

How can municipalities earn better returns on their money?

This is what 10-20% Internal Rate of Return (IRR) looks like:
Mapleton Recreational Facility



Before the install

Municipalities have numerous investment options and even more demands for funding. Traditionally, energy management costs have not been evaluated in the same way as other expenditures or investments. Energy costs have been considered as fixed costs that staff can do little about and investing in energy efficiency projects treated as something to consider when 'we have extra money'. However, in this current environment of low interest rates and increasing energy costs, investing in energy efficiency projects make more sense than ever.

With a mandate to help municipalities save money and build capacity, LAS is here to help. We offer two services focused on LED lighting, streetlighting and high-bay, because of the increased efficiencies and operational life time over traditional lighting produce projects with excellent rates of return. Even better, LEDs offer substantially improved lighting quality with less waste than incumbent technology which benefits the public as well as the natural environment.

The LAS Recreation Facility LED Service is a complete turn-key solution combining top quality product, extended warranties, robust photometric design, full installation management, and commissioning services, plus finance options. This service targets high-bay lighting with LEDs and advanced control systems in arenas, recreation facilities, transit, and



After the install

public works garages, or wherever there are high ceilings. These projects benefit from strong incentives from utilities, dramatically improved light quality and levels, plus very aggressive payback periods. High bay LED luminaire costs have stabilized and provide an excellent payback when compared to most incumbent technologies. Factor in the cost of maintaining an old and expensive lighting system versus the immediate savings which LED lighting can provide, and the answer is clear - it pays to install LED lighting as soon as possible.

The more than 130 municipalities that have signed on to the LAS LED Streetlight Upgrade Turn-Key Service are enjoying more than \$11 million in energy and maintenance savings per annum. Adding in the efficiencies gained by proper lighting design, the valuable utility incentives in market, and the other societal and environmental benefits, and you can see why upgrading one's streetlight network to LEDs is quickly becoming a 'no-brainer' for municipal staff and councils interested in sustainability.

About LAS: Created in 1992 by the Association of Municipalities of Ontario, LAS is a not-for-profit corporation mandated to assist Ontario municipalities with competitively-priced and sustainable co-operative business services.



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