

## Finding more efficient lighting for the senior tenants at FPI management



### The Scenario

FPI's primary goal for this project was to install more efficient lighting to reduce energy costs while maintaining light levels throughout one of their Senior Housing Facilities. The overall objective was to reduce energy use by 30% to qualify for rebates that would help pay for the majority of the project. FPI was concerned with keeping the light aesthetics as close as possible to the original lighting in order to minimize any resident complaints.

FPI Management chose Bulbs.com because of our lighting expertise and the ability to help identify rebate opportunities, as well as provide the best quality light bulbs to maintain the same visual appearance.

### The Solution

#### Energy Efficient LED Fixtures & Bulbs:

Bulbs.com recommended a custom LED lighting solution to meet FPI's needs. Bulbs.com was able to specify new lighting with the exact same look as the incandescent luminaires that were already in place to meet FPI's aesthetic requirements. Bulbs.com was able to identify LED retrofits to be used in existing fixtures to help further reduce energy costs while still maintaining the light quality requirements of FPI's senior tenants.

Additionally, the company purchased custom-built LED fixtures, LED Globe bulbs, and LED A-style screw-in bulbs. LEDs were a perfect solution for FPI's needs because of their energy efficiency, long life, quality light and available color temperatures. FPI needed to reach their 30% energy use reduction goal while also reducing their maintenance costs, both of which were very attainable by converting to LEDs. No other bulb can match their efficiency and lifespan.

- **30% Reduction in Energy Use**
- **Qualified for \$70,000 in Rebates**
- **Maintained Lighting Appearance**
- **Reduced Maintenance Costs**

## The Challenges

### Appearance & Brightness:

One of the main challenges of this project was maintaining the same light appearance in their Senior Housing Facility. The residents were very particular to how the facilities looked and would have been resistant to any obvious changes in appearance. Luckily, there are many replacement options that mimic the look and feel of traditional lighting.

### Reaching the 30% Reduced Energy Goal:

Another big challenge of this project was ensuring that FPI was able to reach their energy use reduction goal. The available rebates could only be attained by reducing energy use by 30% within an organization. Bulbs.com provided an LS1-certified Lighting Specialist to identify a solution that would maintain the previous light appearance of the facility while using 30% less energy.

## About the Company

FPI Management Company is a privately owned, exclusive third party, multifamily property manager who manages 73,500 units in Alaska, California, Colorado, Idaho, Montana, Nevada, New Mexico, Ohio, Oregon, Pennsylvania, Virginia, and Washington. Their portfolio consists of 38,500 market rate and 35,000 affordable units.



## The Results



### Energy Savings:

FPI Management was able to reach their goal of reducing energy use by 30% by installing new LED bulbs from Bulbs.com in their Senior Housing Facility. The company cut energy costs by 32%, and the energy savings generated from the project placed FPI in a lower energy use bracket, further reducing its kWh rate.

### Reduced Maintenance Costs:

By installing more efficient and longer lasting LED bulbs, the company was able to successfully reduce their maintenance costs. The new lighting has a substantially longer life, requiring little to no maintenance for up to 12 years. This greatly reduces the number of times the residents must call maintenance and reduced safety concerns for more active residents who may attempt to switch their own bulbs.

### Qualified for Rebates:

FPI Management earned rebates for reaching their goal of 30% reduction in energy use, which paid for the majority of the project. In total, the company collected \$70,000 in utility rebates. Bulbs.com worked with the Property Manager to help the company through the rebate process from start to finish and identified the best product solutions to reach their goals.



## About Bulbs.com

Bulbs.com, headquartered in Worcester, Mass., is a leading online lighting supplier. Established in August 1999, Bulbs.com provides lighting products to over 125,000 commercial customers operating across 300,000 locations in the hospitality, retail, property management, education, healthcare, manufacturing and municipal sectors. For more information visit Bulbs.com. To speak with one of our lighting specialists, call 888-455-2800.