Lighting Design
Beyond the Basics

Association of Outdoor Lighting Professionals
AOLP Presenters

- Andy Thomas, CLVLT, COLD
  - Viewpoint Lighting, Sacramento CA

- Michael Sestak, CLVLT, COLD
  - Sestak Lighting Design, Sacramento CA

- Dave Bilik
  - Twilight Designs, Las Vegas NV
Purpose of Lighting

- Safety
- Security
- Function/Task
- Beauty - Lighted Objects
- Art - Light Fixtures
Basic Lighting Methods

- Uplighting/Highlighting
- Downlighting
  - Pathlighting
- Silhouetting
- Shadowing
- Grazing
- Mirror Lighting
Landscape Lighting Guidelines

Fundamentals of Installation

Table of Contents

Disclaimer

Section A: Description of Low Voltage Landscape & Architectural Lighting Systems
  A.1 General Description
  A.2 Purpose of Standards

Section B: Lighting Designs and Agreements
  B.1 Lighting Designs
  B.2 Installation Agreements
  B.3 Change Orders & Additions
  B.4 Maintenance Agreements

Section C: General Specifications
  C.1 Code, Ordinances, Regulations, and Permits
  C.2 Utilities
  C.3 Protection of Customer’s Property
  C.4 Job Site Safety & Safety Procedures
  C.5 Materials & Workmanship
  C.6 License, Bond, & Insurance
  C.7 Warranties
  C.8 As-Built Records
  C.9 Installation Records

Section D: Materials or Products
  D.1 Materials Selection
  D.2 Transformers
  D.3 Cable
  D.4 Fixtures
  D.5 Wire Connectors
  D.6 Hardware
  D.7 Conduit & Sleeving

Outdoor Lighting Standards and Guidelines

Low Voltage Outdoor Lighting Systems

January 2012

1
Going Beyond the Basics

Advanced Lighting Methods and Techniques

- Tree/Structure Downlighting
- Market Lighting
- Fixture Conversions
- Core Drilling
- Tape/Rope Lighting
- RGB/RGBW Color
- Custom Fixture Design
- Controls
Tree Lighting
Market Lighting

Matt Carli - Moonlighting

Sestak Lighting Design

Andy Thomas - Viewpoint Lighting
Fixture Conversions
Core Drilling

Sestak Lighting Design

Michael Deo - NatureScape
Tape/Rope Lighting

Dave Bilik - Twilight Designs

Jeff Hannah - Accents Lighting

Dave Bilik - Twilight Designs
Colored Light
Custom Design

Avenue AVH-8
skirt: AVH-8
8" Avenue Pendant
Dimensions: 9"W x 14.5"H
Extension: 50.5"
Canopy/Back Plate Dimensions: 4.125"sq.
Mounting Center to Top:
Bulb Type: 1-100W Medium (not included)
Safety Rating: Suitable for Damp Locations
Finish Shown: Verdigris Patina
Ships Via: Small Parcel

Sestak Lighting Design

Andy Thomas - Viewpoint Lighting
Control Systems

- Control4
- Lutron
- Crestron
- Insteon
- Many, Many More
Design Strategies

Methods of Design and Presentation

- Evening Demonstrations
- Pen and Paper
- AutoCAD/Computer graphics
- Photo-Based Lighting Concept
  - General Graphic Apps
  - Proprietary Software Programs/Apps
Paradigm Shift

From Landscape Contractor to Lighting Designer

- **Pricing Strategies**
  - Consultation and design time
  - Pitch a vision, not components
  - Sell a lifestyle, not light fixtures

- **Presentation Methods**
  - Getting the idea across
  - From demo to dinner table
  - Portfolio and samples
  - The “Language of Lighting”
Paradigm Shift

From Landscape Contractor to Lighting Designer

- The more you know, the more you can sell
  - Education
  - Certifications

- Night Adjustments are crucial!
Resources

- Association of Outdoor Lighting Professionals
  - AOLPOnline.org
  - Certified Low Voltage Lighting Technician (CLVLT)
  - Certified Outdoor Lighting Designer (COLD)
  - Awards Program

- Illuminating Engineering Society of North America (IESNA)

- International Landscape Lighting Initiative

- Manufacturer/Distributor Training
Throw Us Your Questions!
THANK YOU!

- Oak Crest Landscape