



# #20.6 - Lighting Audit Service & Solutions

COOPERATIVE PURCHASING  
CONNECTION GUIDE

# ABOUT TRC

CLMC, CLEP, AND LC CERTIFIED LIGHTING EXPERTS



PRESIDENT WENDY FRY AND FOUNDER STEVE KATH HAND DELIVER HOLIDAY GIFTS TO EVERY TRC EMPLOYEE TO THANK THEM FOR THEIR HARD WORK AND SERVICE

## Woman Owned Small Business

THE SAME GREAT COMPANY THAT PROVIDES YOU WITH ENVIRONMENTAL SERVICES BEGAN AS A LIGHTING COMPANY!

The Retrofit Companies, Inc. is a Woman-Owned, HUBZone and CERT certified, business, doing business as Retrofit Lighting and Design and Retrofit Environmental. Our mission is to

**“Develop and implement customized energy-efficient lighting and environmental solutions for businesses”.**

Founded in 1992, TRC began by offering energy-efficient lighting upgrades, as well as converting lighting technologies such as HPS, HID and metal halide to fluorescent. We are a licensed electrical contractor, so in addition to lighting upgrades, we also performed electrical service work. As regulations changed in the mid-1990s, we added a recycling division, for the proper recycling and disposal of mercury and PCB lighting technology.



Now, our lighting and design division solely focuses on commercial lighting design and project implementation. We take a custom approach to every project, to ensure that projects perform to our customer's expectations and requirements, and we always take a vendor-neutral position when specifying lighting solutions. With the emergence of LED technology, our team of certified lighting professionals have adapted to the market and continued their growth and expertise to design the most efficient lighting projects. Every project maximizes the value of LED technology and is delivered turnkey. After we design the project, we manage every entity of the project until it is delivered as planned, including: material, installation, rebate fulfillment, recycling, with the ability to offer third party financing, as well as promoting the results of the project upon completion with our in-house marketing team.



RETROFIT  
LIGHTING & DESIGN

# ABOUT THE CONTRACT



## What is the goal of this CPC contract?

**To simplify the process.** Removing the need to respond to multiple quotes and proposals allows for a reduction in administrative and overhead costs through CPC's purchasing procedures.

### 1 No More Bids

By working with TRC you no longer need to go out to bid for your lighting projects. TRC handles your needs from inquiry to installation.

### 2 Lighting Energy Studies

We provide a certified lighting energy study to showcase your full scope of work, energy analysis, photometrics, renderings, spec sheets and rebate incentives.

*See next page for details*

### 3 Project Implementation

We provide turnkey lighting services, often sourcing local contractors for the install, while managing the project all the way to completion, ensuring your satisfaction.

#### ADDITIONAL VALUE

Financing Available

Project Promotion

Certified Lighting Designers

Energy Efficiency Consultants

For more information on our Lighting Services please visit

[www.retrofitcompanies.com](http://www.retrofitcompanies.com)

# LIGHTING ENERGY STUDY

What is included in a Lighting Energy Study?



## VALUE IN PLANNING

Every successful project starts with attention to detail. Our customers benefit from our unique Lighting Energy Study, which provides a customized project, with unique solutions fit for your building and your specific building needs.



**SAMPLE  
IMAGE OF  
SCOPE OF  
WORK**

## INCLUDED IN THE STUDY

Every project is different, and we have experts to figure out your unique needs, however every Lighting Energy Study includes:

### SCOPE OF WORK

Every detail of your existing lighting system and proposed solutions

### SAVINGS SUMMARY & ANALYSIS

A snapshot of energy savings and rebate information

### PHOTOMETRICS

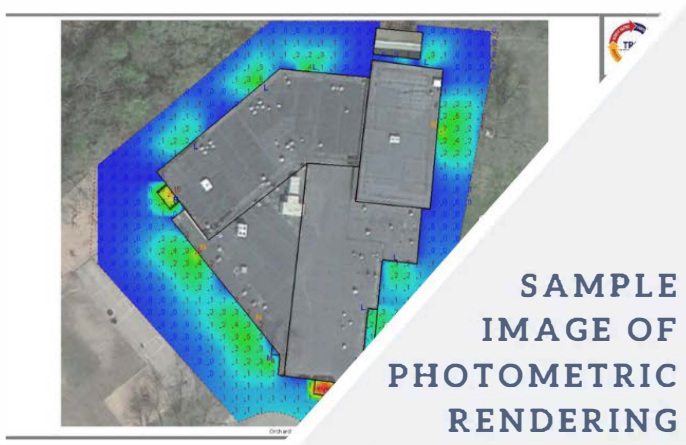
Models of proposed lighting system

### FIXTURE CUT SHEETS

technology specification details

### UTILITY LIAISON SERVICES

Used for rebate studies and submitted to utility companies to maximize project rebates



**SAMPLE  
IMAGE OF  
PHOTOMETRIC  
RENDERING**

[CLICK TO DOWNLOAD  
FREE EBOOK  
WITH MORE INFORMATION ON  
DESIGN AND PHOTOMETRICS](#)

# TURN-KEY

What does "turn-key" mean? Why is it important?



## 1 VENDOR EVERY STEP OF THE WAY

Our turnkey solutions will provide members the ability to call one trusted, certified lighting professional to design their lighting upgrade. Using a custom, vendor-neutral approach, TRC has the ability to design the right project then implement the solution and manage the project until completion.



We learn your pain points and your goals

### CONSULTATION



A thorough, detailed and verified lighting audit

### LIGHTING ENERGY STUDY

## TURN-KEY COMPONENTS

From inquiry, to design, implementation and rebates, we manage your custom project from top to bottom.

### CERTIFIED LIGHTING DESIGN

### VENDOR NEUTRAL PRODUCT SPECS

### PROJECT IMPLEMENTATION

Including management of material, installation, and recycling. We can also source local labor; both options TRC is on board until project completion.

### REBATE FULFILLMENT

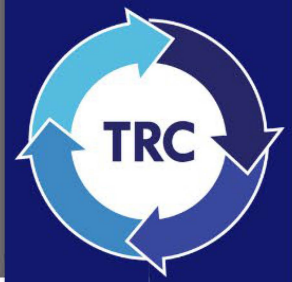
Maximize incentives on every project.

### PROJECT SHOWCASE

TRC's Marketing Team can promote your project, highlighting your company goals and successes.

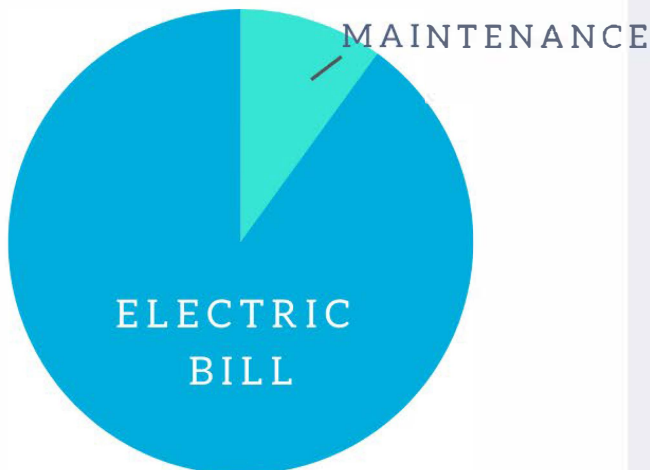
# FINANCING

Do you need financing options for your lighting upgrades?

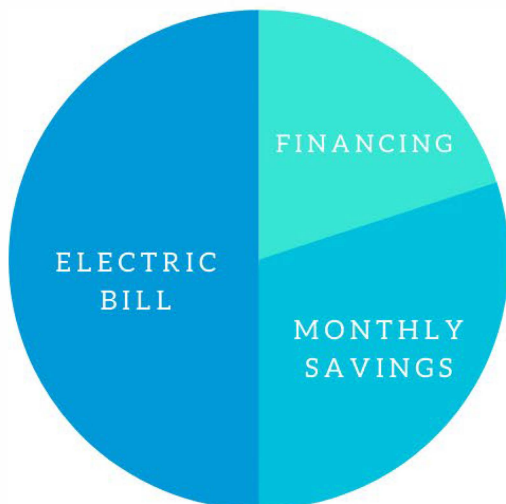


## SECURE FINANCING SOLUTIONS

TRC believes that every school, every student and every community member should benefit from efficient and improved lighting. Our lender relationships allow us the opportunity to offer this special financing solution to CPC members.



**BEFORE**



**AFTER**

## FUNDING OVERVIEW

Our lenders are eager to support school districts and educational facilities nationwide. Your project likely qualifies for special terms.

**CONTACT LIGHTING EXPERT**

Questions about financing?

## CONTACT US

**Jake Andrist**

Sales & Marketing Manager

[jandrist@retrofitcompanies.com](mailto:jandrist@retrofitcompanies.com)

Direct: 507-363-0656

Toll Free: 800-795-1230

LEARN MORE AT  
[RETROFITCOMPANIES.COM](http://RETROFITCOMPANIES.COM)

# SERVICE AREA

Where does Retrofit Lighting & Design provide lighting design and implementation?



## CPC TRI-STATE AREA

TRC designs and implements projects across the nation and we are happy to service the entire CPC tri-state area. With offices in Owatonna and Little Canada, MN, some areas are subject to additional fees.

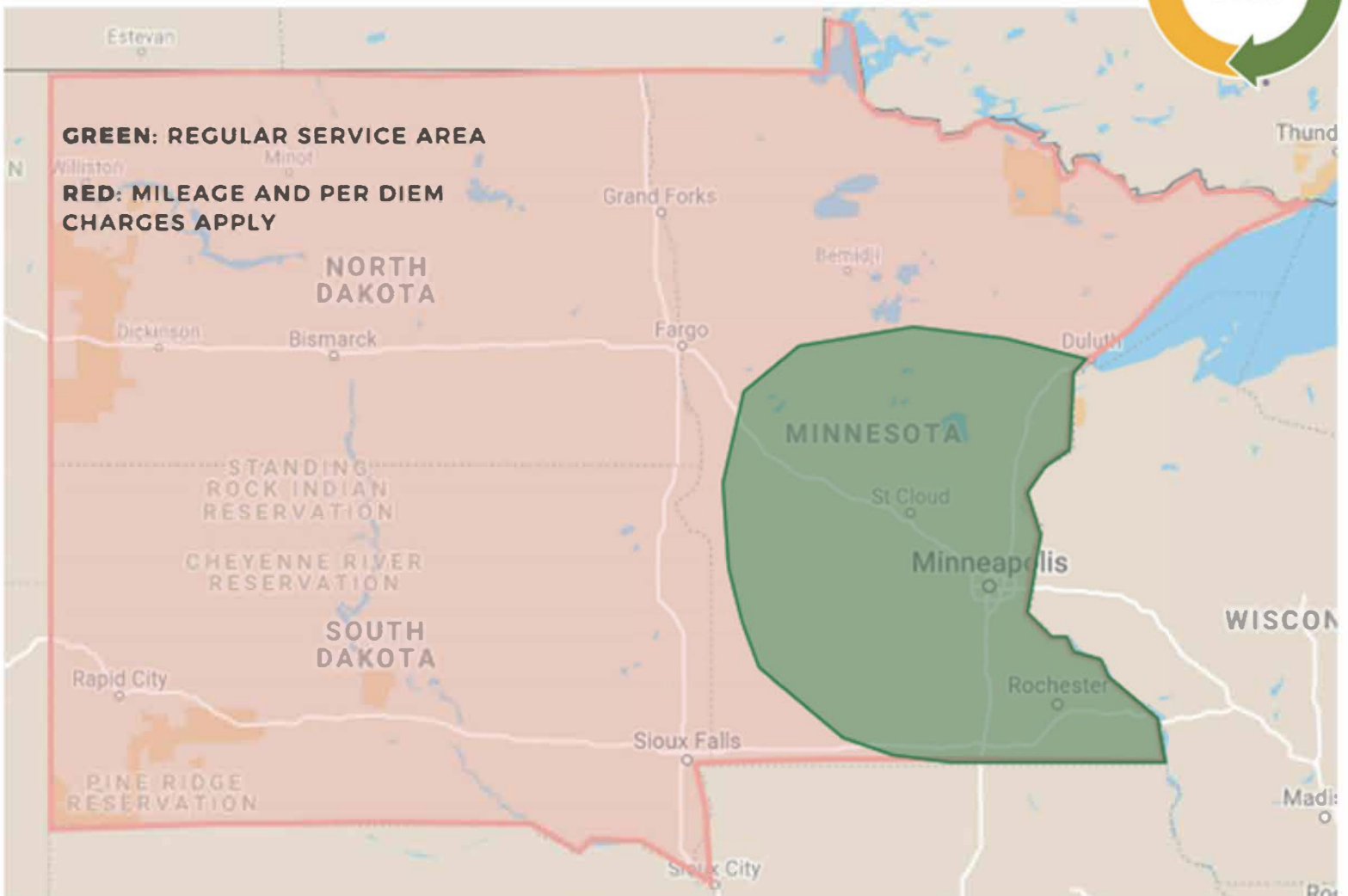
## QUESTIONS?

**Jake Andrist**

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Direct: 507-363-0656  
Toll Free: 800-795-1230

THE RETROFIT COMPANIES, INC.

# SERVICE AREA MAP



# CUSTOMER TESTIMONIALS

TRC Customers Share Their Lighting Success Stories



## FULL COLOR TUNABLE LIGHTING Faribault Schools

Color-tunable lighting supports special education classrooms at Faribault Middle School in Faribault, MN.



Staff members share the impacts of their new lights

Watch more customer stories at [retrofitcompanies.com](http://retrofitcompanies.com)

### REDUCED BEHAVIORS

Retrofit Lighting & Design upgraded the entire facility to LED lighting & installed full spectrum color tunable lights in both special education classrooms, including a wall-mounted iPad & app based control systems. Teachers from Faribault Middle School share that they have observed reduced problem behaviors, increased patience in their students & staff, as well as more interest in their special education programs.



# CUSTOMER TESTIMONIALS

TRC Customers Share Their Lighting Success Stories



## CALEDONIA PUBLIC SCHOOLS

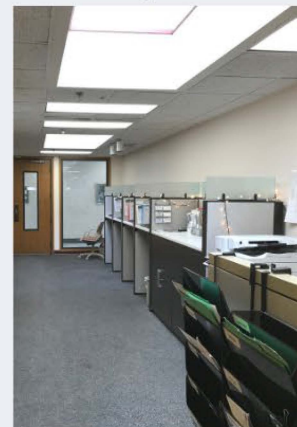
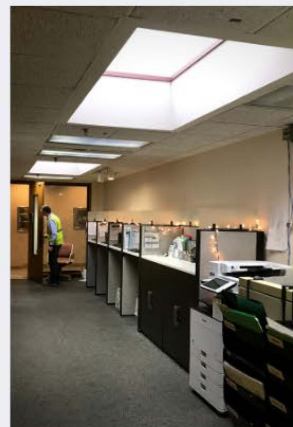
"A complete LED lighting retrofit across both buildings provides a brighter, more welcoming environment, but more importantly it provides a lot of energy savings. We could save up to \$10,000 annually," Craig Ihrke, Caledonia Public Schools Superintendent



WATCH  
Entire  
District  
Upgrades  
Lighting

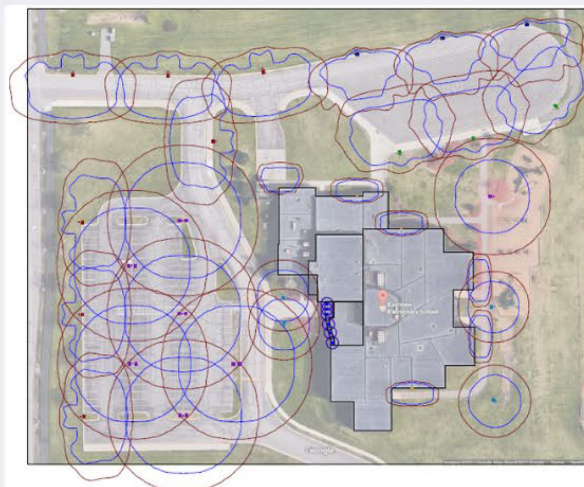


TRC  
Reduced  
Energy  
Consumption  
by 50%



## AMESBURY TRUTH

"Having the energy study helped; they could continue to customize the quotes for us based on our needs. TRC guided us on what different options we had and then we could really make the choice." - Jason Rohe, Facilities Engineer



## LAKEVILLE SCHOOLS

Decreased lighting energy costs by 44%, simple payback of 7 yrs, and replaced and recycled all inefficient fixtures. The environmental impact of this project is equivalent to nearly 8 tons of waste recycled instead of landfilled.

Read more customer stories on our blog:  
[retrofitcompanies.com/blog](http://retrofitcompanies.com/blog)

# TRC RESOURCES

Don't miss our latest content on our blog or social channels!

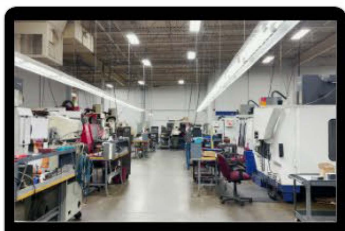
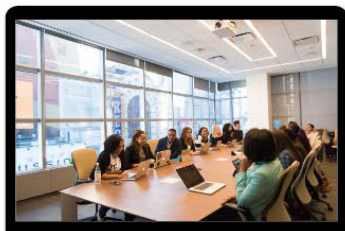


## DON'T MISS THIS

Our goal is to be a source for you to find answers to all of your questions related to lighting upgrades, retrofits, lighting design and more. We are constantly publishing new content related to topics such as LED, energy-efficiency, the latest technologies, as well as our regulated waste services.

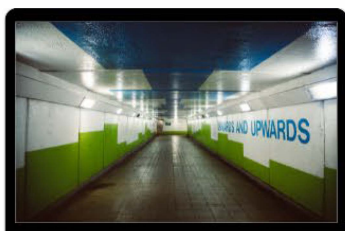
### TOPICS

**IMPORTANCE  
OF PROPER  
LIGHT LEVELS**



**WAREHOUSE  
LIGHTING**

**TAX BENEFITS  
OF LED  
LIGHTING**



more at  
[retrofitcompanies.com/blog](http://retrofitcompanies.com/blog)

### CONNECT WITH US



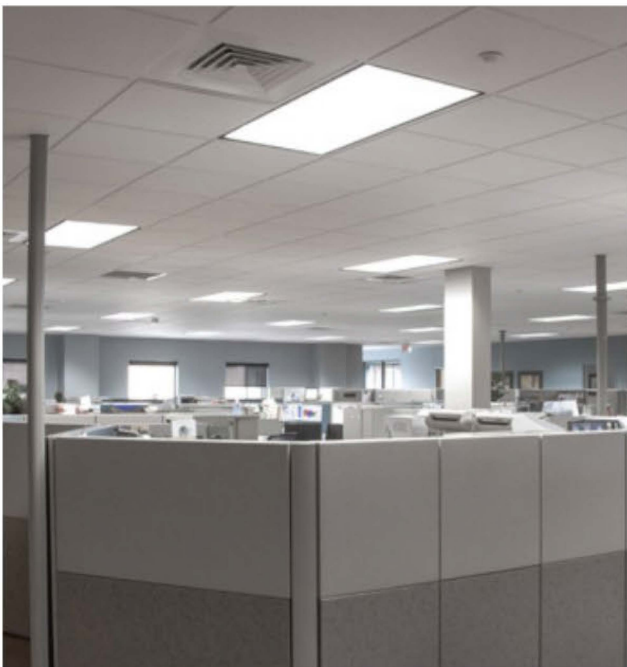
### TRC ON CPC



Visit our profile on CPC's portal to learn more about our contract.

### NEED TO SCHEDULE A MEETING?

[retrofitcompanies.com](http://retrofitcompanies.com)  
OR  
800-795-1230



# CONTACT US

## RETROFIT LIGHTING & DESIGN

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## TRC'S ADDED VALUE

Discounted Pricing for Lighting Design & Solution Services

CPC Members Only website offers access to information regarding lighting, and energy-efficiency resources

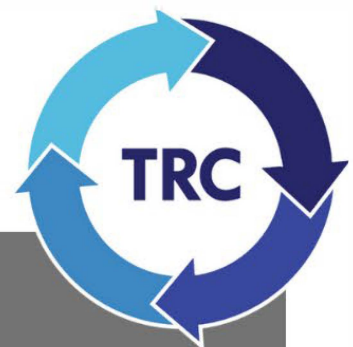
Turn-key Solutions

Connect with our Lighting & Design Experts

Rebate fulfillment and processing

Third-party financing available

In-house Marketing Team



Visit [retrofitcompanies.com](http://retrofitcompanies.com)

CPC Portal:

<https://retrofitcompanies.com/landing/cooperativ>  
e-purchasing-connection