

Outdoor LED Lighting Solutions for Small Businesses

Finding ways to better manage energy costs helps you maintain a competitive advantage. That's where BGE's Small Business Energy Solutions can help. The program provides incentives to cover up to 70% of the cost of investing in energy-efficient lighting solutions that can help your business reduce costs and improve the quality of lighting in and around your facility.

A popular, cost-effective solution for outdoor lighting is to replace old conventional lighting with energy-efficient light emitting diode (LED) bulbs. Here's why you should make the switch.

Decrease Your Lighting Costs

- **Pay less for better lighting.** Program incentives can cover **up to 70%** of your initial cost to upgrade to more efficient, more versatile lighting.
- **Get a fast return on your investment.** Businesses that invest in LEDs typically make their investment back in energy savings within the first year.
- **Save energy, save money.** Outdoor LED lighting uses up to 70% less energy compared to incandescent outdoor lighting, which translates to even bigger savings over the long term.¹

Increase Safety for Employees and Customers

- **Increase safety.** Brighter and more uniform LED lighting can provide increased security, allow safer access to your business and help security cameras produce a clearer picture.
- **Enhance the customer experience.** Bright white LED lighting can make a business look more inviting.
- **Eliminate restart time.** Unlike conventional lighting, LEDs don't need to cool down before restarting, which means they can be used with sensors to save even more energy.

Reduce Your Maintenance Costs

- **Enjoy increased durability.** LEDs are more durable than traditional outdoor lighting, featuring up to 10 times longer lamp life.²
- **Reduce replacement costs.** Stop paying for a lift truck every few months to replace a bulb or two. LEDs typically last for up to 10 years.³
- **Save a bundle on maintenance costs.** In a recent BGE LED conversion project (see sidebar), the business estimated that maintaining existing conventional fixtures over 10 years would cost more than \$15,000. The company spent just \$4,800 (after incentives) on implementing an LED solution, resulting in a \$10,200 return on investment in maintenance costs alone.

¹energystar.gov ²sciencing.com ³energystar.gov

Savings at a Glance

Project Cost: **\$15,928.33**
 Program Incentive: **\$11,149.83**
 Customer Share: **\$4,778.50**
 Energy Cost Savings: **\$3,669.38/year**
 Lamp Replacement (Maintenance) Savings: **\$1,500/year**
 Return on Investment: **Achieved at 0.92 year**

Yearly Savings



Get Incentives to Upgrade

Converting to an LED solution is easy and affordable. BGE's Small Business Energy Solutions Program covers **up to 70%** of your upfront costs. For qualifying customers, our Small Business Energy Advance option enables you to spread the remaining cost over 12 monthly payments.*

Start Saving Today!

One phone call is all it takes to get started. An approved BGE participating contractor will come to you to conduct a detailed analysis of your energy use, at no additional cost. You'll receive a comprehensive evaluation of your energy efficiency, noting the upgrade costs, incentives available and payback period. Then, once the recommended measures have been installed, just sit back and watch your energy and maintenance cost savings grow.

The Bottom Line

With program incentives, most small businesses see a payback in less than a year. The energy and maintenance cost savings continue to accumulate year after year, over the lifetime of the products. After a few years, the savings can be many times the initial investment.

LEDs vs. Conventional Lighting: A Side-by-Side Comparison

When comparing energy-efficient outdoor lighting to traditional fixtures, it's easy to see how an LED solution can make more sense for your dollars than conventional lighting.

	LEDs	Conventional Lighting
Maintenance	Required every 10 years	Required every 2–4 years
Safety	Lower safety risk from increased and more consistent light distribution	Higher safety risk due to lower light output over time
Color	Virtually no color shift	Highly susceptible to changing the color output over the life of the lamp
Loss of Light Output Over Time	Low	High
Lifecycle	50,000 to 100,000 hours	15,000 to 20,000 hours
Time	Turns on instantly to full brightness	Takes up to 30 minutes to turn on

*Some restrictions apply. BGE offers each contractor up to two advances per year for qualifying customers.

To get started, please contact one of the approved BGE program contractors assigned to your geographic area.

Northern Maryland: Baltimore City and County, Carroll and Harford Counties

Facility Solutions Group	888.653.5328	smallbusinessenergysolutions@fsgi.com
CS Koida	301.477.1436	smallbusinessenergysolutions@cskoida.com

Southern Maryland: Anne Arundel, Calvert, Howard, Montgomery and Prince George's Counties

C&J Contractors	301.549.3535	smallbusinessenergysolutions@cj-contractors.com
Matrix	800.556.2123	smallbusinessenergysolutions@matrixescorp.com

If you have a business, such as a restaurant or convenience store, that has refrigeration or other cooling-related needs, contact the approved BGE program contractor listed below.

All counties

National Resource Management	855.686.3455	smallbusinessenergysolutions@nrminc.com
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