



Lighting Technology Energy Solutions Program

LiTES Program Findings Webinar | February 4, 2020

Questions Received & Answers

1. **Question:** What was the ratio of the # of projects completed vs. non-participants? How many people actually installed advanced/networked lighting controls (ALC/NLC) systems vs. those considering?

Answer: Originally, the program team planned to secure 100 demonstration sites for participation in the LiTES Program, however lack of familiarity in ALC/NCL technology created challenges with securing demonstration sites.

A total of 68 small to medium commercial buildings expressed interested, yet only 27 sites elected to participate as LiTES demonstration sites. (~40% of interested buildings participated)

2. **Question:** How receptive were building owners to participate in the M&V process?

Answer: Encouraging building owners to participate in the M&V process was challenging. The original M&V plan sought to collect post-installation data for three months (12 weeks) at each M&V site. However, upon initiating LiTES M&V activities at demonstration sites, it was discovered that many customers participating in the utility incentive programs were resistant to participation in a 12-week M&V process, as paying rebates on verified kWh savings calculations delayed incentive payments. While the program team was able to collect M&V data over a 12-week period at 4 of the 10 M&V sites, these reasons influenced a shift to a 4-week data collection period for 6 of the 10 M&V sites.

3. **Question:** Could you expand upon the M&V methodology used?

Answer: Full details on the M&V methodology used can be found in the LiTES Measurement & Verification Report (November 2019), Section 5 – Report Methodology which will be available on the www.nextenergy.org/lites website shortly after February 15, 2020.



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4. **Question:** Is the Cost/Sq. Ft controlled shown just for ALC/NLC? Is it total installed cost (materials & labor)?

Answer: The costs presented include both fixture and advanced/networked lighting controls (ALC/NLC) costs, as the systems were installed in combination with lighting updates. Total installed costs include materials and labor.

5. **Question:** What kind of feedback do you receive from the 300+ professionals that receive training? Were they able to grow their business?

Answer: As shared on slide 21 of the webinar presentation, 74% of trainees found the provided LiTES Program training to be highly valuable, with over 40% indicating attending a training helped them better market and educate customers. Full details on the trainee survey responses can be found in the can be found in the LiTES Measurement & Verification Report (November 2019), Section 10 – Training Participant Survey findings which will be available on the www.nextenergy.org/lites website shortly after February 15, 2020.