

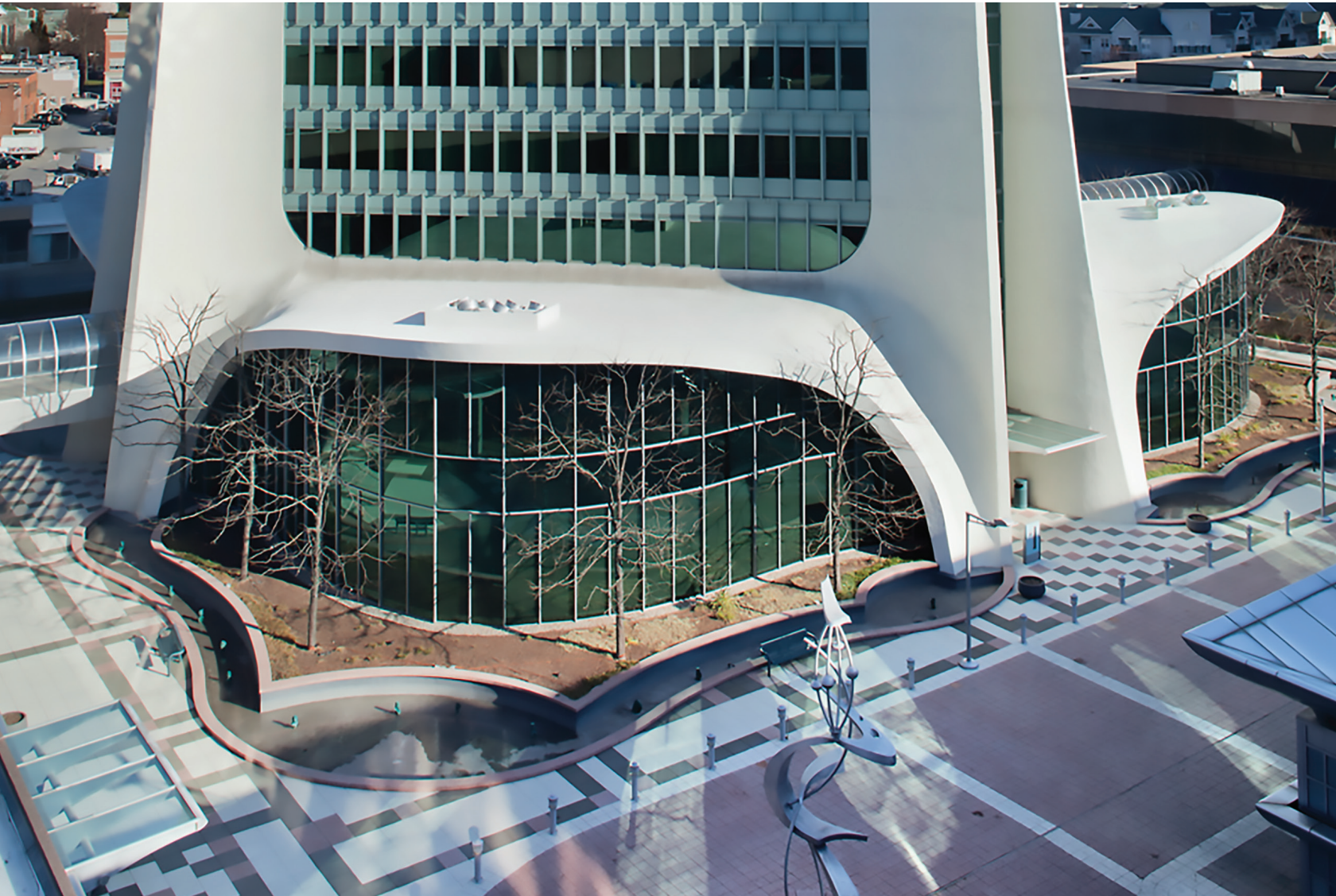
Case Study for:

**Reckson, a division of SL Green Realty Corp.**

Westchester County, NY/Fairfield County, CT



**TRI-STATE LED**



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## Case Study: Reckson, a division of SL Green Realty Corp.

**"Installation of LED lighting is the next step in the advancement of our sustainability program, delivering a Class A experience for our tenants that addresses 24/7 lighting areas, including garage, stair, and mechanical areas, to yield significant cost savings and quick return on investment. Tri-State was instrumental at every point in the process, allowing us to achieve our goals."**

- Jay Black, Director of Sustainability, SL Green Realty Corp.

### COMPREHENSIVE SERVICES

- Scope development
- Project management
- Budgeting
- Incentive procurement

### OPPORTUNITY

Reckson, a division of SL Green's suburban portfolio, consists of twenty-two commercial office buildings, totaling 4 million square feet, located within the greater New York City metro area, including Westchester County, New York, and Fairfield County, Connecticut. Property owner and manager, Reckson, sought to address energy efficiency based opportunities to reduce operating expenses, while supporting its corporate sustainability goals. Throughout its portfolio, which includes 24/7 lighting throughout garages, stairs, mechanical and basement areas, the extensive opportunity consisted primarily of replacing fluorescent fixtures, totaling more than 22,000 T8 and T12 lamps. 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 project began with Tri-State's evaluation of existing lighting, identifying the scope and recommending solutions. 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. Reckson selected a T8 single end power LED tube to reduce lighting energy use by 55%, while positively impacting its carbon footprint. Combined with an industry leading 10-year warranty and lamp life of 70,000 hours, Reckson positively impacted each facility's Net Operating Income (NOI).

However, Tri-State was much more than delivering products with great ROI, extending beyond its lighting solutions to support the project through onsite lighting demonstrations, material selection and budget development. Tri-State LED worked closely with the project team to successfully manage the retrofit project to completion, including handling of all project incentives, to deliver a project with a payback of less than three years.

### PRODUCT MANUFACTURERS



**Revolution**  
Lighting



### PROJECT BENEFITS



#### IMPROVING NOI

*Significantly reduces long term energy, operational and maintenance costs.*



**ENVIRONMENTAL & SUSTAINABILITY**  
*Reduces carbon footprint to drive corporate responsibility.*

### PROJECT SAVINGS



#### IMPROVED EFFICIENCY



#### ENERGY SAVINGS



#### PAYBACK PERIOD