

SAMPLE CLIENT PROJECT - LED Retrofit Results

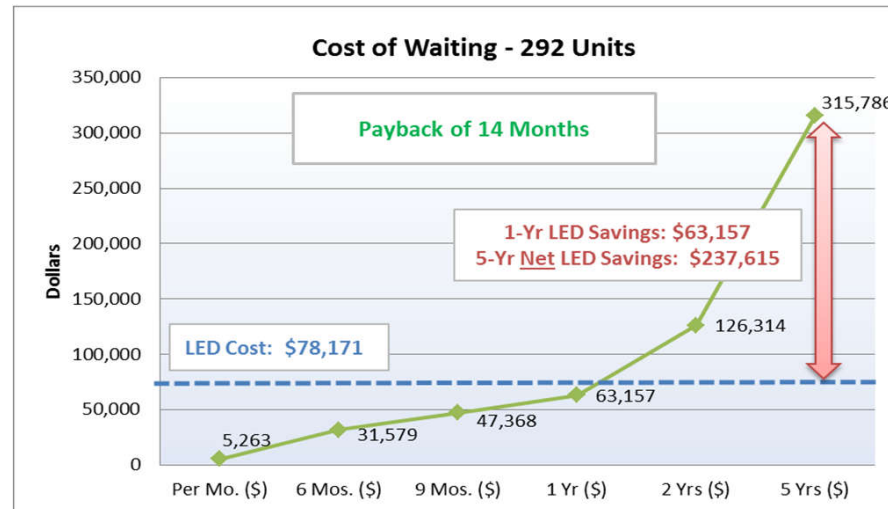
292 units

Project Breakdown

	Qty	Est. Cost
Porch Sconces (12 x 7) - Exterior	292	2,336
Surface Domes (24 x 7) - Exterior	12	84
Parking Garage (24 x 7) - Exterior	50	1,887
Steplights (12 x 7) - Exterior	41	249
Lobby (24 x 7) - Interior	21	792
Hallway - Surface Domes (24 x 7) - Interior	800	6,400
Hallway - Room Sconces (24 x 7) - Interior	292	3,066
Fitness (24 x 7) - Interior	4	N/A
Pool and Bathrooms (24 x 7) - Interior	21	792
Unit Circulars (12 x 7) - Interior	4,000	32,000
Unit Track Lighting (12 x 7) - Interior	2,000	19,840
Resident Lounge (24 x 7) - Interior	14	528
URS Energy Consulting Fee (15%)		10,196
<i>Est. Total Project Cost</i>		\$ 78,171

Overall Return on Investment (ROI)

Estimated Annual Cost Savings	\$63,157
Pre-Rebate ROI (in years)	1.2



Key Decision Points for Implementation

- Electricity expenses decrease Day 1.
- 50%-80% Savings on Lighting Energy Use on average.
- Example LED Bulb Life = 50,000 hrs vs. Fluorescent tubes = 20,000 hrs (2.5X)
- Financing and installation options available for projects to meet objectives.
- URS Energy provides the most current technology and latest generation LED bulbs.
- URS Energy has direct relationships with the leading manufacturers.
- A zero-cost portfolio option – projects are paid through energy savings.
- Our manufacturers provide a comprehensive warranty.

Return on Investment (ROI) Details

	Hour on per day	Days per year	Total hours per year	Old kWh per year	New kWh per year	kWh savings	Average kWh rate**	Savings per year
12 x 7 Assumptions	12	365	4,380				0.110	
24 x 7 Assumptions	24	365	8,760				0.110	
Interior and Exterior LED Retrofit Lighting (12 x 7)				684,721	241,807	442,914		\$ 48,721
Interior and Exterior LED Retrofit Lighting (24 x 7)				240,024	108,782	131,242		\$ 14,437
62% improvement in efficiency								
ROI (in years)								1.2