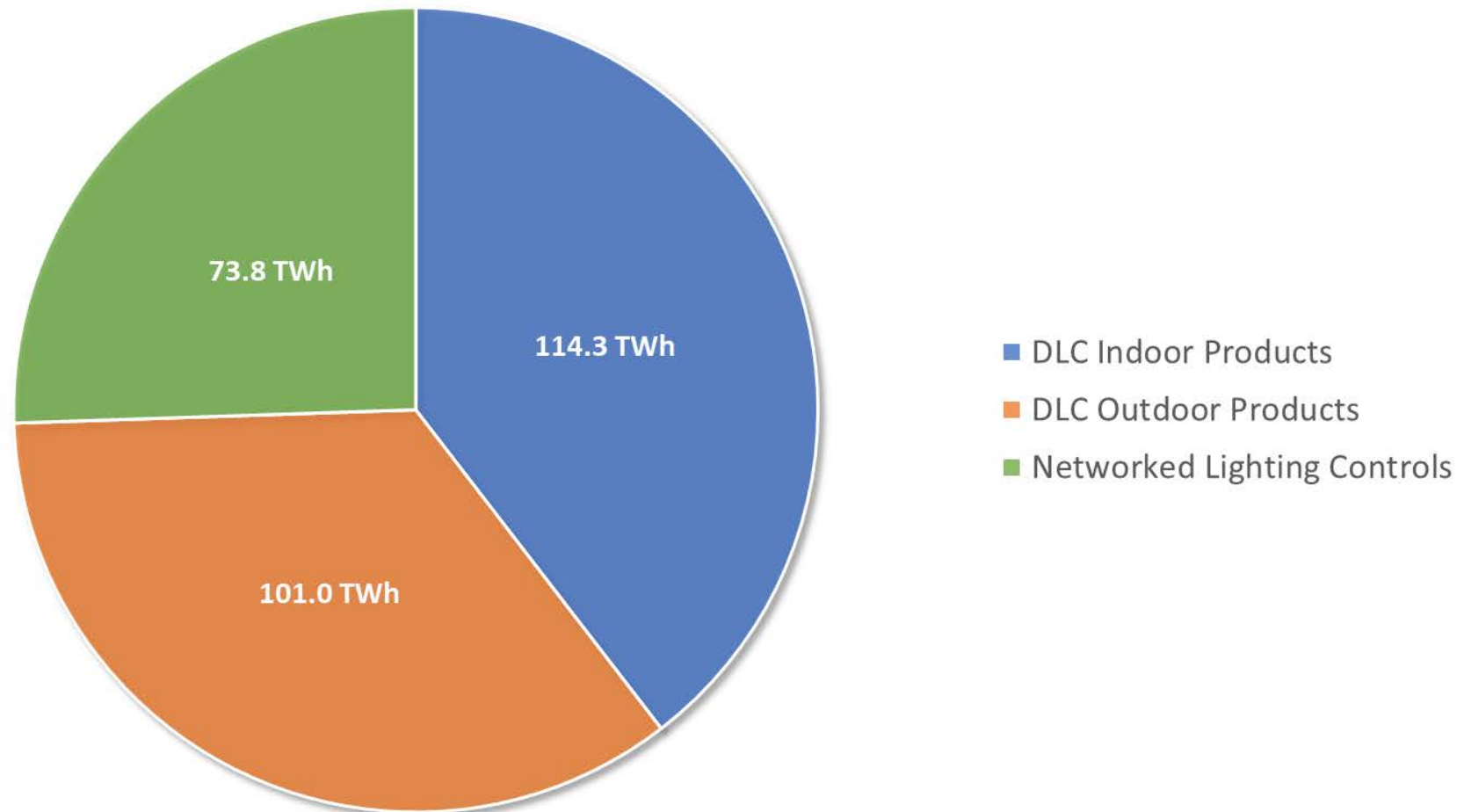


LED and NLC Savings Potential Forecast – NLC High Utility Support



LED and NLC Remaining Savings Potential – NLC High Utility Support

U.S. Non-Residential LED Remaining Potential (2018-2035)
Based on DOE Stock Estimates and Forecasted Adoption & Efficacy



Additional energy savings, additional value

ENERGY BENEFITS

Demand Savings

Plug Load Control

EMS, BMS Integration

Demand response

NON ENERGY BENEFITS

Diagnostics

Energy Monitoring

Security

Personal Control

Space Utilization

Asset Tracking

Indoor Positioning

User Satisfaction

SHM 2018

- New Markets
- Product Performance
- Quality of Light
- Controllability
- Strategic Program Design

Evolution or Revolution....

Evolution: A process of continuous change from lower, simple or worse to a higher, more complex or better state.

Revolution: a sudden radical or complete change

[r]evolution

COLLABORATION

Alone we can do so little;
together we can do so much.

–Helen Keller