



## 2025 Wattsmart Business Vendor Event

**7:30 a.m. - 8:00 a.m. Registration, Breakfast and Networking**

**8:00 a.m. - 9:00 a.m.**

### **Opening Session**

Commercial & Industrial Lighting Program Updates and Processes  
Washington State Department of Commerce

**9:00 a.m. – 9:15 a.m. Break – Visit Vendor Exhibits and Networking**

**9:15 a.m. – 10:15 a.m.**  
Breakout Sessions

### **Lighting Commercial/Industrial**

Lance Benedict, Pamela Loitz, and Dan Kuhl

Topics:

- ANLC LLLC Applications and Sales Tip
- Lithing Tool and Application Tutorial (Common Mistakes)
- ANLC LLLC Case Study and Inventive Lighting Tool Changes
- Q&A

### **HVAC and Non-Lighting Commercial/Industrial/Small Business**

Nick Jones, Todd Blackman, Shawn Huff

Topics:

- Typical Measures, Vendors Incentives, HVAC Checkup, Small Business Measures
- Cascade Natural Gas
- Incentives for Popular Non-Lighting Projects
- Q&A

**10:15 a.m. – 10:30 a.m.**

**Break – Visit Vendor Exhibits and Networking**

**10:30 a.m. – 11:00 a.m.**

### **Closing Session**

Closing Remarks, Evaluations, Vendor Recognition and Door Prizes