



verde
SOLUTIONS

LED Lighting Experts

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Why Verde Solutions?



Turnkey Service

Verde Solutions is a full-service, energy efficiency and renewable energy consulting firm that develops innovative solutions based upon our clients' unique needs. We offer comprehensive energy audits, design and engineering, product procurement, installation, rebate program management, maintenance, and warranty services.



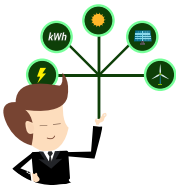
Industry Knowledge

Our team is comprised of industry leading professionals with a deep understanding of the energy efficiency and renewable sectors. Collectively, this team has completed over 800 projects across the country in multiple energy technologies. Chris Gersch, Founder and CEO, is regularly featured as an industry expert on Bloomberg, CNBC, CNN Money & Fox Business.



Comprehensive Audit Services

Energy audits vary in depth based upon the clients' technology request. Our dedicated team of professional engineers, Certified Energy Managers (CEM), and LEED certified consultants will walk you through each audit to ensure we have a complete understanding of your energy needs.



Product Expertise

Our extensive partnerships with global suppliers allow us to create a customized product solution that fits our clients' specific needs. Our ability to be product neutral provides significant price benefits as well.



Installation Services

Verde Solutions has an extensive network of highly trained, certified electricians nationwide that adhere to the highest safety standards. We ensure exceptional project execution completed in a timely and efficient manner.



Rebates & Incentives

As a trade ally partner to more than 120 utility companies across the nation, our dedicated, trained team processes rebates for every solution including prescriptive, performance-based and custom.



Financing Options

Verde Solutions' third party financing options create available funds specific to your project needs and are often cash flow positive in year one. We provide precise savings estimates using independent, standards-based energy verification equipment.

Experience and Markets

Experience: A sample of projects performed by Verde Solutions



National Automotive Retailer:

Scope of work:

- Retrofit installations for 60+ distribution centers.
 - Average of 100,000+ sq ft per distribution center.
 - Average install time of 3-5 weeks per location.
- Retrofit and new equipment installations for 600+ retail locations.
 - Average of 15,000 sq ft per location.
 - Average install time of 2-3 days per location.



Goldman Sachs:

Scope of work:

- Installations of new LED lighting in 16 multifamily and high rise properties.
 - Average installation of 2-3 weeks per location.
 - Average of 350 units per location.



Cushman & Wakefield:

Scope of work:

- Retrofit and full fixture replacement of corporate offices, parking garages and retail tenant spaces.
- Completion of 50+ projects.

Ideal Energy Markets



Healthcare: Healthcare ranks as the country's second most energy-intensive industry with hospitals spending more than \$8 billion each year. With energy costs soaring and consuming up to 3% of a hospital's total operating budget, billions of dollars are wasted annually because hospitals do not have energy-efficiency buildings.



Municipalities: Energy is a major operating cost for cities, and towns, one of the few that local governments can control. Energy bills paid by government agencies are typically the second largest item in their budgets. In this era of budget constraints, communities are taking a fresh look at how they provide support with fewer resources.



Education: Our nation's public schools spend more on energy than on education. The cost of energy needed for students to learn is greater than the investments made in textbooks and computers combined. Think of the opportunities energy savings could bring to a school's core educational mission, the possibilities are endless.



Commercial: Share the savings, invest in your profits. Research shows that energy efficient buildings have higher occupancy rates and increased asset value as compared to average buildings. Tenants desire property with lower utility bills. An increasing number of organizations are implementing leasing policies mandating environmentally friendly space.



Market
Healthcare

Location
Metro South Medical Center
Chicago IL

Project Type
Lighting Retrofit



Total Project Cost
\$978,225.90



Incentive Rebates
\$ 117,170.40



Reduction in Lighting Energy Consumption
56.37%



Monthly Energy Savings
\$27,250.08



Total Life Cycle Savings
\$1,951,572.16



Return on Investment
1.93 years

Our Client

MetroSouth Medical Center (MetroSouth) is a 281,256 sq. ft., 314-bed, acute care hospital in Blue Island, IL with a blend of private and semi-private rooms. MetroSouth has a network of seven health centers and 40 medical specialties that serve their communities.



Eliminates the annual greenhouse gas emissions of **601 passenger cars**



Eliminates the CO₂ emissions from **323,312 gallons of gasoline**



Eliminates the electricity used by **432 homes**



Reduces greenhouse gas emissions by recycling **1,080 tons of waste**

Project Overview

After being acquired in 2015, MetroSouth's ownership conducted a strategic energy assessment, prioritizing LED lighting systems as an immediate need. As an important health center for the community, MetroSouth provides an environment that promotes health and wellness.

Verde's Solution

As a full-service firm, Verde worked hand in hand with the MetroSouth team to create a comprehensive off-balance sheet financing plan to replace and upgrade its out dated lighting system. In addition to new interior and exterior LED lighting, Verde was able to install lighting controls and occupancy sensors to significantly increase the project's ROI. New LED lighting systems coupled with controls and sensors not only reduce energy cost but also dramatically saves on maintenance expenses throughout the fixtures' lifecycle. This project is a perfect example of how a holistic approach to energy systems can impact the bottom line a dramatic way.

Market

Supply and Pet Retailer

Location

Council Bluffs, IA

Project Type

LED Lighting Upgrade



Utility Rebates Received
\$54,612



Reduction in Energy Consumption
66%



Total Project Cost
\$199,223



Annual Energy Savings
\$37,116



Total Life Cycle Savings
\$647,072



179d Federal Tax Deduction
\$150,000



Payback Period
2 years

Our Client

Our client is a leading innovator, marketer, and producer of quality branded products for the lawn & garden and pet supplies markets. They focus on providing consumers with high-quality, innovative products that simplify and beautify outdoor living spaces and, create fun and healthy interaction with pets.

Project Overview

Our client had a desire to reduce operating expenses by upgrading to energy efficient LED lighting as well as improve light levels on the manufacturing floor and corporate offices to provide a safer and healthier workplace environment.

Verde's Solution

Verde Solutions, LLC replaced and/or retrofitted over 1,000 lighting fixtures throughout the manufacturing and office spaces. This included motion sensors on the high bay fixtures in the manufacturing area, LED Linear lamps in the offices and lower wattage exterior lighting. All leading to a reduction of operating expenses and a brighter, safer, happier place to work.

The most unique aspect of this project was the client's utilization of the EPA Act 2005 179d Federal tax deduction which enabled them to take an accelerated depreciation tax deduction on the lighting equipment equaling nearly \$150,000 in total deductions. With a reduction in energy cost associated to lighting exceeding 60% compared their old lighting system, combined with the tax deduction and over \$50,000 in utility provided rebates and incentives the net payback period on the project is under 2 years.



Market
Municipal

Location
Olympia Fields, IL

Project Type
Street/Parking
LED Lighting Retrofit



DCEO Incentive Received
\$25,760



Reduction in Energy Consumption
73%



Total Project Cost
\$48,010



Savings per Month
\$359



Total Life Cycle Savings
\$90,406



Payback Period
5 years

Project Overview

The Village of Olympia Fields wanted to upgrade the out dated lighting at a busy Metra Train Station and surrounding street lighting to ensure the area was safe for passengers, Metra staff and community members.

Verde's Solution

Verde Solutions was able to replace all the existing lighting equipment with retrofit kits which allowed Olympia Fields to take advantage of a 10-year warranty, saving additional money. In addition to the reduction of energy usage, LED lighting in public spaces increasing visibility, reduces crime, creates greater eye appeal and boasts a longer product life span.

What does that mean?

Based on the conversion rates and usage by the Environmental Protection Agency, Olympia Fields' net reduction of **84,254 kWh** would provide the following equivalent environmental benefits EACH YEAR.



12 passenger cars

84,254 is the equivalent of eliminating the annual greenhouse gas emissions of 12 passenger cars.



6,664 gallons of gasoline

84,254 is the equivalent of eliminating the CO2 emissions from 6,664 gallons of gasoline used.



Electricity used by 9 homes

84,254 is the equivalent of eliminating the electricity used by 9 homes during an average year.



22 tons of waste

84,254 is the equivalent of reducing greenhouse gas emissions by recycling 22 tons of waste instead of sending it to a landfill.