

CASE STUDY

RED CROSS - LED LIGHTING

SUMMARY

Entegrity has assessed the existing lighting at over forty-two American Red Cross sites across the nation and installed new LED lighting at nine locations nationwide. Entegrity competitively won our first project with Red Cross in Tulsa, Oklahoma because of our cost-effective solutions and relationship with the national project manager.

After the initial project, we received some notable testimonials from the local Red Cross operations team regarding our professionalism and effectiveness during the installation process in their high traffic facility. These accolades led to us audit multiple subsequent sites and put us in the driver seat for bidding. While Red Cross still selected based on price, our positive relationship with our current contact and the national project manager aided us to win these jobs.



**American
Red Cross**

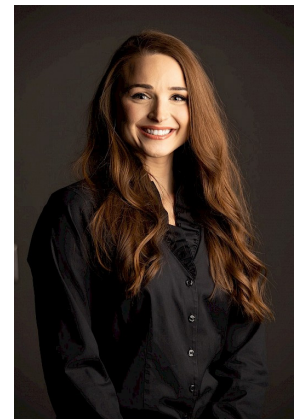
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AUDIT PROCESS

Depending on the load and hours, lighting can make a large impact on a project's energy savings by replacing the client's obsolete lighting equipment with an LED model with a comparable lumen output. First, we survey the building and put together a comprehensive scope of work that details the client's existing lighting technology room by room. We use the audit data to identify lighting energy conservation opportunities while considering multiple factors to calculate energy savings. These factors can include the client's operating hours, existing control measures, and utility rates. After evaluating the client's unique opportunity, we see if any LED lighting incentives are offered by their utility and apply them to the quote if possible. From here, we propose our quote and findings to the client.

All nine locations implemented Entegri's LED lighting to produce the best energy efficiency as well as give the client the most competitive rate. All Entegri products come with a seven-year warranty to give clients peace of mind. This project gave us the opportunity to enact a nationwide LED roll out successfully and keep energy efficiency a priority.

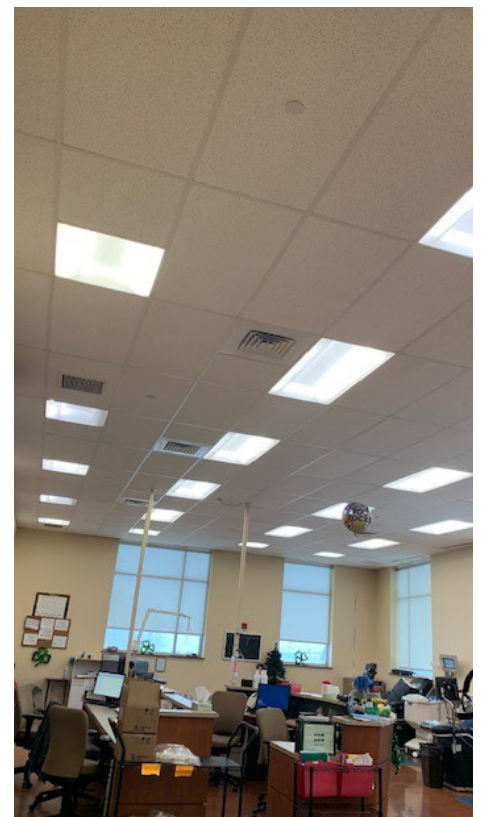
CHALLENGES AND SOLUTIONS

This project presented unique challenges over the course of audits and LED lighting implementation due to nation-wide locations and the pandemic. We streamlined audit coordination for over 100 locations in over 30 states with our project manager and Red Cross's energy efficiency contact. To coordinate installation with local and

regional managers and keep the project running smoothly, we held weekly operation meetings. Each location received correspondence to determine material storage after procurement and shipping. Travel routes were developed to lower costs and keep our timeline. We also offered simplification among multiple Red Cross decision-makers by proposing concise, competitive pricing across all locations. Each local utility company was researched internally; our team analyzed utility bills to discern lighting incentives for each facility. As this project was implemented during the pandemic, we worked with each location to ensure state-specific COVID-19 protocols were followed to satisfaction, using drop cloths to cover the installation areas and setting a mask mandate for our crews.

FINANCING

Capital expenditure via Red Cross's sustainability budget. Red Cross utilized Entegri's data regarding their savings, ROI, etc. to deem lighting a necessary upgrade.



RED CROSS LED PROJECTS SAVINGS SUMMARY

Location	kWh Saved	Carbon Reduction (lbs.)
Tulsa, OK	375,553	616,283.10
Atlanta, GA	167,187	271,071.60
Douglasville, GA	439,308	720,904.50
Johnstown, PA	248,533	407,842.70
West Henrietta, NY	380,274	624,030.40
Columbus, OH	384,444	630,872.10
Nashville, TN	127,617	209,419.70
Norfolk, VA	167,152	274,294
Roanoke, VA	207,186	339,992.30
	Total kWh Saved 2,497,254	Total Carbon Reduction (lbs.) 4,094,710.40

Figure1: Pictured above is a chart showing how much each Red Cross location has saved in Kilowatt hours totaling 2,497,254 kWh hours saved. Taking that number and multiplying it by 9.5 cents (0.095) depicts \$237,239.13 saved in total at these 9 Red Cross locations.

CONCLUSION

With strong communication, effective leadership, integrity, and a positive approach, we won and completed nine nationwide LED projects. Entegrity has the bandwidth and resources to perform work with any national client.

Through these projects, we developed a strong relationship with the American Red Cross and gained a lifetime client. Now, Red Cross can worry less about utility expenses and focus more on helping those in need.



Entegrity is a sustainability and energy services company specializing in the implementation of energy conservation and renewable energy projects. Entegrity is uniquely qualified to deliver innovative and sustainable solutions to Optimize Building Performance. We help our clients realize long-term energy savings by focusing on their needs: selecting the most cost-effective scope, contract structure, and financing strategy available to them. Our comprehensive service package includes energy savings performance contracting, commissioning, energy modeling, building testing, lighting solutions, renewable energy, water conservation, and sustainability consulting.