

[Amerlux - Commercial Lighting Manufacturer | SPEC-Grade Lighting](#)

New Products from Amerlux:



A marvel of engineering, this masterfully crafted 1.25" surface mount fixture emits more than 1000 lumens, surpassing competitors with a single gentle beam of discreet quality illumination. August...



Distinct, rounded-edge downlight offers comfortable, diffused ambient illumination with a soft floating effect and various finishes and sizes. September ...

Rook 250

Equipped with integral drivers and individual controllability of direct and indirect lighting, the Rook 250 comes in two distinct cylinder sizes and the same aperture size to round out our signature line of indoor and outdoor cylinders.

Carisma

With market-leading lumen performance, modern good looks, intoxicating quality and a sleek edge-to-edge lens design, this project-conscious, made-to-measure architectural pendant and recessed linear is too hard to resist.

Aerus

Comfortably surpass the WELL Building Standard's UGR requirements with Amerlux's sleek, flagship linear fixture and patented-protected optic design.

Linear/Gruv

The top-selling Linea pendant and Gruv recessed family of linear lighting offer consistent quality and aperture size from walls to ceilings and open-ceiling applications without compromising performance.

Fino

Experience precision and comfort with Fino®, an ultra-thin LED lighting solution that, at just 5/8" deep, creates a pristine, well-lit work environment without cutting wall studs, leaving ceilings clean.

National LED Market Observer

1. **A Look Inside Electrical Wholesaling's 2023 Top 150 Electrical Distributors by Jim Lucy** - A lot has been happening over the last year with North America's largest electrical distributors. Let's check out some of the highlights. [A Look Inside Electrical Wholesaling's 2023 Top 150 Electrical Distributors | Electrical Wholesaling \(ewweb.com\)](#)



THE WORLD'S TWO LARGEST ELECTRICAL DISTRIBUTORS					
Company Name	City	2020 Revenues	Employees	Branches	Countries
Sonepar SA	Paris, France	34,752,240,000	44,000	2,400	4
Rexel SA	Paris, France	20,057,620,000	26,504	1,936	21
TOTAL		54,809,860,000	70,504	4,336	

In 2022, the two largest distributors in the world had an estimated 70,504 employees working in 4,906 branches. In total, Sonepar and Rexel had combined sales of approximately \$54.8 billion. (Sales converted to Euros using the 12/31/22 exchange rate.)

THE FIVE LARGEST FULL-LINE ELECTRICAL DISTRIBUTORS IN NORTH AMERICA					
Company Name:	Town/City	State/Province	2022 Revenue	Employees	Locations
WESCO Distribution Inc. (WESCO International)	Pittsburgh	PA	18,849,600,000	13,000	621
Sonepar North America	Charleston	SC	14,047,000,000	NA	566
Graybar Electric Co.	St. Louis	MO	10,500,000,000	9,400	325
Rexel Holdings USA (Rexel SA)	Dallas	TX	8,466,568,100	9,223	645
Consolidated Electrical Distributors (CED)	Irving	TX	NA	6,000	700

In 2022, the five largest full-line distributors in North America had an estimated \$56.7 billion in combined revenue and operated an estimated 2,857 branches in North America. According to *Electrical Wholesaling's* sales data, these five companies accounted for no less than 40% of an estimated \$143.8 billion in combined U.S. and Canadian sales.

2. **LightFair 2023 Show Highlights** - Explore LightFair 2023's show highlights, follow us on social and stop by our [blog](#) for the latest stories from and about the lighting community. Take advantage of upcoming learning and networking opportunities offered by our partners, the IES and IALD. Check back for more updates on what's next from LightFair. This video captures the highlights in a nutshell: <https://www.youtube.com/watch?v=XumWBj13ogU>

3. **The Impact of July's EISA Deadline on Lighting Rebates** - This July, the Energy Independence and Security Act (EISA) will go into full effect, significantly impacting the lighting industry. This legislation was passed to enhance energy efficiency, reduce greenhouse gas emissions, and promote the adoption of more sustainable lighting options. Although the transition has been in the works for sixteen years, the upcoming changes will have implications that will ripple across the whole industry, including commercial lighting rebates. We look at the three ways these programs are adjusting to this upcoming change.

- 1) **Removal of Incentives for A19s, PARs, and Deco Lamps**
- 2) **Adjusting Rebates That Are Calculated Based on Watts or kWh Savings**
- 3) **Programs Remain the Same**

[The Impact of July's EISA Deadline on Lighting Rebates \(briteswitch.com\)](https://www.briteswitch.com)

4. **Netflix Wins Bids to Build \$900 Million State-of-the-Art Production Facility on Fort Monmouth Military Base** - Netflix said Wednesday it plans to build a state-of-the-art production facility at a former Army base at the Jersey Shore that will cost more than \$900 million, and create thousands of jobs. The subscription video streaming company will pay \$55 million for a 292-acre site on the former Fort Monmouth military base in Eatontown and Oceanport. The California-based company plans an additional \$848 million worth of investments in 12 sound stages and for other uses related to the film industry. Facility Solution Group expects Netflix's plans to redevelop the Fort Monmouth, NJ, campus into a major film studio to provide business in the coming years. According to a Netflix press release, the first phase of the project will include the construction of 12 soundstages that will range in size from 15,000 sq ft to 40,000 sq ft each with a maximum buildout of 480,000 sq ft. Additional and ancillary improvements may include office space, production services buildings, mill space and studio backlots. [Netflix Fort Monmouth production facility will cost more than \\$900 million | Fortune](#)

5. **How IoT and Smart Technology are Shaping the Future of Electrical Code by Corey Hannahs** - Emerging technologies are becoming an increasingly important part of building designs and renovations and are continuing to be incorporated as they are developed. The Internet of Things (IoT), for example, is an area of technology that has gained immense traction in the past decade, including devices such as smart thermostats, smoke sensors, LED lighting, smart sprinkler systems, and more. IoT provides the ability to connect equipment, tools, and other assets to a network that can monitor and manage their usage, functionality, maintenance, and performance. Data gathered by these devices and systems can then be leveraged to identify areas of risk and determine opportunities for improved efficiency. [How IoT and Smart Technology are Shaping the Future of Electrical Code - Facilities Management Insights \(facilitiesnet.com\)](#)

6. **WHITE PAPERS: 14 Lighting Case Studies: IoT Lighting Solutions to Transform Space** - Discover how 14 businesses across industries leveraged IoT lighting solutions to meet sustainability goals, increase cost savings and enhance occupant safety. Learn how 14 organizations across industries achieved success in space optimization, building modernization, and sustainability acceleration leveraging IoT technologies like smart sensors. Some projects include:

- Community College of Allegheny County: Modernized their campus with over 17,000 IoT sensors with data analytics software to collect useful insights for energy optimization / savings.
- Veeco Warehousing: Implemented a lighting retrofit resulting in significant energy and maintenance savings with a CO2 reduction.
- Menlo Business Park: Lowered energy costs and enhanced work environments across offices, labs, and warehouses through an integrated lighting and HVAC upgrade.

Download the case studies: [14 Lighting Case Studies: IoT Lighting Solutions to Transform Space | LEDs Magazine](#)

7. **Registration Open for ArchLIGHT Summit 2023** - Attendee registration is now open for the 2023 ArchLIGHT Summit, which will take place at the Dallas Market Center on September 19-20, 2023. This year's event offers more than 30 CEU-accredited sessions covering a wide variety of topics plus an exhibition hall. [ArchLIGHT Summit: Schedule](#)
8. **The Evolution of CEA Crops** - The types of crops grown indoors are evolving as agricultural technology advances and the demand for local food increases across North America. As the types of crops grown indoors evolve, CEA growers need lighting and energy partners that keep up with the changes and can provide the latest horticultural lighting, solar power, energy storage products, and related services. Ultra Yield Solutions (UYS) www.ultrayieldsolutions.net is a leading horticultural lighting distributor. In addition to horticultural products, UYS provides indoor growers with assistance accessing utility rebates, federal & state funding programs, lighting plans, environmental controls, and energy management consulting. CEA growers can learn more about UYS services by emailing Andy Montgomery at Andym@ultrayieldsolutions.net
9. **Comparing PAR and ePAR Metrics for Horticultural Luminaires** - IAN ASHDOWN outlines the differences between PAR and ePAR, their place in characterizing horticultural luminaire efficacy, and their limitations in accounting for other key plant responses to light. If you are familiar with horticultural lighting, you likely know about PAR (photosynthetically active radiation), which is used to characterize horticultural luminaire efficacy. However, you may not know about the related metric ePAR, or extended PAR. Like PAR, ePAR is used to characterize luminaire efficacy, but whether it meets the general requirements to be labeled a metric remains for debate. [STANDARDS | Comparing PAR and ePAR metrics for horticultural luminaires | LEDs Magazine](#)
10. **Fluence Teaches Cannabis Science to Fertilizer Producers and Others** - As LEDs Magazine has reported, the industry is intensifying its educational push in an effort to revive interest among growers in raising crops with artificial illumination. In the latest example, lighting vendor Fluence has launched an initiative with Dutch contract research group Innexo BV, aiming to teach indoor cannabis science across the horticultural value chain. The two companies have worked together on cannabis since last October but are now upping their partnership with what they call the Acceleration Platform for Innovation (API) program. Fluence and Signify's Philips group have ramped up efforts to educate growers and the wider horticultural ecosystem on the long-term benefits of artificial lighting for entirely indoor growing operations without sunlight and to supplement greenhouse lighting. [Fluence teaches cannabis science to fertilizer producers and others | LEDs Magazine](#)
11. **Signify Teams with Siemens to Offer Vertical Farm IT Services** - One way for a lighting company to offer information technology is to partner with a technology company. So in its latest IT push in the horticultural field, Signify has partnered with Siemens to help digitize and automate vertical farm operations such as climate control, lighting, plant growth, and irrigation for 80 Acres Farm, an Ohio-based chain that grows crops indoors at facilities around the U.S. and supplies them to local supermarkets and retailers. 80 Acres, headquartered in Hamilton, is in expansion mode hoping to open new locations both in the U.S. and in Europe through The Hague, Netherlands-based subsidiary Infinite Acres. The partnership is via Signify's [Philips Horticulture LED Solutions division](#), and does not include Signify's Austin, Texas-based [Fluence](#) horticultural lighting group. [Signify teams with Siemens to offer vertical farm IT services | LEDs Magazine](#)
12. **Video Course: Selling LLLC as a Retrofit** - BetterBricks, a commercial-building initiative of the Northwest Energy Efficiency Alliance (NEEA), has developed a video course on selling Luminaire Level Lighting Controls (LLLC) for retrofits. [Video Course: Selling LLLC as a Retrofit \(lightingcontrolsassociation.org\)](#) The short video course on selling LLLC for retrofits illustrates some best practices for how to articulate the installation advantages of LLLC, communicate the value proposition of LLLC to influence sales, and build trust by delivering value and meeting customer needs. The course offers multiple benefits to installers and suppliers including reduced labor and components; fewer SKUs to procure and process, deliver and stage; shortened construction schedule; and elimination of complicated and time-consuming control wiring. To learn about the benefits of LLLC and how to communicate the value proposition to your customers, you can watch the video course here: <https://www.youtube.com/watch?v=lyXuupY2y2g>

13. **Powering Light Switches in Response to 2023 NEC Changes** - The National Electrical Code includes a [revised requirement in Section 210.70](#) for switches and wall-mounted control devices - used in lighting circuits. Previously, battery power was sufficient; however, that is now disallowed unless there is adequate backup power for the battery, which is usually not the case. The exact 2023 NEC language states: "210.70 Lighting Outlets Required. Lighting outlets shall be installed where specified in 210.70(A), (B), and (C). The switch or wall-mounted control device shall not rely exclusively on a battery unless a means is provided for automatically energizing the lighting outlets upon battery failure." Section 210.70 applies to living spaces, such as homes, apartments and hotel guest rooms, and is intended to allow inhabitants' ability to safely exit a building during an emergency. [Powering Light Switches in Response to 2023 NEC Changes - Electrical Contractor Magazine \(ecmag.com\)](#)

14. **Energy Code Lighting Language Cleanup Initiative | Recommendations by CLTC** - California's Energy Code, also known as Title 24, is updated every three years. Given the evolution of technology over the last 45 years, it is no surprise that the Energy Code - which addresses both commercial and residential applications - has expanded to keep up. The first edition of the Energy Code was released in 1978 and was 114 pages long. Now the state is enforcing its 15th edition (known as the 2022 Energy Code), which has 533 pages. The California Lighting Technology Center established a working group of industry stakeholders to develop recommendations that simplify and clarify the nonresidential and residential lighting and lighting controls language contained in the 2022 Energy Code. Learn more about the recommendations in the June 2023 LD+A Research article and the final report. [LDA California's Lighting Language Cleanup Initiative \(ucdavis.edu\)](#)

15. **Preventing Light Pollution: What to Consider When Selecting Outdoor Lighting by Liesel Whitney-Schulte** - No one intentionally installs lighting to cause more light pollution, but installers may not be aware of methods to avoid it. In many cases, the replacement LED technology is based on using existing poles and matching the lumen output of the existing lighting, without considering the improved distribution of the LED light fixtures. This can lead to over lighting because newer LED light fixtures tend to produce more uniform lighting than older high-pressure sodium (HPS) or metal halide (MH) light fixtures. Increased light pollution is also associated with higher correlated color temperatures (CCT) and high angle light and uplight. The DesignLights Consortium (DLC) created a resource, "[Seven strategies to minimize negative impacts of outdoor light at night](#)", to help guide lighting selection to mitigate light pollution. [Preventing Light Pollution: What to Consider When Selecting Outdoor Lighting | E&M \(ecmweb.com\)](#)

16. **CASE STUDY: Grocery Store Creates a Customer Experience 'Like No Other' with Unconventional Lighting Design**

- Satilla Grocery is a family-owned business in Southeast Georgia. The overall design intent was to create a modern yet country look, successfully blending an upscale feel while keeping the space friendly. While a typical grocery store features long lines of strip lighting down each aisle, Waycross, tasked with providing the lighting package, was given very different instructions. Luminis' Hollowcore HC1605 was selected as the store's primary lighting source. There are a total of 98 high bay pendants suspended along the main aisles, delivering illumination down to the aisles and shelves below. The 19" diameter luminaires, in a matte silver finish, provide a striking contrast against the black industrial ceiling. Hollowcore is designed around a circular LED light engine; its airy open center gives a modern, clean aesthetic, while an acrylic diffuser eliminates glare. [Grocery store creates a customer experience 'like no other' with unconventional lighting design | LEDs Magazine](#)



17. **Jim Benya Talks LLLC** - BetterBricks recently sat down for an interview with industry veteran James R. Benya, PE, FIES, FIALD, Principal Illuminating Engineer and Lighting Designer. In this insightful conversation, Benya shares tips and experiences specifying luminaire-level lighting controls, including pros and cons. Check out the below video: [BetterBricks | BetterBricks Industry Voices: James R. Benya](#)

18. **Lighting Controls: Electrification Offset?** - Growing demand for plug-in electric vehicles (EV) is likely to coincide with the significant adoption of EV charging stations in commercial buildings. If true, the economics of lighting upgrades may change, putting all energy efficiency options on the table. Concurrently, electrification will place significant strain on the existing power grid, which may increase rates, result in new generating capacity among renewables, and stimulate utilities to commit to incentivizing efficiency more deeply as a lower-cost resource for satisfying power demand. This will further encourage and reward adoption of the highest energy saving options such as networked controls, promote DC-based lighting and control systems in buildings. Lighting has long been a keystone for improving commercial building energy efficiency. Naturally, this includes traditionally low-hanging fruit such as replacing legacy lighting with LED systems. Incorporating the cost savings of electrification offset, however, potentially puts more aggressive energy-saving options on the table. [Lighting Controls: Electrification Offset? \(lightingcontrol-sassociation.org\)](https://lightingcontrol-sassociation.org)

19. **Lighting Controls Association Updates Its Course on Utility Rebates** - The Lighting Controls Association has updated EE107B: Lighting Controls and Commercial Lighting Rebates in its popular Education Express program. Authored by Craig DiLouie, LC, CLCP, this course describes rebates, trends, general outlook, and generally how to acquire them for a project. [Lighting Controls Association – The Lighting Controls Authority](https://lightingcontrolsassociation.org)

20. **DLC Controls Summit 2023** – Unlocking the Potential of Networked Lighting Controls - In Detroit on September 26 and 27. Networked Lighting Controls (NLCs) can boost energy savings 49% on average compared with savings possible through LEDs alone. Despite this high potential, NLCs have achieved less than 1% market penetration. We're all well aware of the challenges: Lack of incentives, complex system architecture, low interoperability, and an absence of education and sales training to name a few. During this summit, you'll mingle with like-minded market influencers to hatch a plan to escape the cycle of frustration. The DLC Controls Summit is an opportunity for professionals who design, promote, install, and incentivize lighting controls to network, learn, and collaborate on ways to break down the barriers plaguing lighting controls in commercial buildings of all sizes. [2023 DLC Controls Summit - DesignLights](https://designlights.com)

21. **AEE World Will be Held at the Orange County Convention Center in Orlando, FL** - The conference runs October 25-27 and the expo is held on October 25-26. Join your peers to discuss industrial energy management, sustainable development, alternative & renewable energy, buildings and the flexible grid of the future, federal energy management, and so much more! [Registration & Pricing - AEE WORLD | Energy Conference & Expo](https://aee.org)

Global LED Energy Market Observer:

22. **A Surging Global EV Charging Network** - Electric vehicle chargers are being installed alongside many miles of highway and purportedly pumping about \$7.5 billion into a nationwide EV charging infrastructure. According to research by MarketsandMarkets, the global EV charging station market is projected to grow from \$11.9 billion in 2022 to \$76.9 billion by 2027, or about a whopping CAGR 45% per year during that forecast period. The electric vehicle charging station market is dominated by major charging providers, including ABB (Switzerland), Shell (Netherlands), ChargePoint (US), Tesla (US), and BYD (China). They have initiated partnerships to develop their EV charging technology and provide finished products and charging services to their respective customers for the electric vehicle charging station market. [EV Charging Station Market Size, Share, Forecast, Report, 2030 \(marketsandmarkets.com\)](https://marketsandmarkets.com)



Global LED Energy Market Observer:

23. **UK Energy Labelling of Lamps Will Come into Force on 1st October 2023** - The Lighting Industry Association (LIA) are offering guidance for the industry on how to prepare for the deadline and ensure that products are sold before that date. The new regulations required that by 1st April 2023 dealers replace any old light source (lamp) energy labels (A++ to E rating) with the new rescaled label (A to G rating). The LIA and the British Retail Consortium (BRC) have been working closely together on this topic, briefing DESNZ that disruptions to supply chains, reduced retail demand and staff shortages would result in a significant volume of lighting products being still on the UK market with the old A-D Energy Label after the deadline of 1st April 2023. The LIA, and the BRC, were therefore very pleased to secure a six-month delay to this GB relabelling date from DESNZ/OPSS until 1st October 2023. [Lighting Industry Association Ltd \(thelia.org.uk\)](https://thelia.org.uk)

24. **Ams Osram Doubles Up on Red for Horticulture** - The horticultural lighting industry looks determined to shake its current business slowdown. Not only is it ramping an educational push, it also continues to introduce new products. Case in point: ams Osram this month added two red LEDs, claiming improved efficiency and other benefits. Efficiency improvements are especially important at the moment because high global energy prices have discouraged growers from implementing new artificial lighting, prompting a downturn in sales of horticultural LEDs as many farms decide to rely on natural light only — without supplemental artificial illumination — and as some operators decide against all-indoor vertical farms. The slowdown has galvanized the LED industry into a drive to educate growers and the public on the advantages of horticultural lighting, including the role it can play in establishing global food security. [Ams Osram doubles up on red for horticulture | LEDs Magazine](#)

25. **More High Seas Gains for Glamox, as Ferry Company Converts Fleet to LED** - Sweden's Stena Line traverses northern Europe, where it is set to replace the mostly fluorescent lighting on up to 35 vessels with a possible 52,000 LED luminaires. Glamox is replacing fluorescent and other lighting with LED-based linear luminaires, downlights, and floodlights. The number of LED fittings would average 1,000 to 2,000 per vessel. Ships with passenger cabins would land on the higher side of the range. The switch also gives Stena a leg up on the [ongoing, staged phase-out of fluorescent tubes and bulbs](#) across the E.U. and U.K. The entities are banning fluorescent lighting products because they contain mercury, a hazardous substance. [More high seas gains for Glamox, as ferry company converts fleet to LED | LEDs Magazine](#)

26. **Energy Efficiency - The Decade for Action** - Through its work, the IEA advocates policies that will enhance the reliability, affordability and sustainability of energy in its 31 member countries, 11 association countries. Global energy efficiency progress, as measured by improvements in primary energy intensity, increased to 2.2% in 2022, double the average over the previous five years and four times the rate achieved in the last two years. Current efforts to conserve and better manage energy consumption have provided much of the momentum for energy efficiency progress. Sales of efficiency enabling technologies, such as smart controls and building energy management systems increased in 2022 but remain far from the 2030 IEA Net Zero targets. [Energy Efficiency - The Decade for Action](#)

27. **Renewables Growth Did Not Dent Fossil Fuel Dominance in 2022, Report Says** - Global energy demand rose 1% last year and record renewables growth did nothing to shift the dominance of fossil fuels, which still accounted for 82% of supply, the industry's Statistical Review of World Energy report said on Monday. The stubborn lead of oil, gas and coal products in covering most energy demand cemented itself in 2022 despite the largest ever increase in renewables capacity at a combined 266 gigawatts, with solar leading wind power growth, the report said. Scientists say the world needs to cut greenhouse gas emissions by around 43% by 2030 from 2019 levels to have any hope of meeting the international Paris Agreement goals. [Renewables growth did not dent fossil fuel dominance in 2022, report says | Reuters](#)

28. **Global Survey: US Now Is Most Expensive for Construction** - The U.S. is the most expensive country for construction, says the latest global cost analysis by U.K. professional services consultant Turner & Townsend, with six American cities (New York City, San Francisco, Boston, Los Angeles, Chicago and Seattle) now among the list's top 10—dislodging London and Hong Kong for the first time. [Global Survey: US Now Is Most Expensive for Construction | Engineering News-Record \(enr.com\)](#)

Monthly Feature:

The Impact of July's EISA Deadline on Lighting Rebates

This July, the Energy Independence and Security Act (EISA) will go into full effect, significantly impacting the lighting industry. This legislation was passed to enhance energy efficiency, reduce greenhouse gas emissions, and promote the adoption of more sustainable lighting options. Although the transition has been in the works for sixteen years, the upcoming changes will have implications that will ripple across the whole industry, including commercial lighting rebates.

Understanding the EISA Legislation

The Energy Independence and Security Act was signed into law in 2007 to reduce energy consumption and promote energy independence in the United States. Among its various provisions, one of the most notable aspects is the phaseout of inefficient lamps. Although the law does not explicitly ban any particular lighting type, it mandates a minimum efficacy requirement of 45 lumens per watt (LPW), effectively rendering incandescent and halogen light sources obsolete.

The legislation applies to general service lamps (GSL) like A19s, PARs and decorative lamps. While these lamps are much more prevalent in the residential market, they are also used in commercial applications, such as hospitality and multi-family. Earlier this year, the manufacture or import of these types of lighting was halted by the legislation. Starting in July, retailers will be prohibited from selling GSLs that do not meet the minimum efficacy standard, facing potential fines for non-compliance.

The Impact on Commercial Lighting Rebates

Commercial lighting rebate programs have been adapting their offerings in anticipation of the full implementation of EISA. Generally, these programs are adjusting in one of three ways:

1) Removal of Incentives for A19s, PARs, and Deco Lamps

Some programs have chosen to completely eliminate rebates for GSLs. Given that it will be increasingly difficult, if not impossible, for customers to acquire inefficient GSLs after July 1st, these programs deemed it unnecessary to continue providing financial incentives for switching to LED lighting.

Some programs started removing incentives for GSL as early as January, and many more will be phasing it out in the next month. Programs like Duke Energy's Smart Saver Program, Energizing Connecticut's Instant Lighting Program and the state-wide Mass-Save program will all stop incentives for screw-in lamps like A19s, PARs and BRs effective 7/1.

The programs most impacted by this change are the "instant" or "midstream" programs that have emerged over the years. These programs are run through participating electrical distributors, and the rebate is taken off the invoice directly at the point of purchase. Traditionally, these programs have focused heavily on screw-in replacement lamps, so this change effects them the most.

2) Adjusting Rebates That Are Calculated Based on Watts or kWh Savings

Another significant change is for programs that calculate the rebate based on energy savings. Since customers can no longer purchase the old inefficient lighting, some programs are adjusting the baseline for these calculations to reflect the new 45 LPW limit. For example, when measuring program effectiveness before EISA, a program could say a 60W A19 was replaced by an 11W LED, resulting in 49W savings. However, under the new guidelines, a 60W equivalent A19 (800 lumens) would have to be at most 17.8W. So if a customer installs an 11W LED, the program can now only claim 6.8W savings. This increased baseline will mean lower incentive amounts for projects upgrading from traditional GSL lighting.

3) Programs Remain the Same

It is worth noting that not all organizations are modifying their programs to accommodate the changes brought about by EISA. Hundreds of different lighting rebate programs cover North America and many have not made, or announced, any changes that pertain to GSL yet.

Rebates Are Still Available for Most Other LEDs

This change doesn't mean that commercial lighting rebates as a whole will disappear. Rebates remain as compelling as ever for nearly all other types of LED lighting and controls. Currently, 78% of the US is covered by an active lighting rebate program, and some rebate categories are near their all-time highs.

Additionally, thirty-one rebate programs across North America are also offering bonus programs at this moment. A bonus program is when an organization provides increased incentives for a limited time to spur participation. It can be across all types of lighting or restricted to just a few product categories.

For lighting not impacted by EISA, rebates still remain one of the most powerful selling tools to get lighting projects approved. Make sure to research the incentive options early on to see how they might improve the payback of the proposed project. [The Impact of July's EISA Deadline on Lighting Rebates \(briteswitch.com\)](https://www.briteswitch.com)