# Press Release



## **CONTACT**

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# COMMERCIAL LED LIGHTING FIRMS PARTNER WITH LIGHTHOUSE WORKS FOR MAJOR DISTRIBUTION DEAL

ORLANDO, FL, May 20, 2016 — Lighthouse Works, a subsidiary company of vision rehab agency, Lighthouse Central Florida, today announced major partnership deals with Forest Lighting USA, a Georgia-based LED lighting manufacturer and Global Energy Services (GES), a lighting audit and LED installation firm out of Maryland. The agreements position Works to become the largest distributor of energy efficient LEDs in Central Florida.

In a gesture meant to salute the work Lighthouse does in Central Florida's community of blind and visually impaired, both Forest and GES have agreed to donate product and installation services to retrofit the 15,000 square foot building housing Lighthouse Works, with LEDs.

"We're very excited to partner with two leaders in the LED lighting sector, and we're eager to show the wider business community that contracting with us makes good business sense," said Lee Nasehi, president and CEO, Lighthouse Central Florida/Lighthouse Works!. "We are also thrilled that we have the opportunity to reduce our own carbon footprint as a result of this generous donation of LEDs in our own building!"

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#### ABOUT FOREST LIGHTING (www.forestlighting.com)

Forest Lighting, based in Atlanta, Georgia, is the USA subsidiary of MLS Co., Ltd. of China. MLS is among the top ten largest LED manufacturers in the world (Source: IHS Technology.) MLS has experienced 20% annual growth and has 12,000 employees. Recently listed on the China stock exchange, the company is an ISO 9000 and ISO 14000 qualified manufacturer, and LED manufacturing capacity exceeds16 billion units. Products are UL Listed and DLC Qualified. Forest Lighting LED products are RoHS compliant, reflecting the corporate commitment to sustainability.

#### ABOUT GLOBAL ENERGY SERVICE (www.globalenergyservice.us)

Global Energy Services is an experienced, woman-owned lighting efficiency, water conservation and building envelope services company. GES provides a diverse team of engineering, electrical, and plumbing contracting professionals who are experts at squeezing the most savings out of your lighting, water, and building envelope dollars while delivering long-term positive cash flow directly to the bottom line:

- 8 Energy Engineers
- 10 Energy Auditors
- 12 Dedicated Project Managers
- 60 Full-Time Lighting Retrofitters and Plumbers

In addition to being a certified Woman-Owned Business Enterprise (WBE), GES has their minority business status in the state of Pennsylvania, Maryland (MBE) and Virginia (SWAM), and North Carolina (HUB) certification.. Directing your business to GES will help you meet participation goals on contracts requiring the participation of certified WBE or minority-owned vendors.

#### **ABOUT LIGHTHOUSE WORKS!**

Lighthouse Works is a social enterprise non-profit, which means its businesses exist to forward and fund our mission of living, learning and earning with vision loss. Through our wide range of businesses, we are able to provide job training, employment and career opportunities for the advancement of people who are visually impaired. Lighthouse Works operates as a subsidiary of Lighthouse Central Florida—Central Florida's only private, non-profit agency offering a comprehensive range of services to people living with sight impairment in Orange, Osceola, and Seminole Counties. Established in 1976, Lighthouse has served generations with comprehensive vision rehabilitation and employment services. Lighthouse Works is affiliated with the National Industries for the Blind (NIB)—the nation's largest employment resource for people who are blind. Additionally, Lighthouse Works operates in partnership with the AbilityOne Program to secure quality product services to the federal government at fair market prices. To learn more, please visit: www.lighthouseworks.org.



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Officials with Lighthouse Works say their efforts to enter the LED lighting sector have been bolstered by the excitement surrounding the Green Works Orlando initiative. The City driven initiative is a series of community and municipal plans meant to transform Orlando into one of the most environmentally, economically and socially vibrant communities in the nation.

"We're proud to stand alongside the great sustainability team at the City of Orlando, in their efforts to increase energy efficiency within and beyond our local communities," said Nasehi.

Lighthouse is particularly interested in the Better Buildings Challenge, which sees the City of Orlando undergoing \$17.5M of energy efficiency upgrades to 56 municipal facilities, including lighting upgrades, HVAC renovations, building automation and controls, and other cost effective energy conservation measures.

Lighthouse Works' role in the newly struck deal will be to perform fulfillment services, including: quality control, inspection and repackaging of Forest manufactured LEDs and then distribute from their warehouse in south Orlando as SKILCRAFT<sup>®</sup> branded product. Works will also focus on identifying large-scale, commercial contracts and GES will be responsible for auditing a building's current energy consumption and installing the energy efficient lights accordingly.

"Timing is everything in life and it's an extremely exciting time to be in the energy industry. The advancement of LED technology regarding lumens per watt, color rendering, price points and extended lamp life have given this energy conservation measure an extremely attractive ROI and payback," said Sean Fitzgerald, President of GES. "We could not be more excited and honored for the opportunity to partner with Lighthouse Works and Forest Lighting USA. We are confident this joint venture is going to create local jobs in the Florida economy and support a great organization that contributes to the blind and visually impaired."

"I was really touched by the desire and effort that the blind and visual impaired people have to live an independent and productive life. Furthermore I was impressed by the dedication and efforts the Lighthouse Central Florida team has given to this special group of people," said Jian Ni, COO of Forest Lighting. "It was an easy decision for Forest Lighting to make to contribute our energy saving long lasting LED lighting products along with Global Energy Service to this noble cause. We are deeply honored to be involved in this partnership and in creating more jobs in the area."

Lighthouse Works is one of 93 nonprofit agencies associated with National Industries for the Blind (NIB), which produces SKILCRAFT<sup>®</sup> products and provides services for federal and military customers through the federal government's AbilityOne<sup>®</sup> Program. NIB and its associated agencies serve as the largest employer of people who are blind in the United States, employing more than 5,500 people who are blind.

According to the American Foundation for the Blind, 75 percent of the estimated 4 million adults in the U.S. who are completely blind or partially sighted are not in the labor force—this despite the fact that, as a disability group, people with blindness have one of the highest rates of education.

Championing the mission of living, learning and earning with vision loss, Lighthouse Central Florida and its subsidiary, Lighthouse Works, have worked tirelessly to correct this injustice and help create employment opportunities for people who are blind and visually impaired.