

# Eco Engineering Today

## Summary

Eco Engineering has become one of the largest independent design and build engineering (DBE) firms in the United States that is focused *exclusively* on energy efficient lighting. The company operates throughout North America and continues to add expertise, particularly in the areas of advanced lighting controls and promising but rapidly changing LED technology.

## 2016 Highlights

Tasked with providing lighting upgrades in 1,300+ facilities

Managed multi-site lighting upgrade program for nine Fortune 1000 clients

Implemented 60+ lighting upgrade projects for ESCO clients

Designed and installed new lighting systems for clients that will deliver \$11.6 million in annual energy savings

The combined reduction in energy consumption from all 2016 projects is expected to exceed 116 million kWh annually.

We provided services in 48 States covering all regions of the U.S. and Puerto Rico

## Markets Served

Approximately 50% of Eco Engineering's business is supporting Fortune 1000 commercial and industrial entities with their lighting upgrade needs. Industries where we have notable expertise include commercial real estate, freight and distribution, healthcare, hospitality, industrial, telecommunications, and retail.

The other half of our business is supporting ESCOs as they engage in energy performance contracts with their K-12 school, higher education, military and government clients.

## Solutions

Eco Engineering provides customers with a comprehensive engineering grade audit of the lighting environment in a given facility. A full design plan is crafted from audit results, often detailing alternative solutions to maximize energy efficiency, maintenance savings and lighting quality. A complete investment analysis and ROI projections are provided for customer decision support. Eco Engineering then performs the entire upgrade project from implementation to disposal of old technology and assists the customer in applying for any utility rebates and incentives.

## Results

Since the present ownership and management assumed control in 1998, Eco Engineering has successfully completed:

- More than 2,100 energy efficient lighting programs across 11,000+ facilities
- Involving approximately 216 million square feet of facility upgrades and enhancements
- These projects have delivered more than \$418 million in cumulative energy savings to our customers



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# Eco Engineering at a Glance

## Business Description

Eco Engineering is a national design-build energy services company specializing in providing turnkey lighting system upgrade services. We design and implement energy saving lighting and lighting control projects with compelling financial paybacks. Eco Engineering helps its customers reduce operating and maintenance expenses, boost employee productivity, while positively impacting the environment through reduced energy consumption.



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## Turnkey Services Provided

Facility audit and needs assessment  
Lighting and lighting control systems solution design  
Materials procurement  
Installation management  
Material removal and recycling  
Utility incentive and tax credit processing  
Project financing

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## Typical Project Components

Lighting technology specific to each installation (i.e. LED, fluorescent, induction, halogen) – indoor and outdoor  
Advanced lighting and sensor control technologies  
3 year *or less* project payback

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## Industry Expertise

Commercial Real Estate, Consumer Goods and Services, Education, Financial Services and Insurance, Freight Terminals and Distribution Centers, Government, Healthcare, Hospitality, Manufacturing and Industrial, Pharmaceutical and Retail facilities across North America.

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## Company History

Eco Engineering was founded in 1993 and today is one of the largest lighting upgrade services providers in the U.S. Since the ownership change in 1998, Eco Engineering has successfully completed more than 2,100 energy efficient lighting projects involving approximately 216 million square feet of facility upgrades. These projects have delivered more than \$418 million in cumulative energy savings to our customers while reducing energy consumption by a combined 4.1 billion kilowatt hours.

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## Example Clients

Anheuser-Busch, AT&T, Cleveland Clinic, Duke Realty, J.C. Penney, JPMorgan Chase, H.J. Heinz Company, Honeywell, International Paper, Kellogg Company, L Brands, Saint-Gobain, Siemens, Trane, UPS, among many others.

