

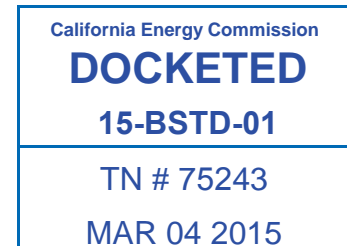


American Lighting
6861 Nancy Ridge Drive
San Diego, CA 92121
858-549-2324
Contractor 818848

March 4, 2015

Subject: Docket No. 15-BSTD-01

To Whom It May Concern:



I'd like to ask for your consideration in changing the current rules to Title 24; specifically to the lighting retrofit industry. The new regulations of Title 24 have had a devastating impact to the world of lighting retrofit. What was once a booming industry with many opportunities is now shriveling to a small group of contractors who are just trying to survive until the next project.

Small to Medium size businesses have historically had a difficult time working an energy efficient lighting upgrade into their budget prior to the Title 24 changes. On paper a 12 - 24 month payback looks great, and the energy savings alone should make it a no brainer, but the reality is a large percentage of businesses simply do not have the money to pursue a lighting upgrade. This may have presented a challenge, but there were creative solutions to help the customer. Now, you add in the new Title 24 standards and there is no way a small or medium size customer can even entertain the possibility of upgrading their lighting.

When the average customer cannot afford to adapt to the new standards and proceed with a lighting project, contractors have no option but to close their doors or downsize their company in hopes of surviving. Lots of talented individuals (sales staff, installers, admin) have lost their incomes due to the new requirements. My suspicion is that the utility staff members are next. When they are not meeting their goals, someone will ask if their jobs are still necessary.

I hope that you carefully consider the impact of continuing as-is, and what will happen to the lighting industry if the rules are not changed.

Sincerely,

A handwritten signature in cursive script that reads 'Erica Inderwick'.

Erica Inderwick
Vice President
American Lighting