



*A Female Owned Business Enterprise*

***LED Light Technology, LLC***

***Lighting the world through Innovation***

Office-770-559-0750    [www.LEDLightTech.com](http://www.LEDLightTech.com)

# LED Light Technology Company Overview



# Who is LED Light Technology?

- A pioneer in the LED industry since 2006.
- LED Light Technology is a female owned minority company and a member of WBENC which supports corporate diversity programs, Member IESNA, Attendee-Light Fair International and ASLD-American Society of Lighting Directors.
- Traditional & LED Lighting Experts.
- Full range of LED products & services for new construction & retrofits.
- We assist Fortune 500 customers with increasing their bottom-line savings and eliminating time and maintenance associated with traditional lighting systems.
  - **Del Monte, Hewlett Packard Enterprises, ISS, Macy's, UPS Stores, UPS Facilities, AT&T, US Government, W Hotels, Hines property management, Georgia Gwinnett College.**
- Collectively our executive team has over 70 years in the lighting business coming from backgrounds such as GE, Philips, and Cree.
- Based in Johns Creek, Georgia with application engineers east and west coasts. Our Sales Team is located throughout the United States.
- From the first day to now we have developed the necessary skills and experience to handle any project large or small. Believing in our products, services and the passion that our team exemplifies is the driving force behind our success.
- We are here to implement lighting strategies and solutions. Our products are designed to benefit you from an overall performance and savings perspective.

# LED Lighting Applications with Customer Testimonials

**Office Buildings**  
**Manufacturing Facilities**  
**Data Centers**  
**Parking Garages**  
**Interior Office Spaces**  
**Street and Parking Lots**  
**Retail Stores**

"We at Macy's, Inc. are believers in the value of LED lighting. Our company has installed about 1.1 million LED bulbs in more than 800 Macy's and Bloomingdale's stores across the country since 2010. This has helped us to cut the energy consumption used in lighting by up to 73 percent," said Bill Lyon, Macy's vice president for energy management. "Investing in LED lighting has been a very smart decision from both a business standpoint and for its positive impact on the environment."

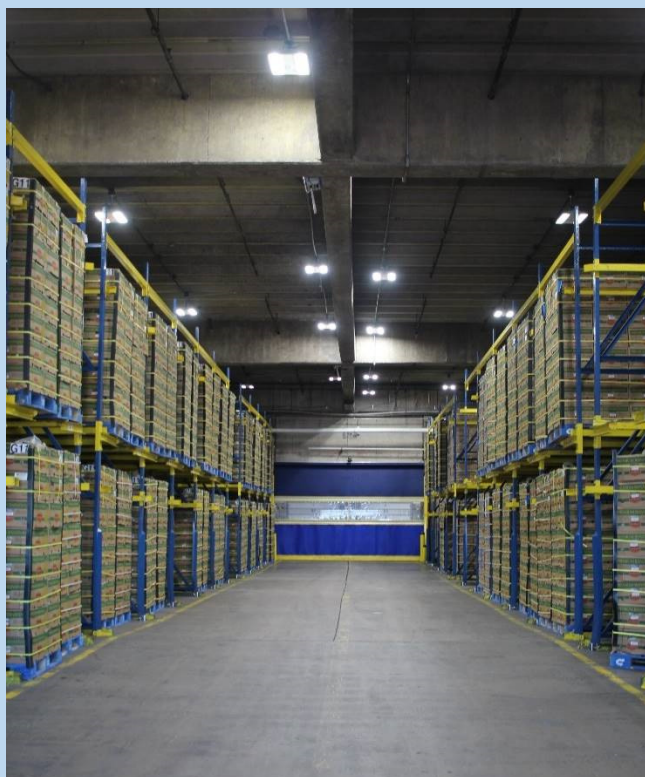
"I find LED Light Technology to be very conscientious, extremely dependable and a great vendor in which to partner. I highly recommend LED Light Technology." - Lisa A. Newman - AT&T Corporate Real Estate – Property Manager

"...thrilled with the lighting so far, and all I can say is I hope this leads to more energy savings projects to partner up on! We rely on business like LED Light Technology to help us to achieve a level of professionalism throughout our industry." - Mike Grella – Critical Environment - Operations Manager - HPE Americas

"It was an absolute pleasure working with Leslie and team. As our needs changed, they immediately responded, offering solutions to all of our complex LED needs. I'd highly recommend working with these guys." – Alan Rae, W Hotels

# Del Monte Fresh Produce, N.A. Inc. Installs Intelligent Energy Efficient LED Lighting

LED Light Technology has partnered with Digital Lumens to bring Del Monte an innovative and intelligent LED lighting system to the Galveston Port Facility. After installing the LED system, Del Monte will generate \$132,225.00 in annual energy savings, which equates to removing 68 cars from the road and planting 9,213 trees. Since implementing LEDs, Del Monte will experience a payback of 8 months, an ROI of 144% and \$100,000 annually in maintenance savings.



“We want to thank you for all yours and Amy’s efforts on this project and we are very happy with the performance of the product. Being able to monitor the performance and cost savings using the LightRules software system is truly amazing and takes facility lighting to a completely differently level. We look forward to the higher performance and lower costs that LED’s provide and believe we made the right decision when we chose your company to make the conversion.”

Thanks again and best regards,  
Joe Wiley, Port Manager, Galveston, TX

# Del Monte Fresh Produce, N.A. Inc

## Executive Summary

Annual savings	\$132,069
Project cost	\$92,013
Simple payback (years)	0.70
Return on investment	144%

## Annual Energy Savings

Current kWh consumption	523,242
Current energy cost	\$41,859
LED kWh consumption	7,004
LED energy cost	\$560
Annual kWh savings	516,238
Annual energy cost savings	\$41,299
Annual energy cost savings %	98.66%

## Maintenance Savings

Current annual maintenance	\$90,770
LED annual maintenance	\$0
Annual maintenance savings	\$90,770

## Project Cost

Project cost	\$149,448
Sales tax	\$0
EPAct	-\$26,460
Abandonment	\$0
Utility incentive	-\$30,974
Final project cost	\$92,013

## Key Financial Indicators

Net present value (10 years)	\$224,082
Internal rate of return (10 years)	1 yr payback
Cost of waiting per quarter	\$33,017
Revenue equivalency (annual)	\$1,650,863

## Sustainability

Metric tons of CO2 saved per year	358
Cars removed from road per year	68
Trees planted per year	9,179

## Payment Options

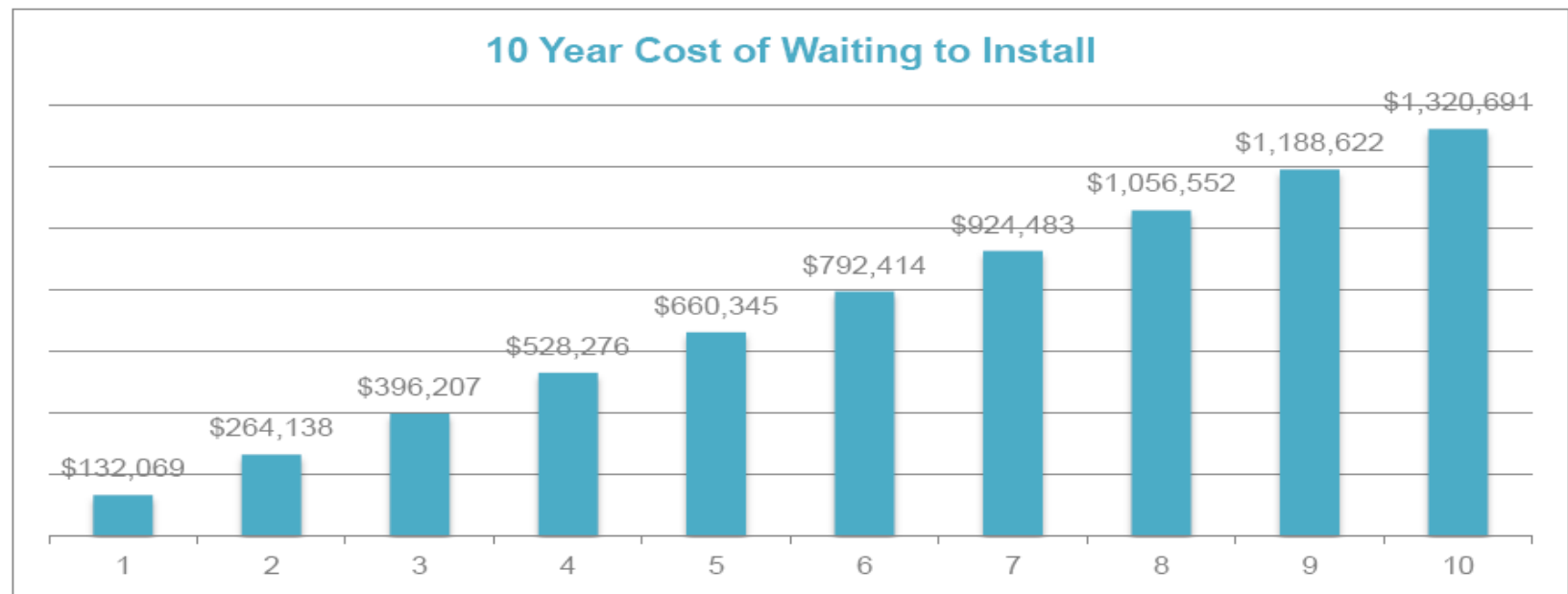
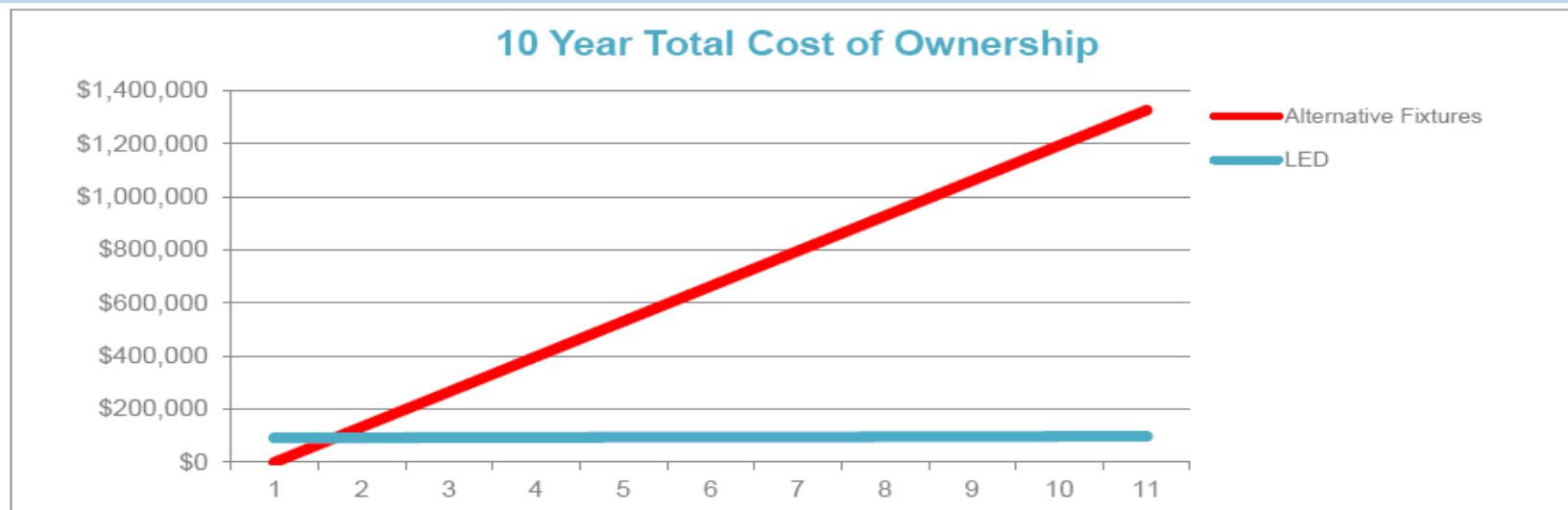
Option 1: Capital expense	\$149,448
Option 2: Capital lease	
Project cost	\$149,448
Interest rate	10.00%
Term (years)	4
Monthly payment	\$3,790
Monthly cash flow	-\$348.79

## Per Square Foot

Project cost	\$0.73
Annual current energy & maintenance cost	\$0.33
Annual LED energy & maintenance cost	\$0.00
Annual energy & maintenance savings	\$0.33

**New Fixture Replacement for 400W Metal Halide High Bays**

# Del Monte Fresh Produce, N.A. Inc

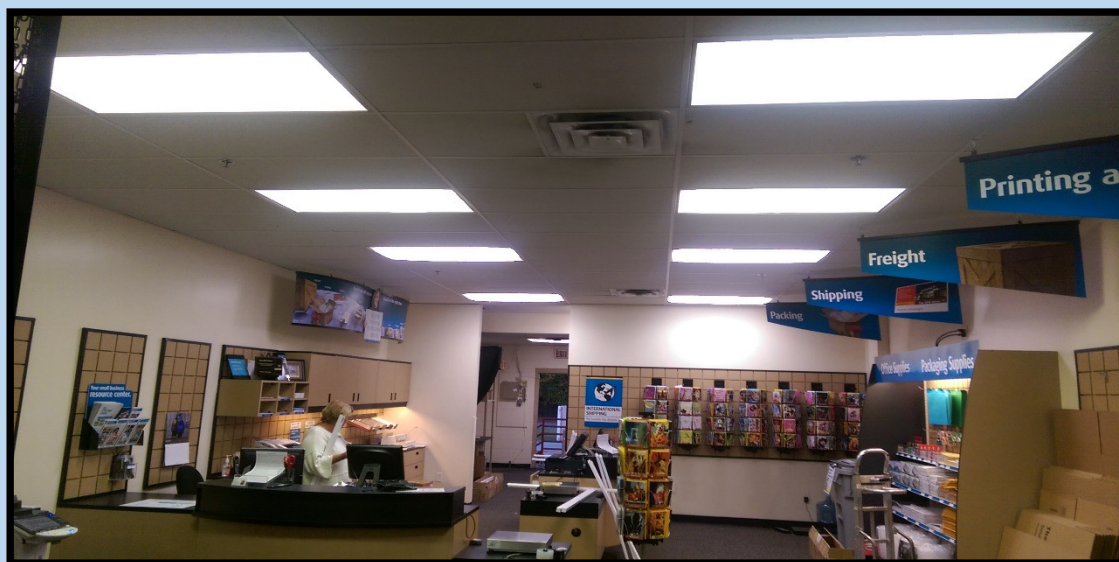


**New Fixture Replacement for 400W Metal Halide High Bays**



# The UPS Stores

A Johns Creek based UPS store upgraded traditional fluorescent to LED Light Technology's LED Plug N Play + Tube™. The store went from an average of 19-22 foot-candles with each fixture consuming 160 Watts. After installing LED Light Technology's tubes, the fixtures foot-candles increased to 59-78FC and decreased to 72 Watts. Light levels raised 470% or nearly 5 times the light and energy consumption decreased by 88 Watts/fixture, or 55%.



“LED Light Technology converted our store to LED light tubes which made an amazing difference in our store by making it much brighter than the old fluorescent type tubes. This conversion will save us a tremendous amount of time, labor and electrical energy. With more than half of the lights on 24 hours a day this will save us a lot on our energy bills each month. We are very happy with the new lights and wonder why we did not do this sooner,” said Rod Pincumbe, The UPS Store 2059, Johns Creek, Georgia.

# LED Light Tech Retrofit Program for Data Center 2x4 3 Lamp Fluorescent Fixtures

Energy Savings:	\$368,675
Maintenance Savings: (Bulbs/Ballast/Labor)	\$361,955
HVAC Savings:	<u>\$76,076</u>
<b>Total Savings:</b>	<b>\$480,946</b>
Retrofit Installed Cost:	<u>\$130,500</u>
Net Savings:	\$350,446
IRR:	99.81%
ROI:	469%
Simple Payback:	1 Year



**500 Fixtures**  
**Operating Hours: 24/7**  
**L70: 5.71 Years**

**LED Tube Replacements Reduces Electrical Consumption and Associated Heat**



# AT&T Economics of LED Light Retrofit Kit for Fluorescent 2x2 Fixtures

▪ 38,000 Fixtures	<u>LED Impact</u>	
▪ Energy Savings	\$5,747,538	
▪ Maintenance Savings	\$11,961,287	(Bulbs/Ballast/Labor)
▪ HVAC Savings	<u>\$1,186,000</u>	
▪ Total Savings	\$18,894,825	The rule of thumb for savings in air conditioning cost is 1kw-hr for each 1.5 kw-hr in reduction of lighting load.
▪ Retrofit Installed Cost	<u>\$4,560,000</u>	
▪ Net Savings	\$14,334,825	
▪ ROI/IRR/Simple Payback	294%/32.33%/2.9 Years	
▪ Assumes Lights Operate 12 Hours/Day 7Days/Week		
▪ 11.42 Year Life Cycle		

## The cost of waiting to upgrade this lighting system is

Each Month	\$135,811.30	Each Year	1,629,735.58	Life Cycle	\$18,605,306.95
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# Hines Atlanta Financial Center

## LLT Motion Tube: 20 Watts

Input Voltage: 100-277VAC

Length: 4 feet

Reliability Life: 50,000 Hours

Beam Angle: 120°

Color Temperature: 3000K, 4000K, 5000K, 6000K

Driver: High power driver efficiency >86%

Sensor: PIR Sensor Led Tube Detection Area: 5-8M. "Time Out"

Delay: Factory preset 1-5 minutes - Perfect for Stairwells or Parking Garages



## LLT Plug N Play Plus Tube (PNP+)

Watts: 4 foot 15W, 2 foot 10W

Input Voltage: 90-300 VAC

Reliability Life: 50,000 hours

Color Temperature: 3000K, 4000K, 5000K

Certificates/Ratings: DLC, UL/cUL approved

Ballast: Works with or without existing ballast

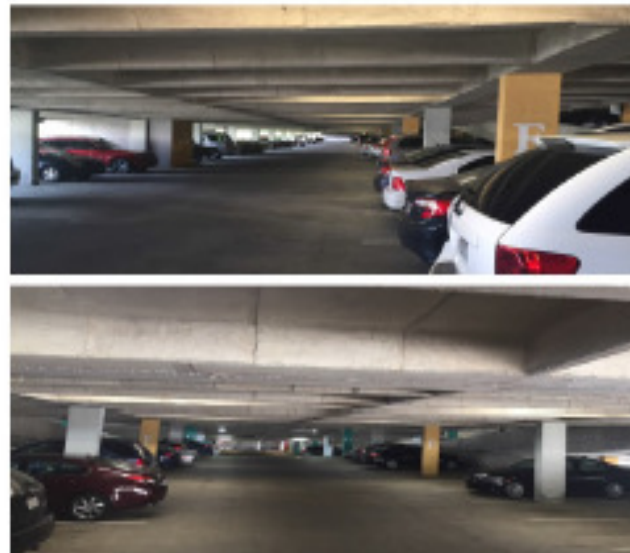
Installation: Replace fluorescent bulbs with LED P&P Tube using the existing ballast. For highest efficiency and energy savings bypass or remove ballast and use LED tubes on direct line voltage



Before: 8ft Fluorescent 2-Lamp Fixture ~180 Watts  
Replacement: LLT 8ft (2) LLT PNP+ and (2) LLT Motion Tubes) Conversion Kit

\*No Ballast/Ballast Bypass =  
100% elimination of maintenance

\*LLT PNP+ Tubes can work with  
Ballast or on direct line voltage



## Savings Metrics:

Internal Rate of Return-IRR: 119%

Return on Investment-ROI: 1274

Simple Payback in Years: 0.83

Burning Hours:

Non motion: 24/7, Motion Tubes: 12/7

After: LLT 8ft (2) LLT PNP+ and (2) LLT Motion Tubes) Conversion Kit ~70 Watts

# AT&T Parking Garage Lighting

## AT&T 5600 Glenridge Parking Garage Conversion from Fluorescent to LED Light Technology LED Retrofit Kit



Before-Fluorescent 8-Tube Fixture



After-LED Retrofit Kit from LED Light Technology

- 295 Watts/Fixture
- 14 Foot Candles Directly Below
- 4 Foot Candles in Center Aisle
- Ongoing Bulb Replacement
- Ongoing Ballast Replacement
- Fluorescent Contains the Neurotoxin Mercury
- Non-Uniform Light Levels
- Power Demand: Before 70,210 Watts

### Energy demand reduced by 54%

Annual LED Savings Est.	Payback Period in Years	Annual kWh Saved	Annual Pounds Reduction of CO <sup>2</sup> Pollution
\$27,899.77	2.7	147,291	19,483

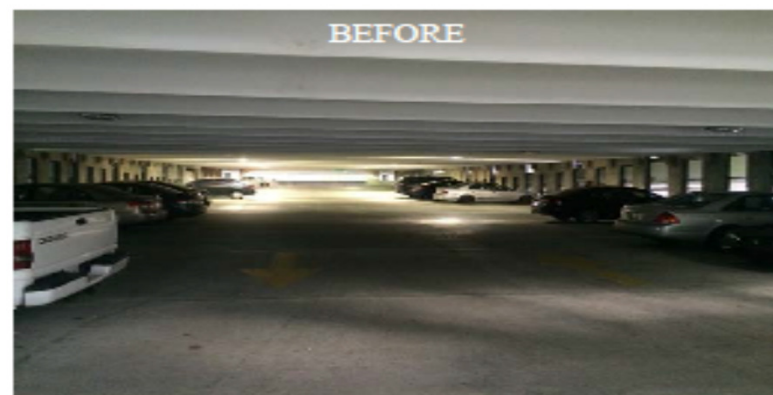
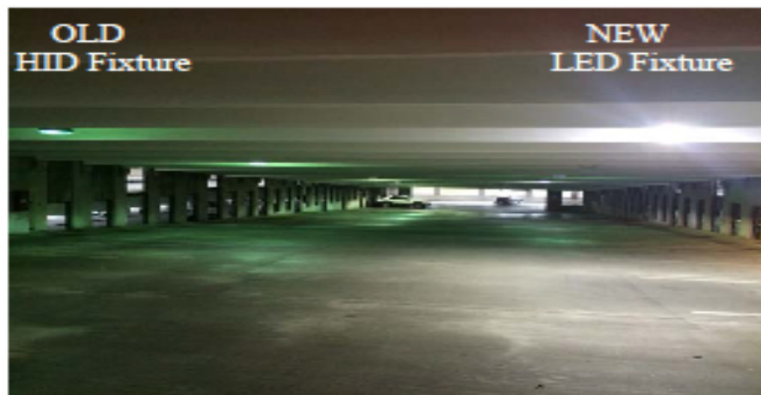
- 136 Watts/Fixture
- 23 Foot Candles Directly Below
- 8 Foot Candles in Center Aisle
- Bulbs Last 16 Years
- Lamp & Ballast Maintenance Eliminated
- Recyclable, No Hazardous Materials
- Higher & More Uniform Light Levels
- Safer Pedestrian & Vehicle Environment
- Power Demand: After 32,368 Watts



# Georgia Gwinnett College Parking Garage

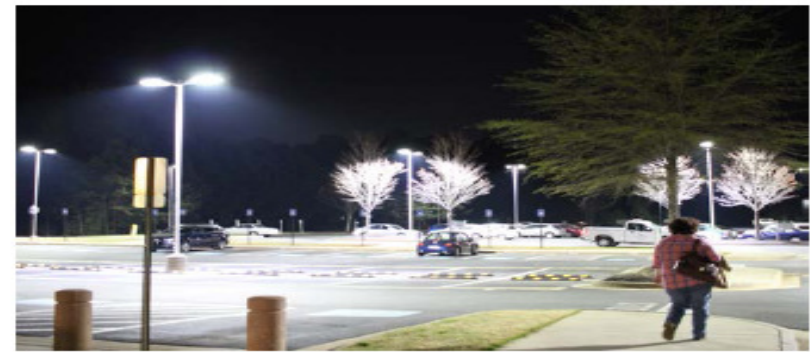


Georgia Gwinnett College continues to be a leader in energy savings and sustainability. Mr. Frank Covington and Mr. Nathan Carpenter of the GGC Facilities have upgraded their legacy Metal Halide parking garage fixtures to energy efficient LED lighting. The light levels in the parking deck have increased almost five-fold from an average of 5 foot candles to 24 foot candles. This conversion to LED will save \$203,000 kw/hr. annually and achieves a swift payback in just 2.2 years. In addition to enormous energy savings that will benefit GGC for years to come, it is estimated that the long life of the LED fixtures will eliminate the need for bulb and ballast replacements on the parking garage low bay fixtures for more than 20 years.





Georgia Gwinnett College has taken its next major stride toward energy sustainability by upgrading HID parking lot lights to energy efficient LED lighting. Mr. Frank Covington and Mr. Nathan Carpenter of the GGC Facilities division opted for a modern style fixture that will provide safer parking lots for their valued students and faculty. Utilizing LED, the B Building parking lot has increased light levels providing greater uniformity and eliminating dark spots. Students commented that the parking lot was brighter, looked cleaner and felt safer. In addition to the enormous energy savings that will benefit GGC for years to come, the long life of the LED fixtures will eliminate the need for bulb and ballast replacements for more than 12 years.





# Atlanta Classic Cars Exterior Canopy Lighting

## Atlanta Classic Cars Canopy Lights Conversion to LED



This is LED Light Technology 30 Watt LED Bulbs in Pendants. No HID  
Total watts 120.  
Footcandles 14 in center and 18 under each light.

This is 480 Watt HID only.  
No Pendants.  
Total watts 480.  
Footcandles 9.

This is 480 Watt HID plus  
3 Pendant HID.  
Total watts 930.  
Footcandles 18.

This is 4 Pendant HID only.  
No HID.  
Total 600 Watts.  
Footcandles 9.

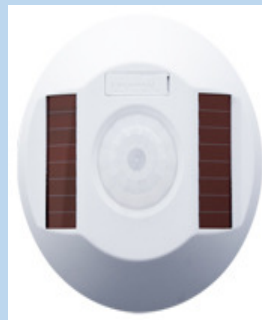
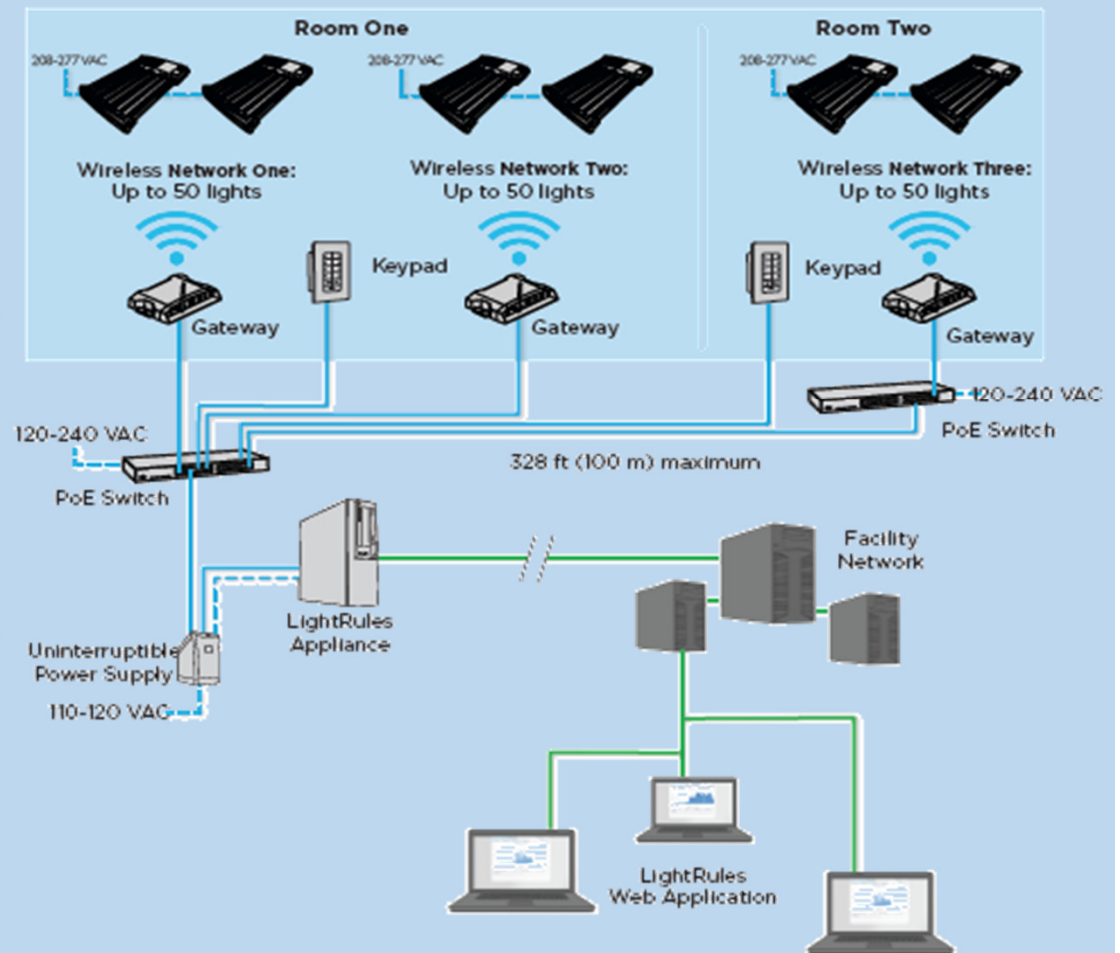
Recommend you replace the 480 Watt HID bulb with LED Replacement Bulb



# For Additional Savings Combine LED with Energy Saving Control Systems

Example System Diagram

- Dedicated LightRules Network (Ethernet cable and Zigbee/802.15.4 wireless)
- Facility Network (Ethernet)
- - - Electrical Power



# Next Steps to Achieve or Identify Your Companies Green Initiatives and Working with LED Light Technology ...

- **Identify and Evaluate Properties :**
  - Lighting Fixture Schedule & Brief Survey Form
- **Recommend LED Light Technology solutions:**
  - Interior & Exterior
- **Prepare lighting system comparative financial analysis:**
  - Use customer metrics for accuracy
- **Develop properties implementation plan.**
- **Execute LED lighting strategy/campaign to specified locations to reduce energy consumption, improve environment and strengthen your balance sheet.**

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