



LED Lighting:

* Provides more lumens with 25-50% less wattage

* Lowers maintenance costs with bulb ratings up to 60,000 – 100,000 hours

* Reduces the hazardous waste of ballast and fluorescent bulb disposal

* Provides light-harvesting, dimming, and building control to provide greater energy control and savings

* You could be eligible for Energy Credit to achieve further savings that we can process the paper work for you, or lower your initial installation cost.

Certified SDVO and 8(a) Corporation. To contact Editor of this issue MPolster@kepasi.com
Over \$30m in services provided since 2007

Cost Savings Through Energy Reduction

More and more of our customers are finding cost savings from energy reducing initiatives. In a recent conversation with one of our LEED certified customers, the facility Energy Manager stated that their utility bills had been over \$6 million per year. One of the projects they completed not long ago was a LED lighting replacement project in one of their main buildings. The Energy Manager stated that their first year savings was more than

expected, reducing their consumption by **500,000 kw/hours per year in one building.**

I asked him where their greatest saving was as far as return on investment and he stated that most of the projects they were working on were Variable Frequency Drives (VFD's) on all air handlers and pumps and lighting.

Many customers don't have the expertise internally to embark on these aggressive endeavors to save energy

and reduce waste. Many ask the question, "Where do I start?"

The answer for this question varies by your needs, but most of the time an energy audit is usually the best first step. Energy audits look at historical consumption based on utility bills and identify current processes and potential for future savings. An audit can also help you prioritize projects to maximize your return by starting with the most urgent solutions.

LED Lighting Technology is Worth a Second Look

Through numerous conversations with facility managers we have heard disappointing remarks about LED lighting.

"LED lighting doesn't look good; LED lighting is too expensive to install, etc."

We recently spent some time with some industry experts who suggest that LED technology has come a long way and is definitely worth a second look.

Joyce Turnbull, Grainger Government Account Manager, states, "Lithonia, Philips, Cooper, and GE are some of the

major manufacturers that are providing outstanding LED lighting products.

They are providing energy-saving alternatives for fluorescent, incandescent, halogen, metal halide and high pressure sodium lamps and fixtures. LED fixtures and lamps provide 25-50% wattage savings with up to 60,000 hours rated light. LED fixtures are available in wall-packs, parking lots, roadways, 2x2 and 2x4 troffers. Most major lighting manufacturers offer LED

alternates to replace A-19s, MR16, PAR lamps, candelabras, etc. Eliminating ballasts in fixtures and providing fully-dimmable capabilities are another cost-saving advantage to LED fixtures along with in some cases up to 30% less fixtures for the same lumens. Light-harvesting, occupancy sensors and linking into building automations systems are new technologies that provide even greater energy controls.

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As you can see in the photo, the LED lighting in the background provides more lumens with as much as 50% less wattage compared to the high efficiency fluorescent in the foreground. LED's are available in various color spectrums such as warm white, cool white, etc. College of Crystal Lake Maintenance Supervisor (IL), Steven Smith is extremely pleased with the results!

See the Difference, Feel the Savings



Rebates and Incentives

Nearly every state and utility company has a rebate or incentive program for energy reduction programs.

Rebates and incentives are a great way to justify projects from a cost standpoint and in some cases can even

provide the funding for implementation. A great site for educating yourself on the programs available is the Database of State Incentives for Renewables and Efficiency @ <http://www.dsireusa.org/>

About Our Organization..

Kepa Services Inc. (KEPA) is a Service Disabled Veteran Owned (SDVO) and 8(a) certified Company.

well as safety compliance, and energy reduction services.

As a Professional Construction Management Services Firm, we specialize in General Contracting, Design-Build Construction for government and commercial projects as

KEPA's owners and management staff have, on average, over ten years of experience in multi-million dollar project management for most federal, state, and local government entities, as well as larger commercial clients such as Blue

Cross/Blue Shield, GE, and Siemens.

Kepa has also started a mentor-protégé with TCI, a government facility design, engineering and contracting firm. Kepa also has a partnership with Grainger, a GSA schedule approved LED fixture provider. With strong partners, we can provide one stop solutions for your energy needs.

A great quote to start 2013

If Not Excellence, What? If Not Excellence Now, When?

"Strive for excellence. Ignore success."— Professional driver Bill Young

"Excellence can be obtained if you:
Care more than others think is wise;
Risk more than others think is safe;
Dream more than others think is practical;
Expect more than others think is possible."

—K. Sriram @ tompeters.com