



## CASE STUDY

# Desert Gardens Properties

**Goal:** Improve lighting, reduce cost and maintenance

**Benefits:** Increase property value, increase safety and security in order to attract and maintain tenants

**Results:** A cost-saving, energy-efficient retrofit lighting solution that will pay for itself in just over two years!

### Lighting the Way for Residents and Tenants

**The situation:** Desert Gardens Properties was looking for a cost-efficient lighting solution that would still deliver the level of light needed to maintain safety and security at night for both the Desert Garden Apartment complex, and their adjacent mini storage facility.

**The solution:** Energy Efficiency Pros (EETPros) saved the company over \$25,000 in annual energy and maintenance costs retrofitting their property with energy efficient LED lighting. On top of that, utility rebates through Arizona Public Service (APS) and federal tax incentives provided DG Properties over \$30,000 in incentives to offset the total cost of the project.

### Better Lighting Means Increased Security

Properties like apartment complexes and mini storage facilities require ample lighting to provide security and safety for residents and tenants throughout their property after dark. The HID Metal Halide lighting DG Properties were using was both an energy drain and a constant maintenance hassle because of the hard to reach lighting that needed replacement every 2-3 years. What they wanted was a lighting retrofit solution that would reduce maintenance costs, improve lighting and provide a safer more secure environment for their tenants.

What Energy Efficiency Pros provided met their criteria, exceeded their expectations and increased the value of their property. EETPros met all of DG Properties criteria for both the apartment complex and the storage facility and will recoup the entire cost in just two years!

See the Savings



# Project Details

44 Parking Lot Fixtures / 172 Wall Pack Fixtures / **Cost per kWh: \$.11**

## Annual Energy Cost/Savings

- Current: **\$23,278**
- New: **\$3,097**
- Savings per year: **\$20,181**

## Total Savings Energy and Maintenance

- Maintenance: **\$5,400**
- Energy: **\$20,181**
- Total Annual Savings : **\$25,581**

## Ten Year Cost/Savings

(Assumes a 4% increase in energy rates per APS)

- Current: **\$333,482**
- New: **\$63,718**
- 10-Year Savings: **\$269,764**

## Rebates and Tax Benefits

- APS Rebate: **\$15,000**
- Tax Deduction Cash Value: **\$15,000**  
(Based on 35% tax bracket)
- Total Rebate Incentives & Tax Benefits: **\$30,000**

**Job completion: October 2013**

Total cost of job: **\$92,000**

With Incentives: **\$62,000**

Annual Savings: **\$25,581**

Payback Time: **2.4 Years**

10 year savings: **\$269,764**



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