

How Marina del Rey **RECEIVED INSTANT DISCOUNTS FOR LIGHTING UPGRADES**

A resort-style condominium community located on Lake Shore Boulevard West in Etobicoke, Marina del Rey was built in 1988-89 and comprises 820 units. Hundreds of residents rely on well-lit hallways, parking garages, lobbies, stairwells and outdoor pathways every day. With the help of instant discounts from Save on Energy's BizEnergySaver program, they upgraded lighting and controls for **\$340,300 in projected cost savings over five years.**





IN CONDO BUILDINGS, controlling energy costs is a priority—it directly affects monthly fees, long-term financial planning and potential property value. Common area lighting is one of the biggest opportunities to make an immediate impact. Hallways, garages, lobbies and outdoor spaces operate for long hours, driving up electricity use and maintenance costs.

“Cost control is a major challenge, so we’re always looking for cost-saving measures,” says Linda Liang, property manager. “Energy efficiency reduces costs from our operating budget and helps lower monthly condo fees for our residents.”



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Because we’re condo owners, we’re invested in saving energy and reducing costs.”

TOM KILLEEN

Condo Board Treasurer and Resident,
Marina del Rey condos



FROM IDEA TO APPROVAL: GETTING THE GREEN LIGHT

"Energy efficiency is very important to the condo board because electricity is one of our biggest expenses," says condo board treasurer and Marina del Rey resident Tom Killeen. "Lighting is a major opportunity to drive down operating and maintenance costs, plus it offers the quickest payback."

Property manager Liang presented the LED lighting upgrade project to the condo board for consideration. After the board saw the BizEnergySaver instant discounts applied and the projected reduction in energy use, they approved the project.

"The BizEnergySaver program is a no-brainer once you have the data," says Steve Sykes, condo board member and resident. "When you see what the building's consumption is going to be after the upgrades, it's an easy decision to make."

ENSURING PROJECT SUCCESS: ADVICE FOR PROPERTY MANAGERS

Marina del Rey worked with Mercury Lighting, one of the BizEnergySaver program's pre-qualified contractors, to complete the work with minimal disruption to residents. Upgrading to high-efficiency LED lighting and sensors has reduced energy use, lowered operating costs and improved reliability at the complex, all while enhancing safety and comfort for residents.

"My biggest piece of advice for property managers is to develop a relationship with a trusted contractor," says Liang. "If you get three contractor quotes that are basically the same, how do you choose? It all comes down to trust. You want to know they've done projects successfully in the past."

BENEFITS BEYOND ENERGY SAVINGS

In large multi-residential buildings, frequent light bulb replacements can quickly become a major drain on a building superintendent's time. Common areas often contain hundreds of fixtures. When older bulbs burn out, the superintendent must schedule replacements, access difficult locations and ensure safety while working at heights and in busy areas.

"Our supers now spend less time changing bulbs," says Liang. "It frees up more time for other tasks."

"Residents like the new lighting and even more than that, they appreciate the condo board's work," says Liang. "These kinds of projects help build trust between the board and the residents."

BY THE NUMBERS

LED lighting conversion

\$71,727

Instant discounts

453,700 kWh

Estimated annual
electricity savings

\$340,300

Expected cost savings
over five years

0.8 years

Expected project payback





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BIZENERGYSAVER INCENTIVES were an important selling point to the board."

LINDA LIANG

Property Manager,
Marina del Rey condos

HASSLE-FREE UPGRADES THAT PAY OFF FROM DAY ONE

Improving energy efficiency doesn't have to be complicated. The **BizEnergySaver program** makes retrofits simple and hassle-free for industrial, commercial, institutional and multi-residential buildings.

By offering upfront incentives and direct installation of select equipment, the program helps ease local electricity system constraints in Ottawa and select areas of Toronto. Some upgrades are now covered 100%, and the BizEnergySaver program team handles everything—from scheduling to installation and cleanup—so your building can perform better.

WHAT'S INCLUDED?

- Variable frequency drives for pump systems and fans.
- Parking garage ventilation system controls.
- High-efficiency lighting and sensors.

Book your free on-site assessment today

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By phone: 1-833-934-0778