



**lumeneering  
Innovations**  
Intelligent Lighting Solutions

## Intelligent Lighting Solutions News

### From Mike's Desk:

#### Repeat Customers

One sure way we know our customers are satisfied is when they call us back to upgrade more of their lighting systems. This newsletter issue explores how Mike Freeman Prince Edward County invited us back to upgrade a second ice arena... and how Jackson Toyota had us upgrade their interior lighting because they were so pleased with our makeover of their outdoor lighting.

We are so grateful that the previous 2011-2015 saveONenergy program's higher incentive rates have been extended through to at least May of 2016. This means there is still time for us to help you upgrade your outdoor and indoor lighting, with a potentially higher rebate and stop wasting energy and money. Contact me or any of our staff to "lock in" your rebate application with our utility partners before the rebate programs change under the new 2016-2020 framework. And let us tell you more about our innovative financing offer described in this issue.

#### Mike Freeman

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### Ice Arena Showcases Figure Skaters and Hockey Team

A past newsletter featured the amazing transformation of the Picton hockey arena in Prince Edward County. You can see the project for yourself in the video posted online here [www.lumeneeringinnovations.com/clients/government-municipal-property/picton-hockey-arena/](http://www.lumeneeringinnovations.com/clients/government-municipal-property/picton-hockey-arena/). In the video, Lisa Lindsey and Richard Lightfoot from the County share the results along with LI's own Mike Walker.

The success of that project has led the County to accelerate the lighting upgrade of a second, newer ice arena. The Essroc Arena AKA New Duke Dome located in Wellington, Ontario is just 5 years old, but the County has learned that it can't afford to wait until the arena's 72 light fixtures burn out to have them replaced because both the savings and quality are so dramatic. The new lighting features an infinitely dimmable system that is important to the

presentation of figure skating performances, with brightness levels and natural color quality to meet the rigorous standards for high-definition television broadcasts of Wellington Dukes hockey league games.

The Wellington project includes the retrofitting of 72 ice pad metal halide high bay fixtures from 458-watt to 200-watt LEDs plus 500 LED lamps in dressing rooms and perimeter walking track. The upgrade earned a saveONenergy utility rebate of over \$10,000.



## Winning Toyota Dealer Brings Upgrade Indoors

As NASCAR fans know, the Toyota brand is no stranger to the winner's circle after earning the Sprint title and a first-ever win at the Daytona 500. Jackson's Toyota Scion is continuing its winning ways as well. Central Ontario's largest Toyota dealer has served the community of Barrie for more than 40 years. Owner Bob Jackson first had LI improve his dealership's outdoor lighting. The lighting upgrade included the replacement of over 125 fixtures, including canopy, floodlights, and wall-mounted lights as well as the spotlights for display cars in front of the dealership. The project earned a saveONenergy rebate from Powerstream of over \$28,000.

After basking in the glow (and savings) of the outdoor makeover, Bob Jackson called Bill Bogardis of Lumeneering Innovations (LI) back to upgrade the indoor lighting as well. LI is just completing the installation or retrofit of 130 fixtures and over 600 lights in the sales office and service bays which is projected to save at least \$16,000 annually and will earn the dealer a \$12,000 utility rebate from Powerstream. Both the outdoor and indoor system upgrades included remote and daylight harvesting controls as well as recycling of all the old lamps and ballasts with 10 year of no lighting maintenance costs. The result is an industry-leading energy efficient facility that is significantly reducing its carbon footprint.

## Pet Valu Retail Chain Demonstrates Savings



The Pet Valu retail location in Picton, Ontario is among the most recent lighting upgrade customers for Lumeneering Innovations. The pet grooming and supplies franchise partnered with its corporate office and saveONenergy utility to co-fund the single store retrofit to demonstrate the potential for

energy and maintenance savings as well as improved lighting quality in its other franchise locations across North America. The pet store replaced over 230 fluorescent lighting tubes and fixtures for projected savings of over \$3,000 annually. The project earned a saveONenergy rebate of over \$1,000.

## SaveONenergy Rebates Extended Through May

The saveONenergy program funded by Ontario hydro utilities has announced that the commercial lighting rebate program will continue at current dollar levels through at least the end of May 2016 before the rebate programs change under the new 2016-2020 framework. This was terrific news after

**saveONenergy**<sup>CM</sup>

comments by some utilities last fall that the rebates would be reduced by as much as 60% for certain lighting retrofits at the end of last year if not sooner.

## Risk-Free Project Financing Available

Not having the upfront cash to pay for a lighting upgrade project is among the greatest barrier for some customers to consider a retrofit project. To overcome this, Lumeneering Innovations is now offering to provide select customers with 100% financing as a pilot for a limited number of projects. For this pilot program, customers

will be able to pay back the installation costs on a monthly basis with payments based on the hydro bill savings achieved so there is little or no out-of-pocket expense. Plus, customers may have the option to apply the utility rebate toward the installation cost or use the rebate funds elsewhere.

## Spotlight on James Stone: Non-Energy Benefits

Each issue we will feature a team member... In the Spotlight. We are pleased to announce that James Stone has recently joined Lumeneering Innovations to pursue business development activities in the Toronto and surrounding areas.

James has over 10 years of experience as energy auditor and conservation consultant with a strong background in commercial lighting solutions, and has worked on contract for Ontario Hydro and BOMA Toronto (Building Owners & Managers Association) delivering energy rebate incentives to commercial, industrial and multi-residential customers for their retrofit projects – 70% of which were lighting and lighting controls related. James believes that saving energy and reducing a customer's hydro bill are only two of the many benefits of a lighting system upgrade. Often business owners overlook the non-energy related reasons to upgrade. A primary benefit is the maintenance savings from retrofitting to LED lighting that has anticipated 5-10 year life span backed by warranties. Another important benefit is being able to select the right type and amount of lighting in

the workplace, especially related to conducting specific tasks. Companies also benefit from the impact that light can have on things like quality control of products, output & production levels, health and safety (reducing accidents), employee morale, absenteeism, etc. Plus, a well-maintained, energy efficient lighting system may improve property values, boost the corporate image, and enhance how customers perceive a company as soon as they walk into the building (or even before they walk into the building in the case of dramatic outdoor lighting improvements). Also, many businesses are eager to be perceived as going green and doing their part to reduce their carbon footprint, and some even mandate that they only deal with other businesses who share the same values. These are all 'soft dollar' non-energy benefits that should be considered as part of any lighting system upgrade.

