

# EnergyWatch



March 2023

<http://attardimarketing.com/>  
<http://energywatchnews.com/>

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*The saddest thing in life is wasted talent and the choices that you make will shape your life forever.*  
**A Bronx Tale**

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## ***Something to Think About... The Past, the Present and the Future of Lighting by Bill Attardi -***

This is an attempt to pull together an understanding of the transition taking place from the Traditional Lighting industry (the Past) to the Smart Lighting industry (the Present) to the Intelligent Lighting industry (the Future).



As an unabashed sports nut (GO YANKEES!), let me ask, is there any business more traditional than baseball? Much like the lighting business, I might add. I feel I was there when Thomas Edison introduced us to his carbonized filament incandescent bulb that could last for 14.5 hours back in 1879. I know my friend, the other Bill, Bill Warren was there... For almost 150 years, both baseball and the traditional lighting businesses changed very reluctantly. Baseball: three traditional umpires talking shop confirmed who was in charge:

- 1<sup>st</sup> I call 'em like I see 'em
- 2<sup>nd</sup> I call 'em like they are
- 3<sup>rd</sup> They ain't nothin' til I make the call!

Well, maybe not on the field anymore: let's go to the videotape and let the Umpires in NYC make the call...



Times they are a changin and the cause is technology. Now their final call can be challenged and reviewed in slow, very slow motion in NYC, of all places, far away from the actual game. Now the umpire's not-so-final call is outsourced using video technology-based analytics. How did that happen? Well, technology gives this very traditional business the ability to get it right. That's what happened. Took baseball a little longer to get there but there they are and they are not going back to the good ole days. More changes are coming. Can't wait till the season starts!

The traditional lighting industry has always wanted to get it right, too. Quality of light, energy efficiency and long life have been the focus over the years to get it right. We are an industry made up of independent companies, yet very interdependent. On the manufacturing side: luminaire, lamp, ballast,

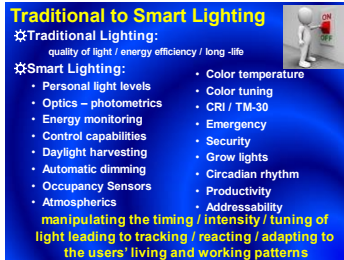


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controls, accessories companies are interdependent; on the supply chain side: agents, specifiers, designers, contractors, distributors, utilities are all interdependent to bring the best lighting system to market. They have to work together.....we call that cooperative innovation. And it produced a bright industry (sorry about that) that experienced many sustainable innovations (a continuous sustainable replacement of old products to new better products) that improved Edison's incandescent light bulb over its history. That's the Past...

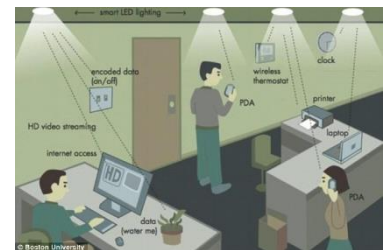


I contend that we are now in the Smart Lighting business, the Present. Just like the changes taking place in baseball, lighting is in a transition to get it right and it is SSL technology that's driving the bus. It's still all about quality of light but for the first time since the Edison bulb, it's a disruptive innovation (a discontinuous market shift from the few to the many). Think about it: every single light source commercially available will be replaced with a SSL system and we are talking about a \$300+ billion USA installed base. Not to worry, getting it right is hard and it will take time but the stars are aligned – SSL is here to stay. Another good friend Chris Brown said it best: *yesterday I was in the lighting business, now I'm in the semi-conductor business....somebody help me!* The Smart Lighting industry is now, the present, allowing us to manipulate the timing / intensity / tuning of light leading to tracking / reacting / adapting to the users' living and working patterns. Lighting will always be concerned about quality of light but energy efficiency and long life is off the table. We have the latter with the new technologies. So let's focus on quality of light and getting it right...



Now let's look at the Future: the Intelligent Lighting industry.....IT CAN THINK! Lighting has the potential to be the core connector to every device you own. It's just not about light anymore. It's about IoT / IoE / PoE / VLC / Li-Fi / VoIP / SAE / LaaS / 5G and much much more.....and that's just the tip of the iceberg. What's under the surface of the water is mind boggling. The real game changer is Big Lighting vs. Big Networking. Or will it be cooperative innovation again? Time will tell but it is clear, we are on a pathway to connected information using light! Maybe all new players. WOW! IT companies see a real opportunity to reshape the lighting industry and they want a piece. Maybe even dominate... don't look back, they may be gaining on you.

Simply put, our customers will want Intelligent Lighting when they understand the benefits and there will be many. Intelligent Lighting is about the ability to easily interface with other systems to deliver additional value; it is key to our success in an overall vibrant digital ecosystem. Connected lighting systems can interface with many other building verticals, all leading to things like intelligent productive workspaces, innovative applications and services, digital marketing platforms, human centric lighting, healthcare – circadian rhythm cycles, plug-and-play interactions, integrated security (installed cameras for facial recognition), home and office automation, intelligent networks – secure / reliable, let's not forget horticulture (indoor farming), and much much more.



One last point.....reference my previous blog: [The Whole Customer Value-Added Proposition](#) My view is we are not just selling light anymore. We are all becoming lighting / data integrators: selling Innovations + Solutions + Services. And how about the supply chain, the not so traditional supply chain: who is going to sell this stuff? It's the best of times. What do you think.....



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## National LED EnergyWatch...

**LED**Education  
Trade Show and Conference

1. **LEDucation** - March 7–8, 2023 New York Hilton Midtown, NYC *Virtual Sessions March 6th* It's time to make your plans for LEDucation! Expand your knowledge. Choose from 36 accredited sessions and advance your career. View the latest in lighting from over 380 exhibitors throughout three exhibition halls. Be sure to get yourself registered, book a hotel room if you need, and confirm any travel plans you may have. [Registration – LEDucation](#)
2. **Registration Is Now Open for LightFair 2023** - Discover the latest lighting products, solutions, technologies and ideas under one roof at the **Javits Center, New York, May 21-25, 2023** as LightFair returns with the industry's most immersive trade show and most comprehensive conference. [LightFair 2023 \(xpressreg.net\)](#)
3. **How to Use DLC-Qualified Products Lists** - Energy efficiency rebates can significantly improve the ROI of commercial and industrial lighting projects, but determining which products qualify for your local efficiency program's incentives can be complicated and time-consuming. Project planners and designers can simplify this process by accessing the DesignLights Consortium's (DLC) Qualified Products Lists (QPL). Featuring the ability to be searched, filtered, and saved, these third-party verified resources detail the performance of indoor and outdoor LED lighting products (including those that meet responsible light at night requirements), horticultural LED lighting, and networked lighting controls. Scores of North American utilities and energy efficiency programs use DLC QPLs as a guide in determining the incentives they offer for commercial lighting products, and the lists are publicly available by creating and logging into a [MyDLC account](#). [How to Use DLC-Qualified Products Lists | EC&M \(ecmweb.com\)](#)
4. **Electrical Contractor's Lighting Article Picks:**
  - [Title 24 Requirements for Sensors, Controls: Changes in California's updated energy code](#) By Craig DiLouie. The 2022 version of California's energy code took effect on Jan. 1, 2023, superseding the 2019 version.
  - [Raising the Bar Again on Light Bulb Efficiency](#) By Rick Laezman. For the better part of two decades, light bulbs have been traveling an escalating trajectory of greater efficiency. The Biden-Harris administration wants to help them take the next step.
  - [Lighting and the Electrical Contractor: Experts discuss advances in the field](#) By Craig DiLouie. As lighting becomes a more complex category for electrical contractors, it is beneficial to gain a firm grasp of what lighting can do, how to evaluate its performance and what new opportunities exist.
5. **International Code Council Releases New Energy Codes and Building Performance Standards Resource** - The International Code Council (ICC) has announced the publication of a new resource on building performance standards (BPS) and energy codes. It is the latest in a series of energy efficiency and greenhouse gas (GHG) resources that the Code Council has published to help communities around the world achieve their sustainability and resilience goals. Downloadable resource provides code officials and building departments with essential background information and recommendations on greater policy coordination. [International Code Council Releases New Energy Codes and Building Performance Standards Resource - ICC \(iccsafe.org\)](#)



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6. ***The Illuminated Little Island That Could*** - A daring partnership between philanthropist Barry Diller and the Hudson River Park Trust, Little Island was born from the unique opportunity to



envision repairing and renovating the historic riverfront Pier 54 along the west side of Manhattan within Hudson River Park. Designed by Heatherwick Studios in collaboration with Mathews Nielsen Landscape Architects, with architectural lighting by Fisher Marantz Stone, Little Island is an entirely new type of public space for New York City that creates an immersive experience with nature and art. Once on the Island, visitors can explore the various highlighted paths, ramps, and stairs, take in a show in the “Amph” (the amphitheater overlooking the Hudson) or

marvel at the unparalleled views of New York City, the Hudson River, and New Jersey. [The Illuminated Little Island That Could - LightFair Blog](#)

7. ***AI in the Lighting Space by Thomas Paterson*** - If our industry is going to use AI, we have to define clearly what its tasks would be, i.e., what are its objectives? Where would you want AI in lighting? Can you succinctly describe what success would involve? Current applications of AI in lighting and likely in the near future include: [AI in the Lighting Space - Illuminating Engineering Society % \(ies.org\)](#)

- ***Machine intelligence in design*** – input a building model, output a lighting design. For example, we can ask machines to lay out lighting in an office, to organize circuiting, to optimize systems at the design stage.
- ***Optimization of tasks***. This uses basic, well understood algorithms with decades of application already.
- ***Construction*** can utilize AI for process and quality monitoring, doing comparisons between the built environment and the original design, as well as be part of robotics and other construction hardware.
- ***Operational systems*** can apply something simulating judgment in the operation of building systems, balancing lighting needs perhaps with views through shading, HVAC through temperature sensing and so on.

8. ***Interview: ChatGPT’s Predictions for The Future of Lighting Technology by David Shiller*** - Dave Shiller recently had the opportunity to sit down for an exclusive (not really) interview with the new know-it-all. Arguably, one of the smartest smarty-pants in the world, OpenAI’s ChatGPT, an AI chatbot knowledgeable on everything in the world, until 2021. My interview focused on how lighting technology will evolve in the near future. **SHILLER:** *What will be some surprising developments in lighting technology in the future?* **CHATGPT:** Some potential surprising developments in lighting technology in the future could include: [Interview: ChatGPT’s Predictions For The Future Of Lighting Technology \(lightnowblog.com\)](#)

9. ***DOE Releases Final Ruling for Fluorescent Lamps - The effective date of this final determination is March 15, 2023.*** The Office of Energy Efficiency and Renewable Energy, Department of Energy, has released a [final determination on standards for general service fluorescent lamps](#). In this final determination, DOE has determined that energy conservation standards for GSFLs do not need to be amended. The docket web page can be found at <https://www.regulations.gov/docket/EERE-2019-BT-STD-0030>.



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**10. BriteSwitch: Commercial Lighting Rebate Trends for 2023** - So, what are the latest trends in commercial lighting rebates for 2023? We'll explore some of the key developments in this space and discuss how businesses can position themselves to take advantage of these trends.

- [Over 3/4 of the US Has a Commercial Lighting Rebate Program](#)
- [A Big Change for Screw-in / General Service Lamps](#)
- [Rebate Amounts Stay Relatively Flat Across All Other Categories](#)
- [Programs Are Getting Harder to Use](#)

[Commercial Lighting Rebate Trends for 2023 \(briteswitch.com\)](http://briteswitch.com)

**11. Department of Energy Raises the Bar for Energy-Efficient Homes by Rick Laezman** - Since its inception, over 12,000 new homes have been ZERH certified. According to the DOE, these homes can be 40%-50% more energy-efficient than a typical new home. The DOE wants to improve on that performance and set the stage for future growth of zero-energy homes. With that goal in mind, ZERH V2 is intended to help homebuilders keep pace with the growing demand for these kinds of homes and up-to-speed with a rapidly evolving market, including new technologies and construction processes designed to improve efficiency and fight climate change. ZERH V2 includes several features that will make homes even more energy efficient. The updated certification standards at: [Department of Energy Raises the Bar for Energy-Efficient Homes - Electrical Contractor Magazine \(ecmag.com\)](http://ecmag.com)

**12. CASE STUDY: New LHC Group Campus Outfitted With A-Light Lighting** - The lighting at this new campus is meant to improve efficiency and employee morale. Lafayette-based LHC Group is a home health care company in the US. The expanding company had outgrown its 66,000 square-foot main headquarters, with an additional five or six locations scattered around the city. So, it approached the team at Chase Marshall Architects to design a consolidated campus for its growing team. The 200,000 square-foot addition includes office spaces, conference centers, training facilities, a cafeteria, and a pharmacy. This created some unique challenges for lighting. A-Light architectural luminaires feature prominently. [New LHC Group Campus Outfitted With A-Light Lighting - Facility Management Lighting Quick Read \(facilitiesnet.com\)](http://facilitiesnet.com)

**13. Close Canopy Lighting Research in Vertical Farming** - Purdue University researchers have designed two simple LED lighting strategies to increase yield and reduce energy costs for the vertical farming sector of indoor agriculture. The close-canopy and focused-lighting strategies developed by PhD candidate Fatemeh Sheibani and Professor Cary Mitchell, both in the Department of Horticulture and Landscape Architecture, take advantage of LED lighting's special properties. This research is part of a project called OptimIA (Optimizing Indoor Agriculture). The project, led by Michigan State University, includes collaborators at Purdue, University of Arizona and Ohio State University. <https://purdue.ag/3xIBYjb> <https://www.youtube.com/watch?v=2KPL3CYh2EA&t=2s>

**14. Acuity Brands Announces Licensing Agreement with BIOS** - Acuity Brands Lighting, Inc. recently announced it has entered into an agreement with Biological Innovations and Optimization Systems, LLC (BIOS) to participate in the BIOS ILLUMINATED™ partnership program. In connection with this agreement, BIOS will sell to Acuity Brands certain human-centric LED lighting components for use in its architectural lighting fixtures for wellness. Acuity Brands will also have the worldwide right to use the BIOS® trademark for marketing and promoting these lighting fixtures that include BIOS SkyBlue™ technology. [Acuity Brands Announces Licensing Agreement with BIOS \(lightingcontrolsassociation.org\)](http://lightingcontrolsassociation.org)



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**15. CASE STUDY: Opportunity for Three California CEA Facilities to Slash Energy Costs with Zero Upfront Cost** - Ultra Yield Solutions (UYS), a horticulture lighting distributor specializing in Controlled Environment Agriculture (CEA), offers **Zero Upfront Cost** financing options for *three* LED lighting upgrades for California indoor growers where high electricity prices continue to rise while wholesale prices continue to fall. The **UYS Zero Upfront Cost Program**, customized for each CEA's circumstances, allows growers to significantly reduce energy expenditures and improve yield without the challenges of upfront costs. Switching to LED lighting and controls results in savings that keep wholesale prices competitive and improve margins. UYS's unique approach offers CEA facilities the opportunity to compare grow lighting solutions from several manufacturers to ensure technology combinations that optimize high yield and reduced energy consumption. [Contact - Ultra Yield Solutions](#)

**16. The DLC Technical Requirements for LED-based Horticultural Lighting V3.0** - The DesignLights Consortium® (DLC) Technical Requirements for LED-based horticultural lighting V3.0 have been released with a proposed effective date of **March 31, 2023**. Is your company ready for the changes? Intertek's lighting experts can help. To assist manufacturers, Intertek developed [this fact sheet](#) that summarizes all the relevant technical requirements. The fact sheet highlights:

- Key Changes from V2.1 to V3.0
- Reported Metrics
- Required Minimums

[Fact Sheet: The DesignLights Consortium® \(DLC\) Technical Requirements for LED-based Horticultural Lighting V3.0 \(intertek.com\)](#)

**17. UL Smart Systems Rating Program is Launched** - [UL Solutions](#) on Feb. 6 announced the UL Smart Systems Rating Program, intended to help solidify [the definition of a smart product](#). The program, which is designed to help the smart building industry and smart product original equipment manufacturers (OEMs), puts forth a criteria-based approach using key factors and [attributes of a smart building system](#). Per the program, such key factors include connectivity and interoperability, functional value, resilience, cybersecurity, digital experience, and control and automation to create a holistic rating program. [UL Smart Systems Rating Program is launched | Smart Buildings Technology](#)

## Global LED EnergyWatch...

**18. Portuguese Cannabis Underscores Fluence's European Presence** - Austin, Texas-based horticultural lighting firm Fluence has racked up several cannabis wins in Portugal, further demonstrating that it is willing and able to do business in Europe, where it competes against its sister group at Signify. The Dutch company explained in the early days of the acquisition (for \$272m) that Fluence would focus on North America, while Signify would focus on Europe. But some amount of competition seemed inevitable, as Signify acknowledged that both entities would also continue to sell globally, including outside of their focus areas. Indeed, Fluence has demonstrated a strong engagement and outreach to the market in Signify's typical territory, evidenced by the Portuguese wins and others, with more announcements expected soon. [Portuguese cannabis underscores Fluence's European presence | LEDs Magazine](#)



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- 19. World's Largest Vertical Farm Serving Greens from the Desert** - Indoor growing, out of the sun, is regarded by some experts as vital to help ensure food supplies around the world. The Signify-lit



Dubai facility puts spinach, kale, and lettuce on the plates of many thousands of air travelers per day. The all-indoor, artificially lit Bustanica vertical farm next to Dubai's Al Maktoum International Airport at Dubai World Central has a growth surface of 30,000 square meters (about 330,000 square feet), or 3 hectares, more than any other indoor facility on the planet, Signify claims (please shout if you know of a bigger one). Bustanica began operations last July and can produce a million kilograms of leafy greens annually, a Signify spokesperson said. [World's largest vertical](#)

[farm serving greens from the desert | LEDs Magazine](#)

- 20. Fluence Selected as LED Technology Partner by Major Cannabis Cultivators in Growing Portuguese Market** - Portuguese growers have leveraged Fluence's industry-leading technology to achieve better yields and a more efficient cultivation process. Portugal's cannabis laws are among the most progressive in the world, and its established licensing system is ahead of most other European countries. Portugal decriminalized personal cannabis use in 2001 and legalized medical use in 2018. Since then, 20 official licenses for medical cannabis production, processing, import, export or a combination of categories have been issued, and Fluence has been chosen to provide lighting for over half of them. For more information on Fluence, visit [www.fluence.science](http://www.fluence.science).

- 21. Fluence Supporting Premium Dutch Floriculture Brands to Future-Proof and Increase Sustainability** - Fluence, a leading global provider of energy-efficient [LED lighting](#) solutions for floriculture, medicinal cannabis and food production, is supporting sustainability and operational cost efficiency amid volatile energy market conditions in Europe. Leading floriculture companies dedicated to delivering high-quality products to customers—including Bernhard Kwekerijen, Moerman Lilium, Deliflor Chrysanten, Beyond Chrysant and Ten Have Plant—have made the switch from high-pressure sodium (HPS) fixtures to Fluence's LED technology, which increase photon output and energy efficiency. Moerman Lilium, a lily cultivator, has 13 hectares of crops under full LED lighting and uses Fluence's RAPTR fixtures regulated via a Wireless Flex Dimming controller. Moerman Lilium expects to save at least 45% on electricity costs with the investment in Fluence's LED lighting solutions. [Fluence Supporting Premium Dutch Floriculture Brands to Future-Proof and Increase Sustainability - LEDinside](#)

- 22. IALD EE23 Dates + Venue Announced** - IALD Enlighten Europe returns to the EU stage from 30 June to 1 July 2023. This eagerly-awaited lighting design conference will be held at Cafe Moskau in Berlin. Make your plans to join the IALD and hundreds of industry peers for the event of the year. We're thrilled to bring the event back in full, and to see the hundreds of lighting design professionals who make the IALD a global network of creative brilliance! [IALD - Home - International Association of Lighting Designers](#)



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## LED Technology Watch...

- 23. New From A.L.P. and RLR Industries: The ELFT Troffer Component Kits** - The ELFT troffer component kits are a joint venture between A.L.P. and RLR Industries. The family of four troffer component kits can help lighting OEMs to quickly drive incremental revenue without devoting resources and time needed to develop their own line. The ELFT kits leverage architectural troffer diffusers from RLR with A.L.P.'s proven, durable EL housings and door frames. Offered in standard 2'x2' and 2' x 4' sizes, they also feature a new externally mounted driver compartment, resulting in an uncluttered fixture housing cavity that improves performance, versatility, and contributes to the shadow-free illumination of the thermoformed diffuser. The uniformly luminous, evenly diffused component sets produce a specification grade troffer with visual sculpture and depth. The diffusers are offered in four design themes that emulate popular architectural design trends, so the troffers are suitable for applications across a variety of commercial spaces.



<https://alpadvantage.com/products/elft3-curved-ribbed-center-troffer-luminaire-component-kit-2x2/>

- 24. Satco's High Pro LED High Bay / Low Bay Lamps** - Our new high bay/low bay LED lamps offer improved performance on every level and are now power selectable to cover a wider range of applications. Replace 175 to 600 Watt HID technologies using just 60 to 150 Watts of efficient, superior LED light. The redesigned compact shape expands fixture compatibility options, and advanced heat dissipation design featuring convection cooling means a cooler running, longer lasting lamp. Commercial venues everywhere have been relying on these fixtures for years — perfect for warehouses, gymnasiums, health clubs, factories and arenas, for example — everywhere superior light output is critical and reducing maintenance is important. Check it out:



[SA2951 Hi-Pro High and Low Bay Lamps.pdf \(satco.com\)](#)

- 25. Jarvis Lighting Becomes a New Silvoir Partner** - Jarvis Lighting manufactures LED light fixtures for commercial applications. Their products have an innovative design to provide maximum value to the customer. Thanks to **Jarvis Link System** based on Silvoir technology, you can now easily implement lighting controls for various projects like offices, warehouses, parking lots, and more! The Jarvis Link System is already **DLC NLC 5.0 qualified**, which means it meets the stringent requirements set forth by the DesignLights Consortium (DLC) for networked lighting controls. The DLC NLC 5.0 qualification is a widely recognized benchmark for energy-efficient lighting control systems. It demonstrates that the Jarvis Link System is a high-performing and energy-efficient lighting solution. [Jarvis Link - Commercial Networked Lighting Controls](#)



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**26. EarthTronics Introduces High Bay Premium Series to Deliver High Lumen Output -**



LED Linear Highbay  
Premium Series

[EarthTronics](#), dedicated to developing innovative energy-saving lighting products that provide a positive economic and environmental impact, introduces its [High Bay Premium Series](#) that offers high energy efficiency with PMMA optical glare-control lens to improve visibility in warehouse and manufacturing environments. It is also ideal in auditoriums, cafeterias and gymnasiums. Available in 5000k with a high 80+ CRI to improve visual acuity, the High Bay Premium Series provides 150 lumens per watt. The Series is available in four wattages and lumen levels of 92, 135, 185 and 270 watts delivering 13,800, 20,250, 27,750 and 40,500 lumens respectively. [Linear Highbay LED Light Fixtures - EarthTronics](#)

**27. Electrical Wholesaling's Top 5 LED Picks for February 2023 -** Congratulations to the product managers from Keystone, LEDVANCE, Satco, Nora Lighting and AlloyLED for having their products selected as one of this month's Top 5 LED Picks Do you have a LED lighting product you would like considered for one of our future Top 10 galleries? Send a high-res photo and product description to Jim Lucy, editor-in-chief at [jlucy@endeavorb2b.com](mailto:jlucy@endeavorb2b.com) [Electrical Wholesaling's Top 5 LED Picks for February, 2023 | Electrical Wholesaling \(ewweb.com\)](#)

**28. Nora Lighting 2" M2 Trimless LED Downlights (NM2-2RTLDC) -** Nora Lighting's 2-in M2



downlights are now available in a trimless option, without any housing required. The company's patent-pending trimless mud plate includes integrated magnets to hold the luminaire against the ceiling. These IC Air-tight downlights are a perfect solution for commercial and residential applications with shallow plenums. These downlights produce over 750 lumens in three color temperatures (2700K, 3000K, or 4000K) @ 90+ CRI. Each luminaire includes a pre-wired driver box with dimmable driver. Finishes include matte black or matte powder white to match any décor or hardware. [NM2-2RTLDC - Nora Lighting](#)

**29. Amerlux New Linear Lighting Carisma Pendant Family -** Amerlux has released a series of



architectural linear luminaires that promises to preserve architects' true design specifications in any project. The Amerlux Carisma is a family of architectural linear luminaires that offer excellent performance, quality, visuals and value. A sleek edge-to-edge lens design results in an elegant aesthetic with clean lines. Carisma's integrated optical system minimizes optical losses, allowing for industry-leading efficacy that meets the stringent requirements for DLC Listing (DLC Listing pending). A tailored end cap design and

Amerlux's trusted catch-and-latch mechanism prevents all light leakage. The Carisma family offers luminaires with 2" and 3" wide apertures, delivering seamless lighting as discrete individual fixtures, continuous rows or patterns. Carisma can be specified to the nearest 1/8" and is available in pendant, surface, wall and recessed mounted options, providing designers with the versatility to light up a space with their Carisma. [Amerlux - Commercial Interior Lighting Products](#)



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## Monthly Special Feature...

### *Opportunity for Three California CEA Facilities to Slash Energy Costs with Zero Upfront Cost*

Ultra Yield Solutions (UYS), a horticulture lighting distributor specializing in Controlled Environment Agriculture (CEA), offers **Zero Upfront Cost** financing options for three LED lighting upgrades for California indoor growers where high electricity prices continue to rise while wholesale prices continue to fall. UYS has a solution.

The **UYS Zero Upfront Cost Program**, customized for each CEA's circumstances, allows growers to significantly reduce energy expenditures and improve yield without the challenges of upfront costs. Switching to LED lighting and controls results in savings that keep wholesale prices competitive and improve margins. Plus, upgrading to LED lighting makes CEA's better neighbors as reduced electricity usage helps prevent brown-outs and reduces the facility's carbon footprint.

UYS's unique approach offers CEA facilities the opportunity to compare grow lighting solutions from several manufacturers to ensure technology combinations that optimize high yield and reduced energy consumption.

The UYS team includes expert lighting consultants that recommend ideal lighting for offices, warehouses, packing areas, and outdoor areas, in addition to grow lights –ensuring full-facility, maximum energy savings.

Qualified CEA facilities include those currently using high pressure sodium (HPS) and fluorescent grow lights and ready to upgrade to state-of-the-art LED lighting and controls. A partial list of factors impacting qualification for financing include:

- Electric utility territory
- Months in operation
- Scale of the retrofit
- Existing fixtures to be replaced
- Lighting hours
- Site address
- Crops grown

Funding packages are developed by matching growers with incentives, like utility rebates in addition to financiers of agricultural projects, such as the GoGreen Financing program, utility on-bill financing, and private project financial firms. The **UYS Zero Upfront Cost Program** is available for qualified CEA operations in California. A simple screening with a UYS expert initiates the qualification process. Growers ready to save money and control electricity costs by upgrading to LED lighting and controls should contact Andy Montgomery at [AndyM@UltraYieldSolutions.net](mailto:AndyM@UltraYieldSolutions.net) by March 15, 2023. [Contact - Ultra Yield Solutions](#)

### *Utilities Across the Country Rapidly Raising Electricity Rates*

Electric utilities across the United States are significantly raising their rates to businesses. Starting with the largest electric utility in California, Pacific Gas & Electric (PG&E). In February 2022, PG&E implemented a 9% rate hike. Now, PG&E is requesting another rate hike for 2023. The most recent proposal, listed by the CPUC in December, shows that some commercial customers and buildings served by community-choice plans like CleanPowerSF may be subject to higher rates - 26% increase starting in 2023 and capping out at 36% in 2026. These increases apply to the transmission charge portion of the bill.



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PG&E partially attributes the upcoming hikes to safety upgrades, maintenance and the rising cost of supplies, like poles, wires and IT systems. The rate increase proposal also follows years of state financial penalties and construction costs.

Illinois electricity rates are also likely to surge, following another rise last year. The Chicago-area utility, ComEd, has asked state regulators for a record \$1.5 billion in price hikes over the next four years, starting in 2024.

While Illinois saw the third-largest percentage increase (32%) last year, New Hampshire and Hawaii took the top two spots at 40% and 38%, according to a survey released earlier this month by Texas electric power company, Payless Power.

The Energy Information Agency (EIA, part of the US Department of Energy) forecasts that wholesale electricity prices at major power trading hubs will be about 20-60% higher on average this winter. The highest wholesale electricity prices are likely to be in New England because of possible natural gas pipeline constraints, reduced fuel inventories for power generation, and uncertainty regarding liquefied natural gas (LNG) shipments given the tight global supply conditions. EAI attributes higher retail electricity prices largely to an increase in wholesale power prices, which are driven by higher natural gas prices.

CEA growers across the nation are likely to see electricity costs continue to spike, as electrification further increases national electricity demand, and as fossil fuel electricity generation diminishes to address climate concerns. CEA growers can reduce their electricity energy costs by switching from HID and fluorescent lighting to LED lighting for grow areas as well as non-grow areas, in their facilities. Contact UYS to discuss the latest LED lighting technology, utility rebates, and financing options:

[Contact - Ultra Yield Solutions](#)



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