

Case Study for:
Brookwood Financial Partners
National



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Commercial Office
Improving NOI
Operations & Maintenance

Case Study: Brookwood Financial Partners

"We made the decision three years ago to upgrade all of our property common area and exterior lighting to LEDs in order to make our property's more energy efficient and to lower utility costs and are always looking for ways to reduce operating expenses across our growing portfolio. Throughout the project, Tri-State LED has been an excellent partner, expertly and seamlessly managing the process across our national portfolio to ensure that we select the best products to maximize energy reduction and yield the greatest savings, while significantly reducing our carbon footprint. We could not be happier with the results."

- Matt Brown, Vice President and Asset Manager, Brookwood Financial Partners

COMPREHENSIVE SERVICES

- Existing Lighting Audit
- Budget Development
- Material Selection
- Incentive Procurement
- Project Management

OPPORTUNITY

Brookwood Financial Partners sought to address energy efficiency based opportunities to reduce long term utility and operating expenses throughout its extensive national portfolio of commercial office properties. Addressing core common areas with 24/7 lighting, including corridors, restrooms, stairs and mechanical areas, in addition to building exterior and parking areas, the extensive opportunity consisted primarily of replacing antiquated fluorescent and metal halide based fixtures with advanced high efficiency lighting solutions. The existing lighting technology was not only inefficient, but susceptible to significant light depreciation, reducing the amount of delivered light over time, and negatively impacting the visual quality of its Class A office space.

SOLUTION

The lighting retrofit program began in 2016, with a comprehensive assessment by Tri-State LED to develop the most energy efficient program for Brookwood Financial Partner's commercial office portfolio, conducting initial lighting audits throughout several Pennsylvania facilities, totaling 1.6 million square feet. Through Tri-State LED's comprehensive service offering, its depth of lighting knowledge and unique experience, they selected from the fifty top lighting manufactures it represents, to offer the best lighting products in the market. To date, Tri-State LED has completed the upgrade of forty-three office buildings throughout Pennsylvania, Massachusetts, Rhode Island, and New Jersey, with an additional fifteen in Florida. The installation of high efficiency LED solutions is expected to continue through 2019, retrofitting an additional thirty-six buildings in Texas and California. When completed, Tri-State LED will retrofit a significant portion of Brookwood's entire office building portfolio, representing ninety-four buildings, totaling more than 7.3 million square feet

Tri-State LED worked closely with Brookwood's asset management team and on-site property managers throughout every phase of the project, assisting with each property's unique project requirements, including existing lighting audits, budget development, material selection, and project management. Additionally, Tri-State LED managed the incentive procurement process, securing available state and utility rebates to reduce average project payback to approximately three years.

PROJECT BENEFITS



IMPROVING NOI

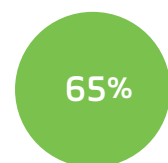
Significantly reduces long term energy, operational and maintenance costs.



OPERATIONS & MAINTENANCE

Superior lamp life improves long term replacement costs and staff efficiencies.

PROJECT SAVINGS



IMPROVED EFFICIENCY



PAYBACK PERIOD



LAMP LIFE