



lighting design lab®

NEWSLETTER | SPRING 2019

## Lighting or Controls Consultations at LDL

*Do you have a new or existing building and want help with your lighting system? The Lighting Design Lab is here to assist you.*

The Lighting Design Lab offers consultations with Lighting Specialists who bring decades of experience with every aspect of lighting and controls. Whether you are deciding on new equipment or refurbishing an existing system, we can help you get the most out of your project. There are so many factors to consider besides just energy efficiency: light quality, fixture quality, appearance, control options, availability, utility incentives, just to name a few. The Lab team can help you decide how to prioritize these aspects of the project. We can meet at your office, our demonstration facility, the job site, or maybe all three.

Funded by Seattle City Light and other local utilities, the LDL is an educational resource you can count on. Our goal is to help you get the best system possible while avoiding



unnecessary costs. On particularly large and complex projects, you may still need to hire a lighting professional to assist you as the project moves forward, but the Lab can give you tools to convey your ideas to the design team and understand what the various consultants are proposing. If you already have a proposal, we can look at it and see if it is offering you the best value for your investment.

To get started, just go to [www.lightingdesignlab.com](http://www.lightingdesignlab.com) and click the Consults button. Then, fill out the simple form, and we will contact you soon. Or, you can contact one of us directly by phone or email at (206) 256-6161 or [lightingdesignlab@seattle.gov](mailto:lightingdesignlab@seattle.gov).



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# Spring 2019 Classes

## 102 INTRO TO DAYLIGHTING DESIGN

Wed, Jan 30 | 3-5pm @ LDL in Seattle

Mon, Jan 28 | 10-noon @ Tacoma Power Auditorium

TBD\* @ SnoPUD Everett Training Ctr

Designing with daylight requires the interplay of form, space, and materiality derived from the influence of site, climate, regional culture, and the distinct requirements of specific visual tasks. Daylight can make our buildings healthier and more energy efficient; however, designing effective, comfortable daylit buildings remains a challenge. This ninety-minute seminar will concisely cover design concepts and strategies toward daylighting success that designers can immediately employ in their projects. These concepts will be illustrated by case studies that represent fundamental activities of incorporating daylight in buildings. Project objectives will be described and key components will be evaluated using state-of-the-art performance metrics. Discussion topics will include why daylight is important in buildings, programming and criteria development for daylighting design, and examples of design strategies and simulation techniques. Special attention will be given to the local climate of the Puget Sound region.

The presentation will include a short segment devoted to the related IES standards (RP-5-13 *Recommended Practice for Daylighting Buildings*, IES LM-83-12 *Approved Method: IES Spatial Daylight Autonomy (sDA) and Annual Sunlight Exposure (ASE)*, LEM-7-13 *Lighting Controls for Energy Management*, as well as IES SEM-6-11 *Daylighting*). The presentation will also provide an overview of newly published IES standards.

### This course will cover:

- Key integration points for building design, dynamic daylight, electric lighting design, and operational controls. Case studies and discussion will illustrate challenges and opportunities for delivering high-quality luminous environments while meeting energy efficiency goals.
- Current and emerging metrics for daylight performance in buildings being developed by the USGBC and the IESNA.
- Implementation strategies for daylighting design via climate assessment, case studies, post-occupancy analysis, and through a freely-available web tool for daylighting design decision-making.
- Current portfolio of resources offered by the IESNA for daylighting design and energy efficient lighting.

## 108 PROMOTING ENERGY EFFICIENCY

Wed, Jan 30 | 1-3pm @ LDL in Seattle

Mon, Jan 28 | 1-3pm @ Tacoma Power Auditorium

TBD\* @ SnoPUD Everett Training Ctr

Imagine you are working directly with a customer on a lighting retrofit proposal. You feel confident your retrofit kit and TLED/new ballasts strategy is appropriate and competitively priced. A few days before closing the deal, the customer notifies you that another company—*Lowest Cost TLED Always*—has come out of left field with a proposal 15% under your price and thanks you for your efforts.

Competing solely on lowest cost can lead to project development tunnel vision. The results are almost always the same: “value” engineering, diminishing margins, and pressure to install projects faster just to cover costs. What else gets lost in the race to the bottom? The delivered value to the customer and tenants. So is the opportunity for repeat business.

The LED proliferation offers so many opportunities to provide better solutions to customers. As utility programs begin to phase out conventional 1:1 fixture incentives for programs that favor pay-for-performance models and smart controls, market actors who have competed on cost alone will find themselves increasingly trapped in a downward spiral.

Shifting your sales approach requires training and practice. Attend the LDL course, Promoting Energy Efficiency, as a step toward expanding your methods to bidding, specifying, and building relationships with future customers.

### This course will cover:

- Lighting Audit
- Code Compliance
- Efficient Financial Statements
- Energy and Non-Energy Benefits
- Qualifying Questions
- Use Cases
- Design Options with Estimates
- Elevator Sales Pitch

\* Courses labeled “TBD” are in the process of being rescheduled. Please watch your email and our website ([lightingdesignlab.com](http://lightingdesignlab.com)) for updates!

## Join the Lighting Design Lab for Spring Classes

REGISTER: [www.lightingdesignlab.com/education](http://www.lightingdesignlab.com/education)

### 201 EFFECTIVE OFFICE LIGHTING

Wed, Feb 27 | 10-noon @ LDL in Seattle

Wed, Mar 6 | 10-noon @ SnoPUD Everett Training Ctr

In today's marketplace, the lighting for an office has: A) never been easier and B) never been more challenging. There is a myriad of new and exciting tools that are available to the lighting industry, from new luminaire form factors and optical systems, to lighting quality control that has never been available before. This plethora of choices can be daunting, but it is also an opportunity. Layer onto this the ever more stringent code demands, and the lighting process can get complicated. This class will take fundamental design principles and help you apply new tools to achieve a successful design.

### 302 LIGHTING FOR SCHOOLS K-12 WORKSHOP

Thu, Apr 11 | 1-5pm @ LDL in Seattle (4h Workshop)

Lighting for school projects can pose a wide range of potential challenges, opportunities, and pitfalls. Come and learn some tips and trick to help ensure that your project will be visually effective while minimizing energy use. The class will include lecture, small group discussion, and group workshop exercises keyed to learning and design concepts. The class is appropriate for architects, engineers, lighting designers, facility managers, educators, and others. This class assumes some level of lighting knowledge.

### 308 ADVANCED LIGHTING CONTROLS

Thu & Fri, Feb 21-22 | 8am-4pm both days @ LDL in Seattle (2-day Workshop)

Lighting controls offer the opportunity to balance the visual environment, enhance space flexibility, and improve user satisfaction while saving significant amounts of energy and improving maintenance cycles. Designing and implementing high quality control systems can also help to differentiate contractors and designers in a competitive marketplace. In this two-day, hands-on workshop, you will learn industry best practices and strategies, then apply them to an example project.



Professional CEUs  
available for all  
classes.

# The Gang



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**Seattle  
City Light**

