

# CASE STUDY

## ESCO IN NEW YORK, NEW YORK

*A New York based ESCO receives \$85,000 in Energy Rebates for a Full LED Retrofit*



### The Scenario

This Energy Services Company specializes in finding energy efficient solutions and rebate incentives when proposing lighting retrofits and HVAC upgrades. They needed to greatly reduce their energy costs for a particular project, as 90% of the lighting involved was halogen, a very inefficient lighting technology.

Because one of their core competencies is managing rebates and Demand Response Programs, it was important to find products that would fit these rebates and energy programs. They also needed to find products compatible with the client's existing dimming circuits.

### The Results

#### Full LED Retrofit:

The Energy Services Company was able to implement a full LED retrofit for the client's facility, decreasing energy consumption by 76%. This was a resounding success for them. The LED retrofit is expected to save approximately \$370,000 in energy costs over the life of the lamps

#### Net-Zero Project:

They received \$85,000 in rebates from the various incentive programs, completely paying for the costs of the new LED lamps. This meant a net-zero project, magnifying the already significant energy cost savings from the LED retrofit.



- **76% Energy Consumption Reduction**



- **Qualified for \$85,000 in Rebates**



- **Expected to Save \$370,000 in Energy Costs**



- **Full LED Retrofit**

### About the Company

This Energy Service Company (ESCO) takes pride in their dedication to helping customers navigate their way through a variety of utility and government energy efficiency incentive programs – so clients can effectively utilize these resources, as well as reduce utility and maintenance costs. Located throughout New York City, upstate New York, and Long Island, the ESCo aids their customers in gaining energy efficiency grants from programs such as NYSERDA and ConEdison.

With so many different programs available, they prided themselves in being able to create a “one-stop shopping” experience for their customers – so the process is streamlined and high in quality.

## CASE STUDY

### ESCO IN NEW YORK, NEW YORK

#### The Challenges

##### **Significantly Lower Energy Use:**

One of the main goals of this project was to reduce energy consumption. 90% of the lighting for the facilities involved in the particular project was halogen; an inefficient technology compared to fluorescent and LED.

##### **Finding Products Eligible for Rebates:**

They had extensive experience managing rebate incentive programs for energy efficiency. The project manager worked with a LS1-certified Lighting Specialist at Bulbs.com to find products that fit into a number of incentive and rebate programs.

##### **Maintain Light Appearance of Halogens:**

Halogen lighting is popular with design and retail professionals because of its appearance. One of main challenges of this project was to find a solution to keep the light appearance similar, an important factor for the client.



#### 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.

#### The Solution

##### **Retrofit From Halogen MR-16 to LED MR-16:**

The ESCo needed to greatly reduce their clients' energy consumption, so completing a retrofit from halogen to LED was a great place to start. Our Bulbs.com lighting specialist sourced samples from eight different manufacturers to find a quality LED MR-16 replacement for the halogen lamps. The facility primarily used Halogen MR-16 lamps. Bulbs.com worked with Philips to select a direct LED replacement – an ENERGY STAR®-rated Philips MR-16 with significantly lower wattage, longer life, and a superior light quality.

##### **Lamps That Fit Rebate & Energy Programs:**

By choosing an LED lighting solution, the client was able to qualify for a number of rebate and energy incentive programs, which paid for the entire project. This allowed for a full LED retrofit for all halogen lighting in the client's facility.

##### **Leverage Relationship with Philips Lighting:**

Bulbs.com's long-standing partnership with Philips Lighting proved beneficial. Our lighting specialist was able to secure special pricing for the LED MR-16s as well as work with a Philips engineer to help overcome a low voltage dimming issue that came up during the project.

