



Renewable Energy in Tourism Webinar Series: Energy Efficient Lighting

Session 1: Richard Lloyd-Roberts, Vice-President of Sales, Eco-Revolution

1. Are there a certain number of light bulbs that must be replaced with LED's to make the payback worth the initial cost?
2. Where would the average tourism business owner find commercial grade LED,s? Are they significantly more expensive?
3. Do you see LED's being replaced by anything else in the future (like CFL's now) or are they the ceiling of light bulbs?
4. Is there any way to get the investment costs covered by tax-deductions/rebates/incentives?
5. Can LED's be used in the same fixtures as other types of lightbulbs?
6. What type of LED bulb would you recommend for interior/exterior?
7. Is there any way for businesses to test out the light bulbs in their establishment, before committing to purchase?
8. Are there other alternatives to LED?
9. Are there any disposal issues with LED bulbs
10. Is there an LED bulb for every application (size, light type)?
11. How easy are LED's to integrate into lighting systems?
12. How do LED's affect the working environment for employees?
13. How do LED's affect the guest experience at retail and hospitality businesses

Session 2: Chris Maddern, Manager, Client Development, Summit Energy Solutions

1. Is there a minimum project size that is required to receive tax deductions under the Commercial Buildings Tax Deduction?
2. Under the CBTD, What would be the estimated savings for a medium sized B & B with 10 guest rooms?
3. Does the tax deduction cover all types of lighting projects (different bulbs, lighting systems)? Are any types of projects more tax deductible than others?
4. How would a small tourism business calculate W/Sq.ft? What type of information is necessary?
5. How Easy/difficult is it to install a lighting control system?
6. What ways would a tourism business utilize day lighting into an older building without doing heavy construction?



7. Are lighting monitoring systems feasible for all sized tourism businesses, or only for larger ones, is there a specific size where the payback is worth the initial costs?
8. Is it necessary to hire an architect or get building permits to redesign building lighting systems?
9. How hard/easy are lighting systems and controls to operate, are training classes necessary? Could a regular shift manager at a restaurant or hotel operate the system?
10. Do most electricians have this type of know-how, or will a lighting design specialist be needed to help with installation and implementation of lighting systems?
11. Can lighting systems be easily integrated into other automated systems like HVAC?
12. How much maintenance is required for an energy efficient lighting system?
13. What are the typical challenges that businesses face when trying to implement lighting systems?

General Discussion Questions

1. What is the typical payback period for a lighting upgrade?
2. What future technologies or innovations do you see emerging in lighting over the next few years?
3. What is the minimal dollar amount a business owner should invest to see a quality return?
4. What is the most common mistake that you see businesses making with lighting?
5. Should a lighting retrofit be coupled with system installation? More tax deductions?
6. Will LED's perform as advertised? Lifetime? Quality of light?
7. What are some things to think about with interior vs. exterior lighting?
8. If you could recommend one thing to implement what would it be?
9. How useful are skylights for day lighting, are they worth the efficiency loss?
10. What kind of savings could a person expect from LED Christmas lights?
11. What other lighting savings opportunities are available (signs, decorative)?
12. What are the best ways to inform guests/customers of lighting systems use or issues?