



2019 SPRING SEMINAR LEARNING LABS and GENERAL SESSIONS

March 5–7, 2019

Hosted by:

Birmingham Marriott
3590 Grandview Parkway
Birmingham, AL 35243



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GENERAL SESSIONS

In the Spotlight: Why A Smart Lighting Controls Solution is Just the Beginning to Reduced Energy Usage *By Synapse Wireless, NALMCO Spring Seminar Host*

Lighting Controls can increase the longevity of LEDs, but Smart Lighting Controls can do much more. Learn how Smart Lighting Controls do more than on/off and dim. Discover how a smart lighting network can be used to expand lighting control features, such as task-tuning, lighting effects and create emergency lighting or visual communication systems. Reevaluate the usefulness of the smart lighting network and how it may be repurposed to provide more value as our work environments become more automated.

Guided by the Light: Expanding Your Smart Lighting Controls Solution into Other IoT Applications *By Synapse Wireless, NALMCO Spring Seminar Host*

Everyone is discussing the latest buzz word, IoT. But what does it really mean and how does it affect Smart Lighting Controls? What if the opposite is true, Smart Lighting Controls can affect the IoT. Let's examine real-life cases where Smart Lighting Control networks enable other IoT solutions, provide greater ROI and shorten payback periods for installing layered solutions.

Trends Roundtables

Facilitated discussion where you share your insight on trends affecting your business, including: attracting and retaining the next generation of professionals; educating technicians; how trade wars affect the lighting industry; and mentoring. These sessions fuel future Convention topics, LM&M articles and the association's growth strategies.

LEARNING LABS

Day Light Harvesting

By Synapse Wireless, NALMCO Spring Seminar Host

Accomplishing Day Light Harvesting where a certain light level is maintained is more difficult than realized. There are limitations due to the physics of light and there are limited sensors that can provide continuous readings to the control system. Attendees will learn the differences between closed-loop and open-loop systems; the physics of light for High-Bay applications; how to achieve continuous Day Light Harvesting; and that the next best solution is Day Light Response.

Best Practices for Exterior Lighting Retrofits

By Acuity Brand Lighting

This session will focus on best practices for exterior lighting retrofit projects. Acuity will cover what NALMCO members should consider when first walking a project including the typical energy savings that an exterior retrofit project can capture when converting to LED, what to consider from an optical/light distribution standpoint and where controls become important for exterior retrofit projects. We will end the session by educating attendees on what to consider, from a maintenance and upkeep standpoint, once exterior LEDs are installed. By the end of the session attendees will feel comfortable in approaching, selling and maintaining an exterior LED retrofit project.

Benefits of PEO

By CCPEO Consulting, Inc.

A professional employer organization provides a service, sometimes called co-employment, by which an employer outsources employee management tasks like employee benefits, payroll, workers' compensation, recruiting and risk/safety management. It hires the client company's employees, thus becoming their employer of record for tax and insurance purposes.

Professional employer organizations (PEOs) enable clients to cost-effectively outsource the management of payroll, employee benefits, human resources and workers compensation.

This session will introduce the service of PEO (Professional Employer Organization) to the NALMCO members; provide information on how PEO's can improve the outsourcing needs of each company; show how to solve the HR issues each company faces concerning employee benefits, workers comp, HR issues, payroll, etc.; and show how to maximize outsourcing for each company.

Controls Simplified

By Espen Technology

Espen will discuss how to take complexity out of controls based on a case study. In this session, you will learn: The value of lighting controls; that lighting controls do not have to be complex; and how simple lighting controls can be an integral component of any lighting retrofit proposal.

Universal Waste Management Regulations

By Lighting Resources, LLC

Lighting Resources will share information based on the US EPA / Code of Federal Regulations (40 CFR). Resource links are available and demonstrate how to search for the proper documentation to support General Member business relationships. This session will educate General Members on Federal guidelines; demonstrate where to find information per state; and utilize the information to benefit their business.

Leveraging today's tools for a better tomorrow

By LumenFocus, Inc.

Today's technological environment requires a deeper understanding of sustainability beyond the 1-1 replacement and ROI pitch. Controls, finance and tax implications are the hidden gems seldom considered and rarely provided to today's end users – Why? We are all battling the “race to the bottom” players who devalue the true evolutionary innovation that should be leveraged by all for greater sustainability and customer savings. When price is the driving force for decision-making, it becomes the tool most used by those who need to close to get paid. Being the solution for the application has become an “if it's on – I'm gone” tube replacement world – who benefits in the end? Join me in a discussion that will open your eyes to today's tools for combatting the “trunk-slammer” mentality and create opportunities to become today's professionals providing the right solution that our industry environment truly requires! Let's get back to reality!

How to make lighting controls easy

By Lutron Electronics

With new LED technologies sweeping across the energy retrofit landscape, advanced controls are required to maximize energy savings and provide occupant comfort. This session will review the new lighting control options; good, better and best that will meet any ROI requirements. We will discuss the benefits of each solutions and review case studies of each type of solutions. We will review the integration of Lighting into Building Management Systems and the energy benefits of having a fully integrated solution.

Making the case for IoT: The Advantage of Specifying Advanced Controls on Your Next Retrofit Project

By SnapCount (StreamLinx)

As a NALMCO member, you're aware that “IoT” and “Advanced Controls” top that chart of trending terminology. While the typical retrofit project provides immense savings to the customer, including advanced controls as part of the solution can help give your proposal a distinct advantage.

In this session, SnapCount will present a case study focusing on how specifying IoT and advanced controls in your retrofit projects will lead to more savings for your customer, while differentiating you from the competition and increasing your project revenue. You will learn how the inclusion of these solutions enable a recurring revenue opportunity through service and integration, as well as how these new technologies can help the customer comply with complex regulations and qualify for new incentives.

You will also learn how to make your project proposal more compelling to customers through increased savings and improved occupant satisfaction; increase project size and recurring service revenue through service contracts and integration; increase project opportunities via compliance with evolving energy regulations and incentives; and SnapCount will compare two projects, one with advanced controls and one without to illustrate the dramatic differences.

“Retrofit Away” – Building a Winning LED Retrofit Lighting Proposal

By Universal Lighting Technologies, Inc.

The session provides participants with a better understanding of which kinds of LED upgrades will be best for different clients. These will include the practices of retrofitting and full fixture replacement allowing participants to gain a better understanding of different specs that will be needed in proposing LED lighting solutions. The presentation will include maintenance information that the participants can present to clients with the goal of helping clients understand why they should invest in LED for their buildings. This will specifically cover when LED lamps should be changed, when drivers should be replaced and maintenance tips for highest performance and efficiency. The session will also cover information and instructions on how to get the most payback in rebates and energy savings including Point of Sale, Prescriptive, Midstream, and Custom rebates. Case study examples will demonstrate real world applications including maximizing local utility rebates and ROI calculations using case studies and real-world applications. This will help participants understand how to show clients that their LED upgrading projects will pay for themselves after a certain amount of time. Performance Contracts will also be discussed so that participants can understand how to win proposals for clients who don't have money up-front to invest in an LED lighting upgrade.

Learning Labs and General Sessions will be added as information is made available.