

»Savings Results:

- 89,500 kWh savings per year
- \$12,530 annual electric cost savings
- \$9,515 cash incentives from Delmarva Power C&I Energy Saving Program

“As a nonprofit agency, we are always thinking of the community benefit and costs when we evaluate projects.

This was an easy decision, as not only was the ROI incredible, and the payback time reduced significantly by the rebate program through Delmarva Power, the quality of lighting increased and we reduced our carbon footprint”

*Brenda Malone,
Chief Operating Officer,
LSE, Inc.*

LOWER SHORE ENTERPRISES PRESCRIPTIVE LIGHTING UPGRADES

»Overview:

Lower Shore Enterprises (LSE) is a non-profit organization that encourages, trains and supports individuals with disabilities. They have two locations in Salisbury, MD, one is a production and administration facility and the other a career development center. The 25,000-square-foot production facility has provided quality sub-contract manufacturing and packaging since 1967. This facility was a prime candidate for a lighting retrofit project that would reduce energy consumption, operating and maintenance expenses while improving the manufacturing processes and enhancing the working environment for the employees. LSE utilized the incentive offered through the Delmarva Power C&I Energy Savings Program to assist them in the successful completion of a prescriptive lighting project that yielded savings of 89,500 kWh/yr in electricity usage and \$12,530 in annual electric costs*!

»Project:

Lighting is critically important in manufacturing facilities. Warehouse space, production areas, work stations, break areas, corridors and offices must satisfy specific lighting requirements to ensure maximum productivity and safety. Due to the diversity of space types in this facility, the needs for various types of lighting (task, ambient, and accent) were determined by conducting a lighting assessment. A comprehensive lighting upgrade project was needed to improve light quality, light quantity, and energy efficiency due to the age of the facility and the fixtures. There were three basic components of the project: 1) T12 fixtures with magnetic ballasts were retrofitted to T8 fixtures with 28W high power lamps and electronic ballasts, 2) incandescent exit signs were replaced with new LED (light-emitting diode) exit signs and 3) metal halide HID fixtures were replaced with new six-lamp T8 high bay fluorescent fixtures. All fixtures in the facility were either retrofitted or replaced, thus creating a very comprehensive lighting project that provided multiple benefits.

For information on the Delmarva Power C&I Energy Savings Programs please go to our site: delmarva.com/business or call: 866-353-5799

»Results

The prescriptive lighting project resulted in significant benefits to LSE and yielded a very high return on investment (ROI) for their capital investment. Light quality and light output were greatly improved. The new fixtures and lamps reduce the energy consumed by two methods - first by reducing the lighting load and second by reducing the cooling load by eliminating the heat emitted from the heat-generating magnetic ballasts. Additionally, the installation of sensors in each office reduced the amount of electric consumed in areas that were typically lit all day.

»Lessons Learned:

Program incentives improved the ROI for this project and the installation of the lighting measures greatly improved the light quality for the entire staff. LSE significantly reduced their carbon footprint and energy cost in addition to creating an improved working and learning environment for their staff. This project is an excellent example of the value and cost-effectiveness of lighting upgrade projects. With the assistance of a local Trade Ally, Shore Energy Systems, Inc., they received an accurate audit and prompt reimbursement.

*Assumption of average cost of \$0.14 cents per kWh was used to figure annual electrical savings.



“Our savings can now be put back into our programs that provide job training and support for individuals with disABILITIES. And that’s what it’s all about: Finding ways to minimize costs so that those savings can be utilized to provide an exceptional service to individuals with disABILITIES in our community.”

*- Brenda Malone,
Chief Operating Officer, LSE, Inc.*