

CUSTOMER SPOTLIGHT

Office Buildings | Lighting



Young Park, GEICO Facilities Manager, oversaw lighting upgrades at the company's headquarters in Chevy Chase, MD.



SAVINGS AT A GLANCE

GEICO used incentives to upgrade its lighting system and occupancy sensors at its corporate headquarters in Chevy Chase, MD

Program

Pepco Energy
Savings for Business
(Prescriptive Lighting)

Total project cost

\$791,000

Annual energy savings

1,330,560 kWh per year
\$159,668 per year

Payback

Less than 2.5 years

GEICO's Got Energy Efficiency Covered

As the second largest private passenger auto insurer in the United States, GEICO helps drivers throughout the country in the event of an accident or unexpected breakdown. But the company's idea of coverage is not limited to the more than 27 million vehicles it insures—it is mindful of its energy use, its carbon footprint, and its employees' well-being. With the help of the Pepco Energy Savings for Business Program, GEICO recently completed lighting upgrades at its headquarters in Chevy Chase, Maryland, a move that improves the company's energy efficiency, limits its environmental impact, and creates a more comfortable working environment for employees.

The Opportunity

Young Park, GEICO Facilities Manager, has long had an interest in energy efficiency and how it applies to his two primary job functions: maintaining GEICO's 600,000-square-foot corporate headquarters and keeping the 3,000-plus associates who work there comfortable.



An Exelon Company



"We were very impressed by the Pepco Energy Savings for Business Program. The team was easy to work with, and the incentives are hard to beat. We've seen such a positive change here at our corporate headquarters that we've begun to make similar improvements at offices across the country."

– Young Park | Facilities Manager | GEICO

"It's important for us to make smart decisions about planned maintenance and renovations," Park says. "Pepco has been our long-term energy partner, and the more I learned about the Energy Savings for Business Program the more I realized there was no downside to participating."

After speaking to senior management and coordinating with members of Pepco's energy efficiency team, the company was ready to start making upgrades. Park says it wasn't a hard sell. "Everyone here at GEICO recognized this would be a good step for us to take."

In late 2017, the company replaced 7,000 fluorescent lamps with high-efficiency LED bulbs, thanks to incentives received through Pepco's Prescriptive Lighting Program. The new lighting is featured throughout the campus—in the building's communal spaces, in the hallways that connect the different departments, and throughout the grounds and parking lots.

Park was initially wary that fulfilling program requirements and completing the requisite paperwork would be complicated, but his concerns were quickly put to rest.

"Throughout the entire process, the support we've received from the Pepco Energy Savings for Business Program has been invaluable," Park says. "They made sure to answer any questions we had, kept us educated about the options that were available, and kept us in the loop about different incentive opportunities. It was really easy to participate, and the upgrades only took about two months to complete."

The Benefits

Park says there have been a variety of benefits to making energy efficiency upgrades, including:

- Projected energy savings of 1,330,560 kWh per year
- \$159,668 in annual cost savings
- Reduced greenhouse gas emissions—equivalent to passenger vehicles driving 2,427,023 fewer miles
- Improved maintenance efficiency—because LED bulbs last longer than traditional lamps, the staff is free to work on other projects rather than making frequent replacements

Employees appreciated the improvements as well. "Our team couldn't believe what a difference the LED lighting made," Park says. "Our job is to work behind the scenes and make sure everything is running smoothly, and the highest compliment we can get is that what we've done makes their jobs easier."

The Pepco Energy Savings for Business Program provides financial incentives and technical assistance to help businesses maximize energy efficiency and reduce energy costs. Financial incentives can cover 40%–70% of project costs.

For more information, visit [pepco.com/business](https://www.pepco.com/business) or call us at **1-866-353-5798**.



EmPOWER Maryland programs are funded by a charge on your energy bill. EmPOWER programs can help you reduce your energy consumption and save you money. To learn more about EmPOWER and how you can participate, go to [pepco.com/business](https://www.pepco.com/business).

© Pepco, 2018



An Exelon Company