WE BELIEVE

- Light is vital to life; it is as important as air, food, water and shelter
- Light and the absence of light affect human vision, health, and behavior
- Lighting should enhance comfort and aesthetics, important components of the built environment
- Lighting designs should respond to human needs, while minimizing negative environmental impacts
- Lighting quality should be a priority at the onset of any design and be maintained throughout the construction process
- Sustained research is necessary to quantify lighting benefits that improve the quality of life
- Lighting Standards and policies should be based on the consensus of topic experts informed by scientifically validated data
- As the lighting authority, the IES believes that collaboration with other non-lighting organizations on lighting policies and regulations is essential for the benefit of the public interest
- Global collaboration and member participation are vital to the long-term viability of the lighting community
- Education is critical to maintaining a robust, dynamic lighting community and for continued professional growth
IES Officers

PRESIDENT
Lance Bennett
Eaton’s Lighting Business

VICE PRESIDENT
Jennifer Jacques, LC
Lighting Application Sciences, LLC

TREASURER
James Radi

EXECUTIVE DIRECTOR
Timothy Licitra
IES

PAST PRESIDENT
Cheryl English, FIES, LC
Acuity Brands

At Large Directors

Frank Agraz, LC
Sylvania Lighting Solutions

Wilson Dau
Dau Design and Consulting, Inc.

Antonio Garza
Iluminacion Total, SA de CV

Naomi Miller, FIES, FIALD, LC
Pacific Northwest National Laboratory

Francois-Xavier Morin, LC
Leviton

Susanne Seitinger, PhD
Philips Lighting

Regional Directors

Antonio Giacobbe, LC
West Region
Principal Form Lighting and Controls

Rick Paradis
Northeast Region
Synergy Investment

Michelle (Shelly) Prew
Midwest Region
Eaton Lighting

Billy Tubb
South Region
University of New Mexico
It is my pleasure to present this review of the 2017-2018 IES Program (Fiscal Year). In accordance with our current strategic plan and vision, this was what we labeled as our Transformative Year. A year of turnaround for the Society. It was our goal to have all the changes that had previously gone on behind the scenes since 2016, finally be “felt” and noticed by the membership and the global lighting community. The Board of Directors, in conjunction with IES Staff, our committees and strategic partners has worked diligently and we have seen significant progress in many areas.

Education
Tom Butters, IES Director of Education, with assistance from volunteers and other staff members, has made great progress in elevating the quality of our educational offerings. Through last year’s Member Satisfaction Survey, which only covered the first half of the program year, 67% of you stated that the new and updated educational services alone increased the value of your IES membership. Considerable work also went into the creation of the new IES Lighting Ready Reference App which provides information for all your basic lighting needs in an easy to use mobile application. Whether through the webinar series, Forces of Change podcast, Indispensable Lighting Series, Trailblazers and Icons, IES section support, the revised Lighting Fundamentals, post-fundamentals and intermediate courses, and much much more, what IES has to offer in the way of education has truly helped to transform what we have to offer our members and strengthen our position as The Lighting Authority. IES education is at the forefront of what is helping to lead us through this Transformative Year.

Standards
The IES is an accredited Standards Development Organization (SDO) working under American National Standards Institute (ANSI) approved procedures. The Society publishes nearly 100 varied publications including recommended practices on a variety of applications, design guides, and technical memoranda. During the course of this last program year we started the process in which all of our standards will be classified as ANSI/IES. This means they have gone through public review. Our goal is to have each document in continual maintenance. This allows them to be updated regularly to keep up with changing technologies. Going forward, what we publish will remain relevant and current. In addition, we completed a new Roadway document that compiles our entire roadway document collection into one master publication. These improvements are being made to coincide with a transformation, slated to be launched in 2020, where all of our technical documents will be accessible through an online platform for our membership. The online platform project includes merging our Handbook and Standards into one fully coordinated set of documents. This will ensure that you will always have access to the most current document with the ability to print on demand. These laborious initiatives would not be possible without the dedication of our hundreds of technical committee volunteers, leadership from Brian Liebel, IES Director of Standards and Research, and our now seven-person Standards and Research Department on staff.

Membership
The total number of IES members has remained relatively flat this past year. This is not a surprise as we have been focused on improving our Society and increasing its value with the intention of shifting more resources towards marketing and external collaborations in the years to come. The demographics of our membership, however, show that we have done well at engaging and attracting a younger audience, which is good for the long term health of IES. Another area that we have focused our efforts is to improve support for our Sections and volunteers at the grassroots level. Over the last year we have identified a variety of ways to provide Sections with options to offload many administrative, time consuming, and expensive tasks to our staff. An effort done to allow our volunteers to spend their valuable time on why they got involved in the first place...to help foster and grow a local lighting community.

We have accomplished a lot this past Program Year. Our successes would not have been possible without the dedication of countless volunteers. We are excited for what’s to come in the future as the Board of Directors turns its attention to the creation and implementation of our next strategic plan for 2020 and beyond!

Lance Bennett
IES President 2018-2019
Local Structure

- Regions
- Districts
- Sections

Northeast Region
District 1
District 2

South Region
District 3
District 4

West Region
District 5
District 6

Midwest Region
District 7
District 8
Committee Listings

• Technical

SCIENCE GROUP
Nomenclature, Testing & Metric Committees
• Nomenclature Committee
• Daylight Metrics Committee

Lighting Science Committees
• Color Committee
• Discomfort Glare in Outdoor Nighttime Environments Committee
• Light and Human Health Committee
• Lighting for the Aged and Partially Sighted Committee
• Photobiology Committee
• Sky Glow Calculations Committee
• Vision Science

Testing Procedures Committees
• Testing Procedures Committee

APPLICATIONS GROUP
Interior Committees
• Educational Facilities Committee
• Healthcare Facilities Committee
• Hospitality Facilities Committee
• Industrial Lighting Committee
• Library Lighting Committee
• Museum and Art Gallery Lighting Committee
• Office Lighting Committee
• Residential Lighting Committee
• Retail Lighting Committee
• Theatre, TV, and Film Lighting Committee

Exterior Committees
• Lighting for Outdoor Public Spaces Committee
• Outdoor Environmental Lighting Committee
• Port Terminal Lighting Committee
• Residential Lighting Committee
• Streetlighting Committee

Specialty Committees
• Aviation Lighting Committee
• Daylighting Committee
• Horticultural Lighting Committee
• Landscape Lighting Committee
• Lighting for Videoconference and Presentation Spaces Committee
• Security Lighting Committee
• Sports and Recreational Areas Lighting Committee

PRACTICE GROUP
Engineering, Energy & Economics Committees
• Control Protocols Committee
• Electrical Engineering for Lighting Systems Committee
• Energy Efficiency Lighting Programs Committee
• Energy Management Committee
• Lighting Commissioning Committee
• Maintenance Committee

Design Consideration Committees
• International Standards Committee
• IoT (Internet of Things) Connected Committee
• Light Sources Committee
• Light Control & Luminaire Design Committee

Lighting Systems Committee
• Sustainable Lighting Committee
• Resilience Committee

Calculations Committees
• Computer Committee
• BIM Committee

CONNECT HUB
Leadership Forum Committee
Young Professional Scholarship Fund Committee

GROW HUB
Annual Conference Steering Committee
Research Symposium Committee
Street & Area Lighting Conference Committee

SOCIETY AND INDUSTRY SUPPORT GROUP
Port Terminal Lighting Committee

APPRECIATE HUB
Board of Fellows Award Committee
Distinguished Service Award Committee
Illumination Awards Committee
Marks Award Committee
Medals Award Committee
Taylor Technical Talent Award Committee

EDUCATION GROUP
Education Material Review Committee
Education Strategy Committee
Teachers of Lighting Workshop Committee

GOVERNANCE GROUP
Audit Committee
Finance Committee
Global Development Committee
Nominating Committee
Rules Committee

• Non Technical
**CONTROLS INNOVATION AWARD**
SPONSORED BY THE LIGHTING CONTROLS ASSOCIATION

DISTINCTION

Love Sculpture at Sakura Lake Sports Park
Weihai, China

**Designer:** Bian Qingming – Enlighten Projects, Mo Xiaojian – YD Illumination
Theresa Li – cBright Lighting

**Owner:** Rongcheng Municipality

**Photo:** Yu Dongjie

---

**ILLUMINATION AWARD FOR ENERGY AND ENVIRONMENTAL LIGHTING DESIGN**

EXCELLENCE

**ASID Headquarters**
Washington, D.C.

**Designers:** James Benya, Deborah Burnett – Benya Burnett Consultancy
**Owner:** American Society of Interior Designers

**Photo:** Eric Laignel, Perkins+Will

---

**Capital Cascades Connector Bridge**
Tallahassee, FL

**Designers:** Randy Burkett, Rich Fisher – Randy Burkett Lighting Design, Inc.
**Owner:** City of Tallahassee, Florida; County of Leon

**Photo:** Adam Cohen

---

**Intelligent Streetlight**
Lloydminster, Alberta, CA

**Designers:** Amro Alansari – ATCO
**Owner:** ATCO

**Photos:** Vasya Omelchuk Photography

---

**ILLUMINATION AWARD FOR INTERIOR LIGHTING DESIGN**

SPONSORED BY EDWIN F. GUTH
EXCELLENCE

**Phoenix Sky Harbor Airport Terminal 3 Renovation**
Phoenix

**Designers:** Leland Curtis, Reinhardt Swart, Jeff Gerwing – SmithGroupJJR

**Owner:** City of Phoenix

**Photo:** Bill Timmerman

---

**Museum of the Bible**
Washington, D.C.

**Designers:** Luke Renwick, Rodrigo Manriquez, Patrick MacBride – SmithGroupJJR

**Owner:** Museum of the Bible

**Photos:** Alan Karchmer, Alex Fradkin

---

**McKim, Mead & White – Dining Room Restoration**
New York City

**Designers:** Jerry Kugler, Burr Rutledge, Junrui Wang, Jackson Ning – Kugler Ning Lighting

**Owner:** Private Club, Kugler Ning Lighting, Jeff Goldberg/Esto
ILLUMINATION AWARD FOR INTERIOR LIGHTING DESIGN
SPONSORED BY EDWIN F. GUTH
EXCELLENCE

Underground Forest in Onepark Gubei
Shanghai
Designers: Chenlu Zhang – Gradient Lighting Design
Shuojiong Zhang – ArchMitts, Ting Yu – Wutopia Lab
Owner: Onepark Gubei
Photo: Qing Ai, CreatAR Images

CITATION FOR INNOVATIVE USE OF COLOR AND MATERIALS

Shangping Village Regeneration
Xiyuan Town, Jianning County, Sanming City, Fujian Province, China
Designers: Zhang Xin, Han Xiaowei, Zhao Xiaoba, Zhou Xuanyu,
Niu Bentian – X Studio, School of Architecture, Tsinghua University
Photos: An Weiqi, Zhou Meng

CITATION FOR HUMAN CENTRIC ILLUMINATION IN A DAYLIGHT DEPRIVED SPACE

HSBC Cafeteria
Dusseldorf, Germany
Designers: Isabel Sternkopf, Andreas Schulz - Licht Kunst Licht AG
Owner: HSBC Grundstücksgeellschaft Trinkausstraße KG
Photo: Johannes Roloff

OUTDOOR LIGHTING DESIGN AWARD
SPONSORED BY EATON
EXCELLENCE

Wilshire Grand Center
Los Angeles
Designers: Joshua VanBlankenship, Brian Parisi, Derek Warrick – StandardVision
Chip Israel, Andrew Powell, Panitkwan (Arex) Soontharuch – Lighting Design Alliance
Owner: Hanjin International Co.
Photo: Ethan Coco, Hunter Kerhart, German Lopez, Lisa Israel

CITATION FOR CONTROLS

Jacques Cartier Bridge
Montreal
Designers: Moment Factory, Réalisations, Ambiances Design Productions,
ATOMIC3, Ombrages, Lucion Média and UDD Design
Owner: Jacques Cartier and Champlain Bridges Inc.
Photo: Moment Factory

Hendrix Bridge
Zagreb, Croatia
Designers: Dean Skira, Godvin Poropat – Skira
Owner: City of Zagreb
Photo: Danijel Bartolic, Damil Kalodjera
Dr. Jennifer Veitch receives the IES Medal in recognition of meritorious technical achievement that has conspicuously furthered the profession, art or knowledge of illuminating engineering. Achievements shall be in the field of engineering, design, applied illumination, optics, ophthalmology, optometry, lighting research or education.

Veitch—the principal research officer at the National Research Council of Canada—is best known for her work applying psychological science to issues of concern to lighting manufacturers, designers and the general public. She is a global leader in establishing relationships between the indoor luminous environment and occupant health and well-being.

Veitch has translated her research into national and international standards, such as her lighting quality model, encouraging a balance between human needs, architectural needs and economic/energy goals. The model has been widely disseminated, including in the IES Handbook and RP-1, via IALD, and now as a proposed part of the CIE International Lighting Vocabulary.

Veitch was named an IES Fellow in 2003, has volunteered as chair of the Medal Committee and Board of Fellows, and continues to serve on the Standards and Light and Health Committees. She is also active with the CIE, IEEE, the American Psychological Association, the International Association for Applied Psychology, and the Canadian Psychological Association.

Rita Harrold receives the Louis B. Marks Award in recognition of exceptional service to the Society of a non-technical nature. While well-known to many for her role as IES director of technology from 1992 to 2015, Harrold is recognized with the Marks Award for her exemplary volunteer service to the Society since joining in 1967 as an associate member. After becoming a full member in 1971, Harrold became deeply involved in the governance of the Society, chairing several important committees, including Residence Lighting, Lighting Design Awards, Membership, and the Lighting Research and Education Fund. She was elected to the IES Board as a director in 1973, and then led the Northeast Region as regional vice president from 1977-79. Thereafter, Harrold was elected to the positions of VP of Design and Application, senior vice president and president of the Society.

Harrold is recognized as an inspirational leader in service to the Society and to the lighting industry, with a career marked by selfless contributions and leadership by example. In addition to her IES leadership and service positions, Harrold has planned and developed educational strategies and recognition for educational programs with organizations including ASD, IALD, EPR, DOE, LRI and NBS. Harrold continues her IES service today as a member of the Standards Committee.
IES Society Awards

PRESEIDENTIAL AWARDS

Jennifer Jaques, in recognition of her leadership to develop a structure supporting the IES membership with Membership Advisory Panels and to expand global collaboration with her leadership in the IES Global Development Committee.

Bob Davis, in recognition of his effective leadership of the IES Research Symposium in 2018 and ongoing support to develop a dialog among researchers in the field of light and health.

Grant

HOWARD BRANDSTON STUDENT LIGHTING DESIGN EDUCATION GRANT
(RECIPIENT & HONORABLE MENTION)
The Howard Brandston Student Lighting Design Education Grant was established to encourage and recognize students who have demonstrated exceptional professional promise through the presentation of an original and ingenious solution to a supplied design problem.

RECIPIENTS

Jeff Thompson
Riley Johnson

HONORABLE MENTION
Fairoz Al Awami
Yamileth Orduna
Membership Breakdown

June 30, 2018

Member: 3006
Associate: 1799
Emerging Professional: 610
Student: 118
Retired: 43
Emeritus: 539
Sustaining: 394
Subscribing: 728

Total: 7,237
<table>
<thead>
<tr>
<th>Diamond</th>
<th>$15,000 annual dues. Lighting revenues over $500 million.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sternberg Lighting</td>
<td>ASA Consulting Engineers, Inc.</td>
</tr>
<tr>
<td>Prudential Lighting Corp</td>
<td>Atlantic Consulting Group, Inc.</td>
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<tr>
<td>Pace Industries</td>
<td>AECOM Lighting, Inc.</td>
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<tr>
<td>National Grid</td>
<td>AET Lighting, Inc.</td>
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<tr>
<td>Lucifer Lighting Company</td>
<td>AGL Lighting, Inc.</td>
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<tr>
<td>Louis Poulsen Lighting Inc</td>
<td>AGM Lighting, Inc.</td>
</tr>
<tr>
<td>North America, Inc.</td>
<td>AEL Lighting, Inc.</td>
</tr>
<tr>
<td>EYE Lighting International of ETC, Inc.</td>
<td>AEL Lighting Group Ltd.</td>
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<tr>
<td>Cree Canada</td>
<td>AEM Lighting, Inc.</td>
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<tr>
<td>Chroma-Q</td>
<td>AEL Lighting Group Ltd.</td>
</tr>
<tr>
<td>Boca Flasher</td>
<td>AEL Lighting Group Ltd.</td>
</tr>
<tr>
<td>BK Lighting</td>
<td>AEL Lighting Group Ltd.</td>
</tr>
<tr>
<td>Gold</td>
<td>$2,500 annual dues. Lighting revenues to $100 million.</td>
</tr>
<tr>
<td>Architecture</td>
<td>Altus</td>
</tr>
<tr>
<td>Silver</td>
<td>$1,000 annual dues. Lighting revenues to $500 million.</td>
</tr>
<tr>
<td>Silver</td>
<td>$1,000 annual dues. Lighting revenues to $1 million.</td>
</tr>
<tr>
<td>Silver</td>
<td>$1,000 annual dues. Lighting revenues to $5 million.</td>
</tr>
<tr>
<td>Silver</td>
<td>$1,000 annual dues. Lighting revenues to $10 million.</td>
</tr>
<tr>
<td>Copper</td>
<td>$500 annual dues. Lighting revenues to $4 million.</td>
</tr>
<tr>
<td>Copper</td>
<td>75% annual dues. Lighting revenues to $2 million.</td>
</tr>
</tbody>
</table>

**Sustaining Members**

The following companies have elected to support the Society as Sustaining Members which allows the ES to fund programs that benefit all segments of the membership and pursue new endeavors, including education projects, lighting research and recommended practices. The level of support is classified by the amount of annual dues, based on a company’s annual lighting revenues.

**Diamond**
- Aculyte Brands, Inc.
- Current by GE & GE Lighting
- Eaton Inc.
- Osram Sylvania
- Signify

**Emerald**
- RAL Lighting, Inc.

**Platinum**
- Atlas Electrical Corp
- Aus Lighting Inc
- Bar Lighting
- Creston Electronics Inc.
- Fidelite Inc.
- Focal Point, LLC
- H E Williams Inc
- International Lighting, Inc.
- KenMar Manufacturing Company, Inc.
- Legrand/Watt Stopper
- Lutron Electronics Co
- Misco Sports Lighting, LLC
- Samsung Electronics Co,.Ltd.

**Gold**
- ALP Lighting/Laxale
- Birchwood Lighting Inc.
- BK Lighting
- Boca Flasher
- Capital Electric
- CMS Lighting
- Corotech Lighting
- Cree Canada
- Delta Lighting
- Edison Price Lighting Inc
- ELC, Inc.
- EYE Lighting International of North America, Inc.
- Intense Lighting
- KTA Engineering, LLC
- Lighting Services Inc
- Louis Poulsen Lighting Inc
- LSI Industries Inc.
- Lucifer Lighting Company
- National Grid
- Pace Industries
- Pathway the Lighting Source
- Prudential Lighting Corp
- Stemberg Lighting

**Silver**
- A Light
- Artemide Inc.
- Ascent Battery Supply LLC
- Associated Lighting Representatives, Inc.
- B.E.G. Controls
- Barbican
- Big Shine Energy
- BIOS Lighting
- Black & McDonald Ltd.
- Con Edison Commercial and Industrial
- Energy Efficiency Program
- Covecito LLC
- Design Tree Engineering
- Douglas Lighting Controls
- Echelon Corporation
- Eclipse Lighting Inc.
- Edison Opto USA Corporation
- EHD
- e-Lumen International Inc.
- Emerson Automation Solutions
- EndurtradeLED Inc.
- EnergyEFicient Systems, Inc.
- Enterprise Lighting Ltd
- EPDCOR Technologies Inc.
- Fairlight Corporation Inc
- First Light Technologies Ltd.
- Form Lighting and Controls
- FortisAlberta Inc.
- Gamma Scientific, Inc.
- HARMAN Professional
- Hera Lighting
- Illuminating Technologies Inc
- Kurtzon Lighting
- L.I. Illumination S.A. de C.V.
- LCTECH (Zhongshan) Testing Service Co., Ltd.
- Ledi, Inc.
- Lee Filters USA
- Legion Lighting Co., Inc.
- Lighting Analysts, Inc.
- Lighting Design Lab
- Lighting Science Group Corporation
- Libralight Corporation
- Louvers International
- LUMA Lighting Design \& P.E Engineers
- Lumenworks, Inc.
- Lumican Corp.
- Luminaire Manufacturing, Inc.
- National Lighting Company
- Neoteck Inc.
- OECM Acquisition Corp. dba Multi Electric Mfg. Inc.
- Optic Arts
- Paramount Industries, Inc
- Peter Basso Associates Inc.
- Precision Architectural Lighting, Inc.
- PureEdge Lighting
- QSSI Lighting Electrical Products Group
- Q Tran
- Reggiani Lighting USA, Inc.
- Richard McDonald & Associates Ltd
- (Edmonton)
- Rio Grande Valley Public Utilities Commission
- Senso Lighting
- Sentry Electric LLC
- Southern California Edison
- Spectrum Lighting, Inc.
- Stanton
- StressCrete Group (StressCrete/King Luminare)
- The L. C. Doane Co.
- TVI Lighting USA
- Total Lighting Concepts
- Touche Lighting Controls
- Urban Solar
- VAOPTO
- VEOLUX, America, Inc.
- Vermont Energy Investment Corp.
- WAC Lighting Co.
- Xtralight Energy Efficient Lighting Solutions
- Edison Lighting Group Ltd.
- Edmonds Engineering Inc.
- Electric-Motive Visual, Inc.
- ELEN Consulting, Inc.
- Elm Engineering Inc.
- Energy Conservation Options
- Energy Performance Lighting
- Energy Solutions
- ERP Lighting
- Evulma
- Excellence Opto Inc
- Farsworth Group, Inc.
- FBA Engineering
- Federal Highway Administration
- Fisher Marantz Stone, Inc.
- FLUX Lighting Inc
- Fox & Fox Design LLC
- Francis Krahe & Associates, Inc.
- Fresnel Technologies
- Gateway International 360
- Georgia Power Company
- Glenn International
- Glam & Associates USA
- Hammel, Green and Abrahamson, Inc.
- Harvan Professional Services Inc
- Harry L. Stearns, Inc.
- HAWH Incorporated
- HDLC Architectural Lighting Design
- Hayco Engineering
- Hendricks Engineering, Inc.
- HOK Architects Inc
- Hughley and Phillips
- Illuminating Concepts
- Independent Testing Laboratories
- Intelligent Lighting Controls
- Interface Engineering Inc
- IRTEC America, Inc.
- J.L. Richards & Associates Limited
- JDRM Engineering, Inc.
- Jim Fackert
- Juniper Design Group Inc
- KEYLIGHT SHADOW, LLC
- KLH Lighting, PSC
- KLUX USA
- Korda Engineering
- Leading Testing Laboratories, Inc.
- LEADSON, Inc.
- Lumacon Lighting Technology Corporation
- Leviton Canada
- LiFe Hong Kong Limited
- Light Laboratory Associates
- Duralight Co.
- LIGHT THEORY STUDIOS
- Lightsolution Inc.
Education • Seminars, Directories, Webinars, Video Series, Podcasts

Seminar
- LE Course Set-18 PDF
  Intermediate Course: Lighting Essentials Set
- ILD Course Set-18 PDF
  Intermediate Course: Interior Lighting Design
- QEEF Course Set 18 PDF
  Intermediate Course: Quality Energy Efficient Lighting
- SEM-2-17 Codes PDF
  Intermediate Seminar: Codes, Standards, & Regulations
- SEM TM-16-17 SSL PDF
  Intermediate Seminar: Solid State Lighting Sources and Systems
- SEM RP-31-14 Economics PDF
  Intermediate Seminar: Lighting Economics

Webinars
- RP-28 Lighting and Visual Environment for Seniors and Low Vision Population
- DG-28 The Smart City / IoT Update for the ANSI/IES Roadway Lighting Control System Standard
- Measuring Lighting in the Field
- Synergistic Buildings in the Era of IoT
- Museum Lighting and Lighting for Fine Art
- Design for Color and Illumination
- Layers of Light - Residential & Hospitality
- Tunable White Controls
- DG-16 Design for Color and Illumination
- Layers of Light Residential & Hospitality
- RP-28 Lighting and the Visual Environment for Seniors and the Low Vision Population
- TM-30 in 2018 and Beyond: Guidance for Improving Color Quality
- RP-29, Lighting for Hospitals & Healthcare Facilities

Directories
- Facilitators Directory
- Speakers Directory

Trailblazer & Icons Series
- Mark Rea
- Howard Brandston
- Dr. Sam Berman

Indispensable Lighting Series
- Architecture for Light, Parts 1 & 2
- Lights of Round, Parts 1 & 2

Podcasts
- Lighting as a Service
  Guest: Virginia Hewitt
- Get a Grip
  Guest: Greg Ehrich
- 90.1 Modeling
  Guests: Michael Myer & Marty Salzberg
- Understanding LED Illumination
  Guest: Nisa Khan
**Financial Review**

### Revenue

- **17%** Membership Dues
- **19%** Publications (LD+A, LEUKOS, Standards & Technical Documents)
- **17%** Conferences
- **43%** Lightfair
- **4%** Other

<table>
<thead>
<tr>
<th></th>
<th>Operating</th>
<th>Funds</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership Dues</td>
<td>1,467,681</td>
<td>-</td>
<td>1,467,681</td>
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<tr>
<td>Publications</td>
<td>1,669,294</td>
<td>-</td>
<td>1,669,294</td>
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<td>Conferences</td>
<td>1,051,352</td>
<td>438,869</td>
<td>1,490,221</td>
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<tr>
<td>Lightfair</td>
<td>3,856,716</td>
<td>-</td>
<td>3,856,716</td>
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<tr>
<td>Other</td>
<td>297,699</td>
<td>59,266</td>
<td>356,965</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td>8,342,742</td>
<td>498,135</td>
<td>8,840,877</td>
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</table>

### Expenses

- **16%** Membership & Marketing
- **27%** Publications (LD+A, LEUKOS, Standards & Technical Documents)
- **18%** Conferences
- **2%** Lightfair
- **27%** Governance & Administration
- **9%** Other
- **1%** Depreciation

<table>
<thead>
<tr>
<th></th>
<th>Operating</th>
<th>Funds</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership &amp; Marketing</td>
<td>1,383,253</td>
<td>-</td>
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<tr>
<td>Publications</td>
<td>2,328,839</td>
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<td>Conferences</td>
<td>1,110,552</td>
<td>451,999</td>
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<tr>
<td>Lightfair</td>
<td>148,395</td>
<td>-</td>
<td>148,395</td>
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<tr>
<td>Governance &amp; Administration</td>
<td>2,305,324</td>
<td>-</td>
<td>2,305,324</td>
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<tr>
<td>Other</td>
<td>564,106</td>
<td>240,102</td>
<td>804,208</td>
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<tr>
<td>Depreciation</td>
<td>115,419</td>
<td>-</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>7,955,888</td>
<td>692,101</td>
<td>8,647,989</td>
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<tr>
<td><strong>Net Income (Loss)</strong></td>
<td>386,854</td>
<td>(193,966)</td>
<td>192,888</td>
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