

Introducing!

Leasing for Lighting Retrofits

Now you can offer your customers a plan that will give them hard dollar savings on their lighting retrofit from the very first month.

Here is how it works: *[Numbers from an actual retrofit job.]*

Warehouse and office retrofit

180 - HID highbays converted to Fluorescent highbays in the warehouse.
142 - 4-light troffers converted to 2-light troffers with reflector kit in offices
"Turn Key" pricing; including fixtures, lamps, installation and disposal: \$39,365
36 month lease plan: \$1,295 / month

Annual kWh Savings = \$18,219 - Average \$1,518 / month

Electric Savings covers the lease and gives an average monthly savings of \$223!

**PLUS Rebates
and Tax Incentives:**

Up-Front Hard Dollar Cash: The customer gets an ONCOR Rebate of \$7300 plus their EPCACT 2005 one time Federal Tax Deduction creates a \$21,000 Tax Savings.
First year Hard Dollar Savings of \$28,300 one time.

That means your customer saves \$223 per month over the term of the lease, and then \$1518 per month beyond that. After pocketing \$28,300 the first year.

It is easy, just multiply your installed price by the appropriate lease factor to get an approximate monthly payment.

Lighting Retrofit Lease Factors

	<u>36 months</u>	<u>24 months</u>
\$7,500 - \$19,999	0.0348	0.0499
\$20k - \$49,999	0.0329	0.0477
\$50k - \$99,999	0.0324	0.0471