



LED Saving Solutions™

*Lighting the American Energy Revolution™*

# Sample Savings Reports

Highlights From Q4 2009  
For Clients By Category:

Commercial  
Retail  
Industrial  
Hospitality  
Education  
Healthcare  
Other



LED Saving Solutions™

*Lighting the American Energy Revolution™*

# Sample Savings Reports

Client Category:

## Commercial



PROPERTY HIGHLIGHTS			
Property Type:	Commercial	City, State:	Washington, DC
Square Footage:	345,015	Lighting Savings	67%
Current Lighting Cost (per sq. ft.):	\$0.43 per year	LED Lighting Cost (per sq. ft.):	\$0.14 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$146,777	\$3,831,545
Projected Lighting Electricity Cost (LED)		\$57,706	\$1,506,402
<b>Electricity Cost Savings with LEDs</b>		<b>\$89,070</b>	<b>\$2,325,143</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$7,728	\$125,045
Maintenance Labor Costs <small>(Using Average of \$.05/sqft)</small>		\$17,251	\$86,254
Reduced Air Conditioning Load <small>(Avg. of 5.03 for every dollar saved on lighting)</small>		\$2,672	\$80,163
<b>Total Additional Operating Savings</b>		<b>\$27,650.85</b>	<b>\$291,462.27</b>
<b>Total Savings with LEDs</b>		<b>Annual \$116,721</b>	<b>Lifetime \$2,616,606</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$487,551	Payback in Months	58
Installation Costs (est. 15%)	\$73,133	Return on Investment	21%
<b>Total Estimated Cost</b>	<b>\$560,684</b>		
		<u>Monthly Cash Flows</u>	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$17,057)	\$9,727	(\$7,330)
60 Months @ 6%	(\$10,840)	\$9,727	(\$1,113)
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$4,825)	\$9,727	\$4,902
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$4,902</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$207,009	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$1,167,211	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>[13 lbs of CO2 for every dollar of electricity saved]</small>		18735974.4	
ACT NOW!			
	Daily Cost of Waiting	<b>\$319.78</b>	
	Monthly Cost of Waiting	<b>\$9,726.76</b>	



PROPERTY HIGHLIGHTS			
Property Type:	Commercial	City, State:	Conshohocken, PA
Square Footage:	10,000	Lighting Savings	74%
Current Lighting Cost (per sq. ft.):	\$0.18 per year	LED Lighting Cost (per sq. ft.):	\$0.05 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$1,761	\$207,245
Projected Lighting Electricity Cost (LED)		\$637	\$74,952
<b>Electricity Cost Savings with LEDs</b>		<b>\$1,124</b>	<b>\$132,293</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$129	\$4,901
Maintenance Labor Costs <small>(Using Average of \$.05/sqft)</small>		\$500	\$2,500
Reduced Air Conditioning Load <small>(Avg. of 5.03 for every dollar saved on lighting)</small>		\$34	\$1,012
<b>Total Additional Operating Savings</b>		<b>\$662.28</b>	<b>\$8,413.15</b>
<b>Total Savings with LEDs</b>		<b>Annual \$1,787</b>	<b>Lifetime \$140,706</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$10,993	Payback in Months	85
Installation Costs (est. 15%)	\$1,649	Return on Investment	14%
<b>Total Estimated Cost</b>	<b>\$12,641</b>		
		Monthly Cash Flows	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$385)	\$149	(\$236)
60 Months @ 6%	(\$244)	\$149	(\$96)
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$61)	\$149	\$88
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$88</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$6,000	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$17,865	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>		557232	
ACT NOW!			
	Daily Cost of Waiting	<b>\$4.89</b>	
	Monthly Cost of Waiting	<b>\$148.88</b>	



PROPERTY HIGHLIGHTS			
Property Type:	Small Office	City, State:	Wayne, PA
Square Footage:	6,000	Lighting Savings	88%
Current Lighting Cost (per sq. ft.):	\$0.77 per year	LED Lighting Cost (per sq. ft.):	\$0.09 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$4,611	\$357,026
Projected Lighting Electricity Cost (LED)		\$602	\$46,637
<b>Electricity Cost Savings with LEDs</b>		<b>\$4,009</b>	<b>\$310,389</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$127	\$3,941
Maintenance Labor Costs <small>(Using Average of \$ 0.05/sqft)</small>		\$300	\$1,500
Reduced Air Conditioning Load <small>(Avg. of \$ 0.03 for every dollar saved on lighting)</small>		\$120	\$3,608
<b>Total Additional Operating Savings</b>		<b>\$547.48</b>	<b>\$9,049.41</b>
<b>Total Savings with LEDs</b>		<b>Annual</b> <b>\$4,556</b>	<b>Lifetime</b> <b>\$319,438</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$11,193	Payback in Months	34
Installation Costs (est. 15%)	\$1,679	Return on Investment	35%
<b>Total Estimated Cost</b>	<b>\$12,872</b>		
		Monthly Cash Flows	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$392)	\$380	(\$12)
60 Months @ 6%	(\$249)	\$380	\$131
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$217)	\$380	\$163
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$163</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$3,600	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$45,564	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>[13 lbs of CO2 for every dollar of electricity saved]</small>		1,614,756	
ACT NOW!			
	Daily Cost of Waiting	<b>\$12.48</b>	
	Monthly Cost of Waiting	<b>\$379.70</b>	



PROPERTY HIGHLIGHTS			
Property Type:	Commercial Stairway	City, State:	Washington DC
Square Footage:	5,000	Lighting Savings	60%
Current Lighting Cost (per sq. ft.):	\$1.69 per year	LED Lighting Cost (per sq. ft.):	\$0.68 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$8,462	\$101,228
Projected Lighting Electricity Cost (LED)		\$3,627	\$43,384
<b>Electricity Cost Savings with LEDs</b>		<b>\$4,836</b>	<b>\$57,845</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$215	\$1,963
Maintenance Labor Costs <small>(Using Average of \$ 0.05/sqft)</small>		\$250	\$1,250
Reduced Air Conditioning Load <small>(Avg. of 5.03 for every dollar saved on lighting)</small>		\$145	\$4,352
<b>Total Additional Operating Savings</b>		<b>\$609.98</b>	<b>\$7,564.63</b>
<b>Total Savings with LEDs</b>		<b>Annual \$5,445</b>	<b>Lifetime \$65,409</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$12,871	Payback in Months	33
Installation Costs (est. 15%)	\$1,931	Return on Investment	37%
<b>Total Estimated Cost</b>	<b>\$14,801</b>		
		Monthly Cash Flows	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$450)	\$454	\$4
60 Months @ 6%	(\$286)	\$454	\$168
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$262)	\$454	\$192
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$192</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$3,000	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$54,455	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>[13 lbs of CO2 for every dollar of electricity saved]</small>		574080	
ACT NOW!			
	Daily Cost of Waiting	<b>\$14.92</b>	
	Monthly Cost of Waiting	<b>\$453.79</b>	



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# Sample Savings Reports

Client Category:

## Retail



PROPERTY HIGHLIGHTS			
Property Type:	Convenience Chain	City, State:	East Coast, USA
Square Footage:	1,710,000	Lighting Savings	60%
Current Lighting Cost (per sq. ft.):	\$2.70 per year	LED Lighting Cost (per sq. ft.):	\$1.09 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$4,613,717	\$55,191,442
Projected Lighting Electricity Cost (LED)		\$1,977,307	\$23,653,475
<b>Electricity Cost Savings with LEDs</b>		<b>\$2,636,410</b>	<b>\$31,537,967</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$117,174	\$1,070,080
Maintenance Labor Costs <small>(Using Average of \$ 0.05/sqft)</small>		\$85,500	\$427,500
Reduced Air Conditioning Load <small>(Avg. of \$ 0.03 for every dollar saved on lighting)</small>		\$79,092	\$2,372,769
<b>Total Additional Operating Savings</b>		<b>\$281,766.05</b>	<b>\$3,870,348.64</b>
<b>Total Savings with LEDs</b>		<b>Annual \$2,918,176</b>	<b>Lifetime \$35,408,316</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$7,017,384	Payback in Months	33
Installation Costs (est. 15%)	\$1,052,608	Return on Investment	36%
<b>Total Estimated Cost</b>	<b>\$8,069,992</b>		
		<u>Monthly Cash Flows</u>	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$245,505)	\$243,181	(\$2,323)
60 Months @ 6%	(\$156,016)	\$243,181	\$87,166
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$142,806)	\$243,181	\$100,376
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$100,376</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$1,026,000	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$29,181,756	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>[13 lbs of CO2 for every dollar of electricity saved]</small>		312,998,400	
ACT NOW!			
	Daily Cost of Waiting	<b>\$7,995.00</b>	
	Monthly Cost of Waiting	<b>\$243,181.30</b>	

**PROPERTY HIGHLIGHTS**

Property Type:	Large Retail	City, State:	Westchester, PA
Square Footage:	80,000	Lighting Savings	82%
Current Lighting Cost (per sq. ft.):	\$0.33 per year	LED Lighting Cost (per sq. ft.):	\$0.06 per year

**SAVINGS REPORT**

	<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost	\$26,737	\$1,040,384
Projected Lighting Electricity Cost (LED)	\$5,942	\$231,224
<b>Electricity Cost Savings with LEDs</b>	<b>\$20,795</b>	<b>\$809,159</b>
<b>Additional Operating Savings:</b>	<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)	\$1,070	\$22,405
Maintenance Labor Costs <small>(Using Average of \$ 0.5/sqft)</small>	\$4,000	\$20,000
Reduced Air Conditioning Load <small>(Avg. of \$ 0.03 for every dollar saved on lighting)</small>	\$624	\$18,715
<b>Total Additional Operating Savings</b>	<b>\$5,693.38</b>	<b>\$61,120.72</b>
<b>Total Savings with LEDs</b>	<b>Annual \$26,488</b>	<b>Lifetime \$870,280</b>

\*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%

**COST ANALYSIS**

Cost of LED Bulbs	\$61,954	Payback in Months	32
Installation Costs (est. 15%)	\$9,293	Return on Investment	37%
<b>Total Estimated Cost</b>	<b>\$71,247</b>		

**Monthly Cash Flows**

<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$2,167)	\$2,207	\$40
60 Months @ 6%	(\$1,377)	\$2,207	\$830
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$1,126)	\$2,207	\$1,081

**Monthly Net Savings w/ highest cash flow option** **\$1,081****BONUS INCENTIVES**

EPAct Federal Tax Deduction (\$0.60/sq ft)	\$48,000
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>	\$264,883
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>	5,663,112

**ACT NOW!**

Daily Cost of Waiting **\$72.57**  
 Monthly Cost of Waiting **\$2,207.36**

**PROPERTY HIGHLIGHTS**

Property Type:	Medium Retail	City, State:	Philadelphia, PA
Square Footage:	44,000	Lighting Savings	75%
Current Lighting Cost (per sq. ft.)	\$1.14 per year	LED Lighting Cost (per sq. ft.)	\$0.31 per year

**SAVINGS REPORT**

	<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost	\$49,932	\$856,538
Projected Lighting Electricity Cost (LED)	\$13,403	\$229,913
<b>Electricity Cost Savings with LEDs</b>	<b>\$36,529</b>	<b>\$626,625</b>
<b>Additional Operating Savings:</b>	<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)	\$1,419	\$17,067
Maintenance Labor Costs <small>(Using Average of \$0.05/sqft)</small>	\$2,200	\$11,000
Reduced Air Conditioning Load <small>(Avg. of \$0.03 for every dollar saved on lighting)</small>	\$1,096	\$32,876
<b>Total Additional Operating Savings</b>	<b>\$4,715.35</b>	<b>\$60,942.95</b>
<b>Total Savings with LEDs</b>	<b>Annual \$41,245</b>	<b>Lifetime \$687,568</b>

\*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%

**COST ANALYSIS**

Cost of LED Bulbs	\$60,960	Payback in Months	20
Installation Costs (est. 15%)	\$9,144	Return on Investment	59%
<b>Total Estimated Cost</b>	<b>\$70,104</b>		

**Monthly Cash Flows**

<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$2,133)	\$3,437	\$1,304
60 Months @ 6%	(\$1,355)	\$3,437	\$2,082

**Monthly Net Savings w/ highest cash flow option** **\$2,082****BONUS INCENTIVES**

EPA Federal Tax Deduction (\$.60/sq ft)	\$26,400
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>	\$412,445
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(1.3 lbs of CO2 for every dollar of electricity saved)</small>	5,709,600

**ACT NOW!**

Daily Cost of Waiting	<b>\$113.00</b>
Monthly Cost of Waiting	<b>\$3,437.05</b>



PROPERTY HIGHLIGHTS			
Property Type:	Medium Retail	City, State:	Painted Post, NY
Square Footage:	10,000	Lighting Savings	68%
Current Lighting Cost (per sq. ft.):	\$1.95 per year	LED Lighting Cost (per sq. ft.):	\$0.63 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$19,445	\$698,216
Projected Lighting Electricity Cost (LED)		\$6,613	\$237,448
<b>Electricity Cost Savings with LEDs</b>		<b>\$12,832</b>	<b>\$460,768</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$115	\$2,283
Maintenance Labor Costs <small>(Using Average of \$.05/sqft)</small>		\$500	\$2,500
Reduced Air Conditioning Load <small>(Avg. of 5.03 for every dollar saved on lighting)</small>		\$385	\$11,549
<b>Total Additional Operating Savings</b>		<b>\$999.52</b>	<b>\$16,331.41</b>
<b>Total Savings with LEDs</b>		<b>Annual</b> <b>\$13,831</b>	<b>Lifetime</b> <b>\$477,099</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$13,710	Payback in Months	14
Installation Costs (est. 15%)	\$2,057	Return on Investment	88%
<b>Total Estimated Cost</b>	<b>\$15,767</b>		
		Monthly Cash Flows	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$480)	\$1,153	\$673
60 Months @ 6%	(\$305)	\$1,153	\$848
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$695)	\$1,153	\$458
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$848</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$6,000	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$138,315	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>[13 lbs of CO2 for every dollar of electricity saved]</small>		3323840	
ACT NOW!			
	Daily Cost of Waiting	<b>\$37.89</b>	
	Monthly Cost of Waiting	<b>\$1,152.62</b>	

**PROPERTY HIGHLIGHTS**

Property Type:	Small Retail	City, State:	Wayne, PA
Square Footage:	8,000	Lighting Savings	87%
Current Lighting Cost (per sq. ft.)	\$1.14 per year	LED Lighting Cost (per sq. ft.)	\$0.17 per year

**SAVINGS REPORT**

	<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost	\$9,137	\$287,321
Projected Lighting Electricity Cost (LED)	\$1,327	\$41,734
<b>Electricity Cost Savings with LEDs</b>	<b>\$7,809</b>	<b>\$245,587</b>
<b>Additional Operating Savings:</b>	<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)	\$329	\$6,016
Maintenance Labor Costs <small>(Using Average of \$0.05/sqft)</small>	\$400	\$2,000
Reduced Air Conditioning Load <small>(Avg. of \$0.03 for every dollar saved on lighting)</small>	\$234	\$7,029
<b>Total Additional Operating Savings</b>	<b>\$962.92</b>	<b>\$15,044.52</b>
<b>Total Savings with LEDs</b>	<b>Annual \$8,772</b>	<b>Lifetime \$260,631</b>

\*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%

**COST ANALYSIS**

Cost of LED Bulbs	\$19,855	Payback in Months	31
Installation Costs (est. 15%)	\$2,978	Return on Investment	38%
<b>Total Estimated Cost</b>	<b>\$22,833</b>		

**Monthly Cash Flows**

<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$695)	\$731	\$36
60 Months @ 6%	(\$441)	\$731	\$290
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$423)	\$731	\$308

**Monthly Net Savings w/ highest cash flow option** **\$308****BONUS INCENTIVES**

EPA Federal Tax Deduction (\$.60/sq ft)	\$4,800
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>	\$87,724
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>[1.3 lbs of CO2 for every dollar of electricity saved]</small>	1,858,460

**ACT NOW!**

Daily Cost of Waiting	<b>\$24.03</b>
Monthly Cost of Waiting	<b>\$731.03</b>

**PROPERTY HIGHLIGHTS**

Property Type:	Small Retail	City, State:	Philadelphia, PA
Square Footage:	2,700	Lighting Savings	60%
Current Lighting Cost (per sq. ft.)	\$2.79 per year	LED Lighting Cost (per sq. ft.)	\$1.13 per year

**SAVINGS REPORT**

	<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost	\$7,542	\$90,225
Projected Lighting Electricity Cost (LED)	\$3,232	\$38,668
<b>Electricity Cost Savings with LEDs</b>	<b>\$4,310</b>	<b>\$51,557</b>
<b>Additional Operating Savings:</b>	<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)	\$192	\$1,749
Maintenance Labor Costs <small>(Using Average of \$0.05/soft)</small>	\$135	\$675
Reduced Air Conditioning Load <small>(Avg. of \$0.03 for every dollar saved on lighting)</small>	\$129	\$3,879
<b>Total Additional Operating Savings</b>	<b>\$455.85</b>	<b>\$6,303.26</b>
<b>Total Savings with LEDs</b>	<b>Annual \$4,766</b>	<b>Lifetime \$57,861</b>

\*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%

**COST ANALYSIS**

Cost of LED Bulbs	\$11,472	Payback in Months	33
Installation Costs (est. 15%)	\$1,721	Return on Investment	36%
<b>Total Estimated Cost</b>	<b>\$13,193</b>		

**Monthly Cash Flows**

<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$401)	\$397	(\$4)
60 Months @ 6%	(\$255)	\$397	\$142
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$233)	\$397	\$164

**Monthly Net Savings w/ highest cash flow option** **\$164****BONUS INCENTIVES**

EPA Federal Tax Deduction (\$0.60/sq ft)	\$1,620
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>	\$47,658
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>	511,680

**ACT NOW!**

Daily Cost of Waiting	<b>\$13.06</b>
Monthly Cost of Waiting	<b>\$397.15</b>



## PROPERTY HIGHLIGHTS

Property Type:	Small Retail	City, State:	Philadelphia, PA
Square Footage:	1,000	Lighting Savings	69%
Current Lighting Cost (per sq. ft.):	\$2.37 per year	LED Lighting Cost (per sq. ft.):	\$0.74 per year

## SAVINGS REPORT

	Annual	Lifetime*
Current Lighting Electricity Cost	\$2,365	\$48,573
Projected Lighting Electricity Cost (LED)	\$788	\$16,191
<b>Electricity Cost Savings with LEDs</b>	<b>\$1,577</b>	<b>\$32,382</b>
<b>Additional Operating Savings:</b>	<b>Annual</b>	<b>Lifetime</b>
Bulb Replacement Costs (~5 cycles)	\$47	\$640
Maintenance Labor Costs <small>(Using Average of \$0.05/sqft)</small>	\$50	\$250
Reduced Air Conditioning Load <small>(Avg. of \$0.03 for every dollar saved on lighting)</small>	\$47	\$1,419
<b>Total Additional Operating Savings</b>	<b>\$144.02</b>	<b>\$2,309.12</b>
<b>Total Savings with LEDs</b>	<b>Annual</b>	<b>Lifetime</b>
	<b>\$1,721</b>	<b>\$34,691</b>

\*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%

## COST ANALYSIS

Cost of LED Bulbs	\$4,197	Payback in Months	34
Installation Costs (est. 15%)	\$630	Return on Investment	36%
<b>Total Estimated Cost</b>	<b>\$4,827</b>		

### Monthly Cash Flows

FINANCING OPTIONS	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$147)	\$143	(\$3)
60 Months @ 6%	(\$93)	\$143	\$50
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$85)	\$143	\$58

**Monthly Net Savings w/ highest cash flow option** **\$58**

## BONUS INCENTIVES

EPAct Federal Tax Deduction (\$.60/sq ft)	\$600
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>	\$17,208
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>[13 lbs of CO2 for every dollar of electricity saved]</small>	280800

## ACT NOW!

Daily Cost of Waiting **\$4.71**  
 Monthly Cost of Waiting **\$143.40**



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# Sample Savings Reports

Client Category:

## Industrial



PROPERTY HIGHLIGHTS			
Property Type:	Manufacturing	City, State:	Hatfield, PA
Square Footage:	50,000	Lighting Savings	75%
Current Lighting Cost (per sq. ft.)	\$0.44 per year	LED Lighting Cost (per sq. ft.)	\$0.11 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$22,114	\$2,198,975
Projected Lighting Electricity Cost (LED)		\$6,375	\$633,898
<b>Electricity Cost Savings with LEDs</b>		<b>\$15,740</b>	<b>\$1,565,077</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$615	\$21,616
Maintenance Labor Costs <small>(Using Average of \$ .05/sqft)</small>		\$2,500	\$12,500
Reduced Air Conditioning Load <small>(Avg. of \$ .03 for every dollar saved on lighting)</small>		\$472	\$14,166
<b>Total Additional Operating Savings</b>		<b>\$3,586.88</b>	<b>\$48,281.56</b>
<b>Total Savings with LEDs</b>		<b>Annual \$19,326</b>	<b>Lifetime \$1,613,359</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$139,081	Payback in Months	99
Installation Costs (est. 15%)	\$20,862	Return on Investment	12%
<b>Total Estimated Cost</b>	<b>\$159,943</b>		
		<u>Monthly Cash Flows</u>	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$4,866)	\$1,611	(\$3,255)
60 Months @ 6%	(\$3,092)	\$1,611	(\$1,482)
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$853)	\$1,611	\$758
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$758</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$30,000	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$193,264	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>		7,195,344	
ACT NOW!			
	Daily Cost of Waiting	<b>\$52.95</b>	
	Monthly Cost of Waiting	<b>\$1,610.53</b>	



PROPERTY HIGHLIGHTS			
Property Type:	Warehouse	City, State:	Harleysville, PA
Square Footage:	45,000	Lighting Savings	71%
Current Lighting Cost (per sq. ft.):	\$0.36 per year	LED Lighting Cost (per sq. ft.):	\$0.10 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$16,073	\$631,529
Projected Lighting Electricity Cost (LED)		\$5,599	\$219,998
<b>Electricity Cost Savings with LEDs</b>		<b>\$10,474</b>	<b>\$411,531</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$606	\$12,779
Maintenance Labor Costs <small>(Using Average of \$ .05/sqft)</small>		\$2,250	\$11,250
Reduced Air Conditioning Load <small>(Avg. of \$ .03 for every dollar saved on lighting)</small>		\$314	\$9,426
<b>Total Additional Operating Savings</b>		<b>\$3,170.56</b>	<b>\$33,454.92</b>
<b>Total Savings with LEDs</b>		<u>Annual</u>	<u>Lifetime</u>
		<b>\$13,644</b>	<b>\$444,986</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$64,027	Payback in Months	65
Installation Costs (est. 15%)	\$9,604	Return on Investment	19%
<b>Total Estimated Cost</b>	<b>\$73,631</b>		
		Monthly Cash Flows	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$2,240)	\$1,137	(\$1,103)
60 Months @ 6%	(\$1,423)	\$1,137	(\$286)
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$567)	\$1,137	\$570
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$570</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$27,000	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$136,442	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>		2,869,485	
ACT NOW!			
	Daily Cost of Waiting	<b>\$37.38</b>	
	Monthly Cost of Waiting	<b>\$1,137.01</b>	



PROPERTY HIGHLIGHTS			
Property Type:	Warehouse	City, State:	Warminster, PA
Square Footage:	40,000	Lighting Savings	90%
Current Lighting Cost (per sq. ft.)	\$0.87 per year	LED Lighting Cost (per sq. ft.)	\$0.09 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$34,603	\$588,187
Projected Lighting Electricity Cost (LED)		\$4,048	\$68,816
<b>Electricity Cost Savings with LEDs</b>		<b>\$30,554</b>	<b>\$519,371</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$1,355	\$16,181
Maintenance Labor Costs <small>(Using Average of \$ 0.05/sqft)</small>		\$2,000	\$10,000
Reduced Air Conditioning Load <small>(Avg. of \$ 0.03 for every dollar saved on lighting)</small>		\$917	\$27,499
<b>Total Additional Operating Savings</b>		<b>\$4,271.57</b>	<b>\$53,680.33</b>
<b>Total Savings with LEDs</b>		<b>Annual</b> <b>\$34,826</b>	<b>Lifetime</b> <b>\$573,051</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$61,903	Payback in Months	25
Installation Costs (est. 15%)	\$9,286	Return on Investment	49%
<b>Total Estimated Cost</b>	<b>\$71,189</b>		
		Monthly Cash Flows	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$2,166)	\$2,902	\$736
60 Months @ 6%	(\$1,376)	\$2,902	\$1,526
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$1,655)	\$2,902	\$1,247
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$1,526</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$24,000	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$348,260	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>		4,743,648	
ACT NOW!			
	Daily Cost of Waiting	<b>\$95.41</b>	
	Monthly Cost of Waiting	<b>\$2,902.17</b>	



PROPERTY HIGHLIGHTS			
Property Type:	Manufacturing	City, State:	Philadelphia, PA
Square Footage:	10,000	Lighting Savings	69%
Current Lighting Cost (per sq. ft.):	\$8.06 per year	LED Lighting Cost (per sq. ft.):	\$2.48 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$80,596	\$3,099,300
Projected Lighting Electricity Cost (LED)		\$25,904	\$996,116
<b>Electricity Cost Savings with LEDs</b>		<b>\$54,692</b>	<b>\$2,103,184</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$1,341	\$27,883
Maintenance Labor Costs <small>(Using Average of 5.05/soft)</small>		\$500	\$2,500
Reduced Air Conditioning Load <small>(Avg. of 5.03 for every dollar saved on lighting)</small>		\$1,641	\$49,223
<b>Total Additional Operating Savings</b>		<b>\$3,481.52</b>	<b>\$79,605.76</b>
<b>Total Savings with LEDs</b>		<b>Annual \$58,174</b>	<b>Lifetime \$2,182,790</b>
*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%			
COST ANALYSIS			
Cost of LED Bulbs	\$130,536	Payback in Months	31
Installation Costs (est. 15%)	\$19,580	Return on Investment	39%
<b>Total Estimated Cost</b>	<b>\$150,116</b>		
		<u>Monthly Cash Flows</u>	
<b>FINANCING OPTIONS</b>	<u>Financing Cost</u>	<u>Savings w/LED's</u>	<u>Net Cash Flow</u>
36 Months @ 6%	(\$4,567)	\$4,848	\$281
60 Months @ 6%	(\$2,902)	\$4,848	\$1,946
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$2,963)	\$4,848	\$1,885
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$1,946</b>
BONUS INCENTIVES			
EPA Federal Tax Deduction (\$.60/sq ft)		\$6,000	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$581,738	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>		14786132.75	
ACT NOW!			
	Daily Cost of Waiting	<b>\$159.38</b>	
	Monthly Cost of Waiting	<b>\$4,847.82</b>	



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# Sample Savings Reports

Client Category:

## Hospitality



PROPERTY HIGHLIGHTS			
Property Type:	Hotel	City, State:	Blue Bell, PA
Square Footage:	130,000	Lighting Savings	83%
Current Lighting Cost (per sq. ft.):	\$0.57 per year	LED Lighting Cost (per sq. ft.):	\$0.10 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$73,388	\$6,347,765
Projected Lighting Electricity Cost (LED)		\$14,595	\$1,262,404
<b>Electricity Cost Savings with LEDs</b>		<b>\$58,793</b>	<b>\$5,085,361</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$2,899	\$95,077
Maintenance Labor Costs <small>(Using Average of \$ 0.05/sqft)</small>		\$6,500	\$32,500
Reduced Air Conditioning Load <small>(Avg. of \$ 0.03 for every dollar saved on lighting)</small>		\$1,764	\$52,914
<b>Total Additional Operating Savings</b>		<b>\$11,162.30</b>	<b>\$180,491.39</b>
<b>Total Savings with LEDs</b>		<b>Annual \$69,956</b>	<b>Lifetime \$5,265,853</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$245,833	Payback in Months	48
Installation Costs (est. 15%)	\$36,875	Return on Investment	25%
<b>Total Estimated Cost</b>	<b>\$282,708</b>		
		<u>Monthly Cash Flows</u>	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$8,601)	\$5,830	(\$2,771)
60 Months @ 6%	(\$5,466)	\$5,830	\$364
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$3,185)	\$5,830	\$2,645
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$2,645</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$78,000	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$699,557	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>		25,071,218	
ACT NOW!			
	Daily Cost of Waiting	<b>\$191.66</b>	
	Monthly Cost of Waiting	<b>\$5,829.64</b>	



PROPERTY HIGHLIGHTS			
Property Type:	Hospitality: Hotel	City, State:	Pheonixville, PA
Square Footage:	100,000	Lighting Savings	81%
Current Lighting Cost (per sq. ft.)	\$1.47 per year	LED Lighting Cost (per sq. ft.)	\$0.29 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$147,085	\$3,227,461
Projected Lighting Electricity Cost (LED)		\$31,091	\$682,232
<b>Electricity Cost Savings with LEDs</b>		<b>\$115,994</b>	<b>\$2,545,229</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$4,477	\$64,267
Maintenance Labor Costs <small>(Using Average of \$ .05/sqft)</small>		\$5,000	\$25,000
Reduced Air Conditioning Load <small>(Avg. of \$ .03 for every dollar saved on lighting)</small>		\$3,480	\$104,395
<b>Total Additional Operating Savings</b>		<b>\$12,956.70</b>	<b>\$193,661.23</b>
<b>Total Savings with LEDs</b>		<b>Annual \$128,951</b>	<b>Lifetime \$2,738,890</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$205,766	Payback in Months	22
Installation Costs (est. 15%)	\$30,865	Return on Investment	54%
<b>Total Estimated Cost</b>	<b>\$236,631</b>		
		<u>Monthly Cash Flows</u>	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$7,199)	\$10,746	\$3,547
60 Months @ 6%	(\$4,575)	\$10,746	\$6,171
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$6,283)	\$10,746	\$4,463
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$6,171</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$60,000	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$1,289,507	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>		21646560	
ACT NOW!			
	Daily Cost of Waiting	<b>\$353.29</b>	
	Monthly Cost of Waiting	<b>\$10,745.89</b>	



PROPERTY HIGHLIGHTS			
Property Type:	Condo Tower	City, State:	Philadelphia, PA
Square Footage:	70,000	Lighting Savings	74%
Current Lighting Cost (per sq. ft.)	\$0.40 per year	LED Lighting Cost (per sq. ft.)	\$0.11 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$28,117	\$434,823
Projected Lighting Electricity Cost (LED)		\$9,111	\$140,907
<b>Electricity Cost Savings with LEDs</b>		<b>\$19,005</b>	<b>\$293,916</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$2,331	\$25,941
Maintenance Labor Costs <small>(Using Average of \$ .05/sqft)</small>		\$3,500	\$17,500
Reduced Air Conditioning Load <small>(Avg. of \$ .03 for every dollar saved on lighting)</small>		\$570	\$17,105
<b>Total Additional Operating Savings</b>		<b>\$6,401.04</b>	<b>\$60,546.23</b>
<b>Total Savings with LEDs</b>		<u>Annual</u>	<u>Lifetime</u>
		<b>\$25,406</b>	<b>\$354,462</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$64,450	Payback in Months	35
Installation Costs (est. 15%)	\$9,667	Return on Investment	34%
<b>Total Estimated Cost</b>	<b>\$74,117</b>		
		<u>Monthly Cash Flows</u>	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$2,255)	\$2,117	(\$138)
60 Months @ 6%	(\$1,433)	\$2,117	\$684
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$1,029)	\$2,117	\$1,088
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$1,088</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$42,000	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$254,065	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>		2749760	
ACT NOW!			
	Daily Cost of Waiting	<b>\$69.61</b>	
	Monthly Cost of Waiting	<b>\$2,117.21</b>	



PROPERTY HIGHLIGHTS			
Property Type:	Condominium/ Garage	City, State:	Philadelphia, PA
Square Footage:	40,000	Lighting Savings	77%
Current Lighting Cost (per sq. ft.)	\$2.07 per year	LED Lighting Cost (per sq. ft.)	\$0.49 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$82,935	\$1,206,705
Projected Lighting Electricity Cost (LED)		\$21,162	\$307,910
<b>Electricity Cost Savings with LEDs</b>		<b>\$61,773</b>	<b>\$898,795</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$3,269	\$34,747
Maintenance Labor Costs <small>(Using Average of \$ .05/sqft)</small>		\$2,000	\$10,000
Reduced Air Conditioning Load <small>(Avg. of \$ .03 for every dollar saved on lighting)</small>		\$1,853	\$55,596
<b>Total Additional Operating Savings</b>		<b>\$7,122.67</b>	<b>\$100,342.26</b>
<b>Total Savings with LEDs</b>		<b>Annual</b> <b>\$68,896</b>	<b>Lifetime</b> <b>\$999,137</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$204,420	Payback in Months	41
Installation Costs (est. 15%)	\$30,663	Return on Investment	29%
<b>Total Estimated Cost</b>	<b>\$235,083</b>		
		<u>Monthly Cash Flows</u>	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$7,152)	\$5,741	(\$1,410)
60 Months @ 6%	(\$4,545)	\$5,741	\$1,196
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$3,346)	\$5,741	\$2,395
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$2,395</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$24,000	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$688,955	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>		8534448	
ACT NOW!			
	Daily Cost of Waiting	<b>\$188.75</b>	
	Monthly Cost of Waiting	<b>\$5,741.30</b>	



PROPERTY HIGHLIGHTS			
Property Type:	Hospitality/ Fitness	City, State:	Haverford, PA
Square Footage:	30,000	Lighting Savings	88%
Current Lighting Cost (per sq. ft.)	\$0.53 per year	LED Lighting Cost (per sq. ft.)	\$0.07 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$15,999	\$352,511
Projected Lighting Electricity Cost (LED)		\$2,287	\$50,392
<b>Electricity Cost Savings with LEDs</b>		<b>\$13,712</b>	<b>\$302,119</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$682	\$9,824
Maintenance Labor Costs <small>(Using Average of \$ 0.05/sqft)</small>		\$1,500	\$7,500
Reduced Air Conditioning Load <small>(Avg. of \$ 0.03 for every dollar saved on lighting)</small>		\$411	\$12,341
<b>Total Additional Operating Savings</b>		<b>\$2,593.72</b>	<b>\$29,664.58</b>
<b>Total Savings with LEDs</b>		<b>Annual \$16,305</b>	<b>Lifetime \$331,784</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$16,932	Payback in Months	14
Installation Costs (est. 15%)	\$2,540	Return on Investment	84%
<b>Total Estimated Cost</b>	<b>\$19,472</b>		
		<u>Monthly Cash Flows</u>	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$592)	\$1,359	\$766
60 Months @ 6%	(\$376)	\$1,359	\$982
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$743)	\$1,359	\$616
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$982</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$18,000	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$163,055	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>		2566287.36	
ACT NOW!			
	Daily Cost of Waiting	<b>\$44.67</b>	
	Monthly Cost of Waiting	<b>\$1,358.79</b>	



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# Sample Savings Reports

Client Category:

## Education

**PROPERTY HIGHLIGHTS**

Property Type:	School	City, State:	Allentown, PA
Square Footage:	140,000	Lighting Savings	68%
Current Lighting Cost (per sq. ft.)	\$0.33 per year	LED Lighting Cost (per sq. ft.)	\$0.10 per year

**SAVINGS REPORT**

	<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost	\$45,868	\$2,690,300
Projected Lighting Electricity Cost (LED)	\$17,579	\$1,031,060
<b>Electricity Cost Savings with LEDs</b>	<b>\$28,289</b>	<b>\$1,659,240</b>
<b>Additional Operating Savings:</b>	<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)	\$1,652	\$44,059
Maintenance Labor Costs <small>(Using Average of \$0.05/sqft)</small>	\$7,000	\$35,000
Reduced Air Conditioning Load <small>(Avg. of \$0.03 for every dollar saved on lighting)</small>	\$849	\$25,460
<b>Total Additional Operating Savings</b>	<b>\$9,500.86</b>	<b>\$104,518.59</b>
<b>Total Savings with LEDs</b>	<b>Annual \$37,790</b>	<b>Lifetime \$1,763,759</b>

\*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%

**COST ANALYSIS**

Cost of LED Bulbs	\$239,409	Payback in Months	87
Installation Costs (est. 15%)	\$35,911	Return on Investment	14%
<b>Total Estimated Cost</b>	<b>\$275,320</b>		

**Monthly Cash Flows**

<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$8,376)	\$3,149	(\$5,227)
60 Months @ 6%	(\$5,323)	\$3,149	(\$2,174)
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$1,532)	\$3,149	\$1,617

**Monthly Net Savings w/ highest cash flow option** **\$1,617****BONUS INCENTIVES**

EPAct Federal Tax Deduction (\$.60/sq ft)	\$84,000
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>	\$377,897
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>[13 lbs of CO2 for every dollar of electricity saved]</small>	9,806,784

**ACT NOW!**

Daily Cost of Waiting	<b>\$103.53</b>
Monthly Cost of Waiting	<b>\$3,149.14</b>

**PROPERTY HIGHLIGHTS**

Property Type:	School	City, State:	Exton, PA
Square Footage:	20,000	Lighting Savings	75%
Current Lighting Cost (per sq. ft.)	\$0.85 per year	LED Lighting Cost (per sq. ft.)	\$0.22 per year

**SAVINGS REPORT**

	<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost	\$16,899	\$1,041,834
Projected Lighting Electricity Cost (LED)	\$4,806	\$296,269
<b>Electricity Cost Savings with LEDs</b>	<b>\$12,094</b>	<b>\$745,565</b>
<b>Additional Operating Savings:</b>	<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)	\$662	\$18,160
Maintenance Labor Costs <small>(Using Average of \$0.05/sqft)</small>	\$1,000	\$5,000
Reduced Air Conditioning Load <small>(Avg. of \$0.03 for every dollar saved on lighting)</small>	\$363	\$10,884
<b>Total Additional Operating Savings</b>	<b>\$2,025.21</b>	<b>\$34,044.16</b>
<b>Total Savings with LEDs</b>	<b>Annual \$14,119</b>	<b>Lifetime \$779,609</b>

\*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%

**COST ANALYSIS**

Cost of LED Bulbs	\$104,618	Payback in Months	102
Installation Costs (est. 15%)	\$15,693	Return on Investment	12%
<b>Total Estimated Cost</b>	<b>\$120,311</b>		

**Monthly Cash Flows**

<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$3,660)	\$1,177	(\$2,484)
60 Months @ 6%	(\$2,326)	\$1,177	(\$1,149)
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$655)	\$1,177	\$521

**Monthly Net Savings w/ highest cash flow option** **\$521****BONUS INCENTIVES**

EPAct Federal Tax Deduction (\$.60/sq ft)	\$12,000
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>	\$141,187
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>[13 lbs of CO2 for every dollar of electricity saved]</small>	4310134.4

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Daily Cost of Waiting **\$38.68**  
 Monthly Cost of Waiting **\$1,176.56**



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# Sample Savings Reports

Client Category:

## Healthcare



PROPERTY HIGHLIGHTS			
Property Type:	Medical	City, State:	Westtown, PA
Square Footage:	3,000	Lighting Savings	65%
Current Lighting Cost (per sq. ft.)	\$0.85 per year	LED Lighting Cost (per sq. ft.)	\$0.29 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$2,543	\$36,157
Projected Lighting Electricity Cost (LED)		\$1,053	\$14,981
<b>Electricity Cost Savings with LEDs</b>		<b>\$1,489</b>	<b>\$21,177</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$301	\$3,141
Maintenance Labor Costs <small>(Using Average of \$ 0.05/sqft)</small>		\$150	\$750
Reduced Air Conditioning Load <small>(Avg. of \$ 0.03 for every dollar saved on lighting)</small>		\$45	\$1,340
<b>Total Additional Operating Savings</b>		<b>\$495.46</b>	<b>\$5,231.54</b>
<b>Total Savings with LEDs</b>		<b>Annual \$1,985</b>	<b>Lifetime \$26,408</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$10,804	Payback in Months	75
Installation Costs (est. 15%)	\$1,621	Return on Investment	16%
<b>Total Estimated Cost</b>	<b>\$12,425</b>		
		<u>Monthly Cash Flows</u>	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$378)	\$165	(\$213)
60 Months @ 6%	(\$240)	\$165	(\$75)
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$81)	\$165	\$85
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$85</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$1,800	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$19,846	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>		202,176	
ACT NOW!			
	Daily Cost of Waiting	<b>\$5.44</b>	
	Monthly Cost of Waiting	<b>\$165.38</b>	



PROPERTY HIGHLIGHTS			
Property Type:	Medical	City, State:	Rockville, MD
Square Footage:	960	Lighting Savings	60%
Current Lighting Cost (per sq. ft.)	\$1.92 per year	LED Lighting Cost (per sq. ft.)	\$0.77 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$1,840	\$22,006
Projected Lighting Electricity Cost (LED)		\$788	\$9,431
<b>Electricity Cost Savings with LEDs</b>		<b>\$1,051</b>	<b>\$12,575</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$47	\$427
Maintenance Labor Costs <small>(Using Average of \$ .05/sqft)</small>		\$48	\$240
Reduced Air Conditioning Load <small>(Avg. of \$ .03 for every dollar saved on lighting)</small>		\$32	\$946
<b>Total Additional Operating Savings</b>		<b>\$126.26</b>	<b>\$1,612.75</b>
<b>Total Savings with LEDs</b>		<b>\$1,177</b>	<b>\$14,188</b>
*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%			
COST ANALYSIS			
Cost of LED Bulbs	\$2,798	Payback in Months	33
Installation Costs (est. 15%)	\$420	Return on Investment	37%
<b>Total Estimated Cost</b>	<b>\$3,218</b>		
		Monthly Cash Flows	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$98)	\$98	\$0
60 Months @ 6%	(\$62)	\$98	\$36
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$57)	\$98	\$41
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$41</b>
BONUS INCENTIVES			
EPA Federal Tax Deduction (\$.60/sq ft)		\$576	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$11,775	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>		124,800	
ACT NOW!			
	Daily Cost of Waiting	<b>\$3.23</b>	
	Monthly Cost of Waiting	<b>\$98.12</b>	



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# Sample Savings Reports

Client Category:

Other



PROPERTY HIGHLIGHTS			
Property Type:	Community Center	City, State:	Salt Lake City, UT
Square Footage:	48,000	Lighting Savings	75%
Current Lighting Cost (per sq. ft.)	\$0.21 per year	LED Lighting Cost (per sq. ft.)	\$0.05 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$9,933	\$819,439
Projected Lighting Electricity Cost (LED)		\$3,194	\$263,500
<b>Electricity Cost Savings with LEDs</b>		<b>\$6,739</b>	<b>\$555,939</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$311	\$9,968
Maintenance Labor Costs <small>(Using Average of \$ 0.05/sqft)</small>		\$2,400	\$12,000
Reduced Air Conditioning Load <small>(Avg. of \$ 0.03 for every dollar saved on lighting)</small>		\$202	\$6,065
<b>Total Additional Operating Savings</b>		<b>\$2,913.50</b>	<b>\$28,033.26</b>
<b>Total Savings with LEDs</b>		<b>Annual</b> <b>\$9,653</b>	<b>Lifetime</b> <b>\$583,973</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$63,475	Payback in Months	91
Installation Costs (est. 15%)	\$9,521	Return on Investment	13%
<b>Total Estimated Cost</b>	<b>\$72,996</b>		
		Monthly Cash Flows	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$2,221)	\$804	(\$1,416)
60 Months @ 6%	(\$1,411)	\$804	(\$607)
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$365)	\$804	\$439
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$439</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$28,800	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$96,527	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>		2,805,088	
ACT NOW!			
	Daily Cost of Waiting	<b>\$26.45</b>	
	Monthly Cost of Waiting	<b>\$804.39</b>	



PROPERTY HIGHLIGHTS			
Property Type:	Non Profit	City, State:	Philadelphia, PA
Square Footage:	30,000	Lighting Savings	75%
Current Lighting Cost (per sq. ft.)	\$1.17 per year	LED Lighting Cost (per sq. ft.)	\$0.30 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$34,985	\$734,011
Projected Lighting Electricity Cost (LED)		\$9,737	\$204,291
<b>Electricity Cost Savings with LEDs</b>		<b>\$25,248</b>	<b>\$529,720</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$1,027	\$14,288
Maintenance Labor Costs <small>(Using Average of \$ 0.05/soft)</small>		\$1,500	\$7,500
Reduced Air Conditioning Load <small>(Avg. of \$ 0.03 for every dollar saved on lighting)</small>		\$757	\$22,723
<b>Total Additional Operating Savings</b>		<b>\$3,284.71</b>	<b>\$44,510.84</b>
<b>Total Savings with LEDs</b>		<b>Annual</b> <b>\$28,532</b>	<b>Lifetime</b> <b>\$574,231</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$62,067	Payback in Months	30
Installation Costs (est. 15%)	\$9,310	Return on Investment	40%
<b>Total Estimated Cost</b>	<b>\$71,377</b>		
		<u>Monthly Cash Flows</u>	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$2,171)	\$2,378	\$206
60 Months @ 6%	(\$1,380)	\$2,378	\$998
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$1,368)	\$2,378	\$1,010
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$1,010</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$ .60/sq ft)		\$18,000	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$285,323	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>[13 lbs of CO2 for every dollar of electricity saved]</small>		4565028	
ACT NOW!			
	Daily Cost of Waiting	<b>\$78.17</b>	
	Monthly Cost of Waiting	<b>\$2,377.69</b>	



PROPERTY HIGHLIGHTS			
Property Type:	Municipal Office	City, State:	Berwyn, PA
Square Footage:	20,000	Lighting Savings	83%
Current Lighting Cost (per sq. ft.)	\$0.94 per year	LED Lighting Cost (per sq. ft.)	\$0.18 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$18,872	\$523,715
Projected Lighting Electricity Cost (LED)		\$3,531	\$97,981
<b>Electricity Cost Savings with LEDs</b>		<b>\$15,341</b>	<b>\$425,734</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$278	\$4,693
Maintenance Labor Costs <small>(Using Average of \$0.05/soft)</small>		\$1,000	\$5,000
Reduced Air Conditioning Load <small>(Avg. of \$0.03 for every dollar saved on lighting)</small>		\$460	\$13,807
<b>Total Additional Operating Savings</b>		<b>\$1,738.60</b>	<b>\$23,500.15</b>
<b>Total Savings with LEDs</b>		<b>Annual \$17,080</b>	<b>Lifetime \$449,234</b>
*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%			
COST ANALYSIS			
Cost of LED Bulbs	\$52,800	Payback in Months	43
Installation Costs (est. 15%)	\$7,920	Return on Investment	28%
<b>Total Estimated Cost</b>	<b>\$60,720</b>		
		<u>Monthly Cash Flows</u>	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$1,847)	\$1,423	(\$424)
60 Months @ 6%	(\$1,174)	\$1,423	\$249
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$831)	\$1,423	\$592
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$592</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$12,000	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$170,795	
EcoAdvantage :CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>		3,362,390	
ACT NOW!			
	Daily Cost of Waiting	<b>\$46.79</b>	
	Monthly Cost of Waiting	<b>\$1,423.29</b>	



PROPERTY HIGHLIGHTS			
Property Type:	Church	City, State:	Paoli, PA
Square Footage:	10,000	Lighting Savings	88%
Current Lighting Cost (per sq. ft.)	\$0.93 per year	LED Lighting Cost (per sq. ft.)	\$0.11 per year
SAVINGS REPORT			
		<u>Annual</u>	<u>Lifetime*</u>
Current Lighting Electricity Cost		\$9,253	\$1,839,703
Projected Lighting Electricity Cost (LED)		\$1,186	\$235,786
<b>Electricity Cost Savings with LEDs</b>		<b>\$8,067</b>	<b>\$1,603,917</b>
<b>Additional Operating Savings:</b>		<u>Annual</u>	<u>Lifetime</u>
Bulb Replacement Costs (~5 cycles)		\$254	\$12,224
Maintenance Labor Costs <small>(Using Average of \$ .05/sqft)</small>		\$500	\$2,500
Reduced Air Conditioning Load <small>(Avg. of \$ .03 for every dollar saved on lighting)</small>		\$242	\$7,260
<b>Total Additional Operating Savings</b>		<b>\$996.42</b>	<b>\$21,984.30</b>
<b>Total Savings with LEDs</b>		<b>Annual \$9,063</b>	<b>Lifetime \$1,625,901</b>
<small>*Lifetime based on 80,000 hour lifespan and annual increase in energy costs of 3%</small>			
COST ANALYSIS			
Cost of LED Bulbs	\$33,437	Payback in Months	51
Installation Costs (est. 15%)	\$5,016	Return on Investment	24%
<b>Total Estimated Cost</b>	<b>\$38,453</b>		
		<u>Monthly Cash Flows</u>	
<b>FINANCING OPTIONS</b>	Financing Cost	Savings w/LED's	Net Cash Flow
36 Months @ 6%	(\$1,170)	\$755	(\$415)
60 Months @ 6%	(\$743)	\$755	\$12
Savings Share Program <small>(based on 65% of monthly savings)</small>	(\$437)	\$755	\$318
<b>Monthly Net Savings w/ highest cash flow option</b>			<b>\$318</b>
BONUS INCENTIVES			
EPAct Federal Tax Deduction (\$.60/sq ft)		\$6,000	
Property Value Increase <small>(10% Cap Rate applied to reduction in operating costs)</small>		\$90,634	
EcoAdvantage: CO2 Emissions Reduction (lbs) <small>(13 lbs of CO2 for every dollar of electricity saved)</small>		5038800	
ACT NOW!			
	Daily Cost of Waiting	<b>\$24.83</b>	
	Monthly Cost of Waiting	<b>\$755.29</b>	