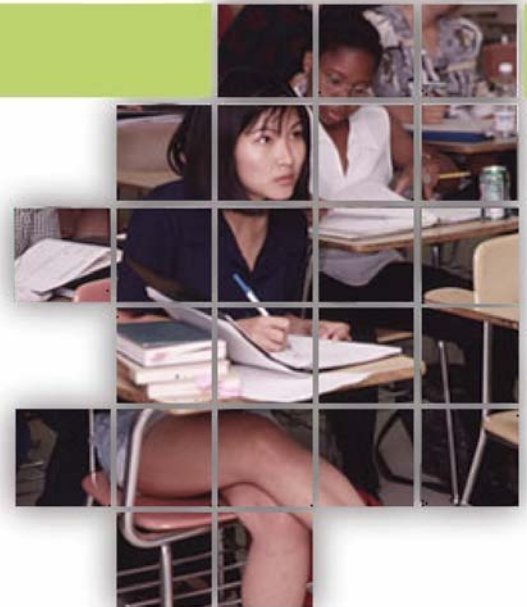
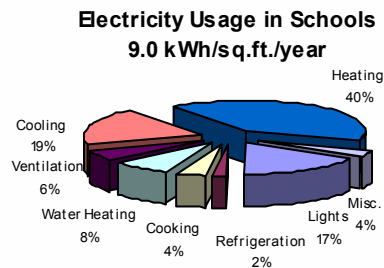


Education

Schools are excellent laboratories for energy efficient lighting projects. Hours of operation are static and energy costs are always a prime concern. Savings are easy to chart. Improvement in fluorescent lighting: improved color rendering, higher lumen maintenance and elimination of flicker have been proven to have a positive effect on the learning environment. Projects can provide an opportunity for students to learn the science of lighting and to gain an appreciation for energy conservation.

Financing techniques such as performance contracts and lease/purchases are often a solution for budgeting and capital expenditure issues. The benefits are many for schools and students.



Case Study — Linn-Benton Community College

Linn-Benton Community College, located in Albany, Oregon, is the 5th largest community college in the state. Looking to reduced energy consumption and modernize their lighting system, representatives of Linn-Benton turned to Earth Savers to provide a comprehensive lighting retrofit solution that maximized savings while improving light levels and also eliminating a potentially hazardous condition relating to the presence of PCB's in the old magnetic fluorescent ballasts. Earth Savers retrofitted all magnetic T-12 fluorescent fixtures using GE Ultra Max T8 Ballasts and high quality GE T8 fluorescent lamps following strict procedures for ballast removal and disposal. Earth Savers was able to reduce the cost of the project significantly by taking advantage of two energy conservation incentive programs currently offered in Oregon. The Oregon Energy Trust provides prescriptive rebates of \$15-\$20 per fixture for conversion from T12 magnetic technology to T8 electronic technology, subject to various conditions and limitations. The total rebate realized by Linn Benton from the Oregon Energy Trust was approximately \$74,500. A second program allows for a state income tax credit to be spread over 5 years



for up to 35% of the project cost. This credit is a dollar for dollar reduction of the state income tax otherwise owed by a tax paying entity during those years. Non-profit and public entities, such as Linn-Benton, may sell their tax credit to a taxable entity at a prescribed discounted price in order to take advantage of the credit as well. Linn Benton took advantage of this option and sold their tax credit for approximately \$60,000. The project greatly improved the quality of the lighting and thus the learning environment at Linn-Benton. This project accomplished several goals and was clearly considered to be a winner by all concerned. The complete results of the project were as follows:

Total Project Cost	\$ 242,544
Less: Incentive Rebates	\$ (74,580)
Less: State Tax Credit	\$ (60,636)
Net Project Cost	\$ 107,328
Annual Energy Savings	\$ 55,209
Project Payback (Months)	23
Project Return on Investment	51%