

# FOCUS Manufacturing and Office Space

ART + SCIENCE + ECONOMICS

## We provide and install all material and equipment

Focus Electrical Contracting will provide a comprehensive audit of your facility designed to look at all of your existing fixtures, lamps and wattages. We examine every detail of the installation so we can prescribe the best overall approach. We then provide a proposal that gives in detail how we would approach each fixture in each area.

This also provides a description of what you currently have and what we propose based on getting the most bang for you buck.

We, of course, always listen to any special concerns or ideas the customer has in mind in remodeling to their specific needs.



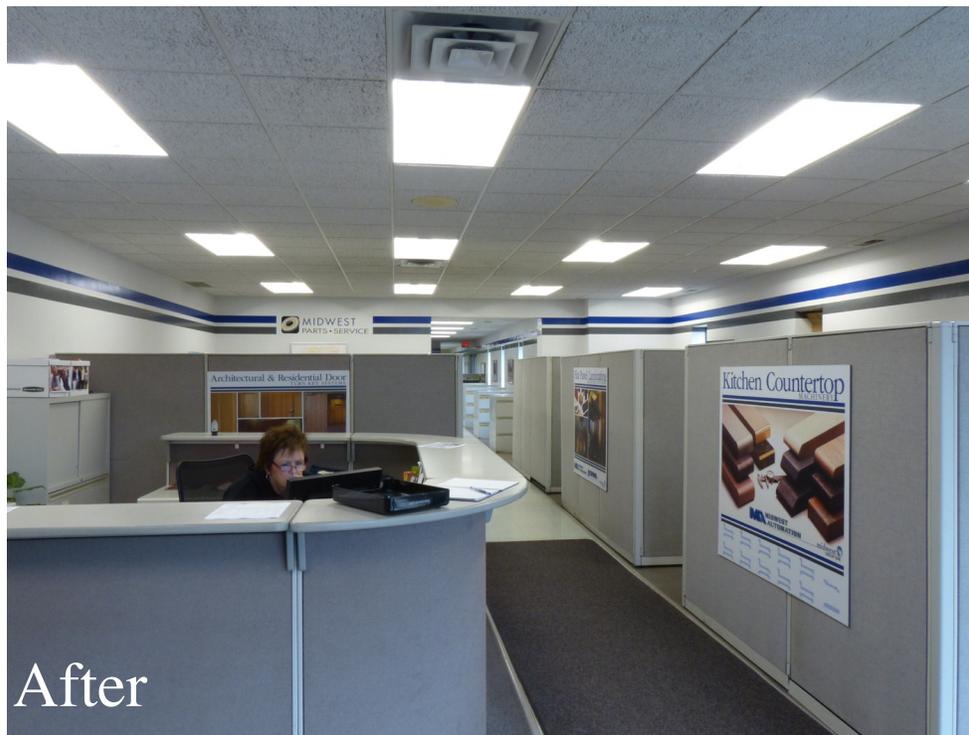
On this particular project we more than doubled light levels, from 17 foot candelas to 39 foot candelas and at the same time decreased energy usage by 50 %

# We provide and install all material and equipment



Before

We use our in-house, well-trained staff of experienced, licensed electricians, to install the most state-of-the-art lighting, controls, and equipment technology available today. The products we specify not only reduce energy usage but last 2 to 4 times longer than currently installed technology. With this approach we wind up with a customer that sees improvement in the performance of the lighting in their facility and a reduction in their utility bills, in general by over 50%.



After

Annual Cash Saving.....	\$17,608.42
Annual KWh Savings.....	14,261.76
Annual O & M Savings.....	\$2,134.40
Rebate.....	\$23,588.00
Pay Back.....	0.1 Years
ROI.....	Favorable

# FOCUS Controls

ART + SCIENCE + ECONOMICS

## Innovation Sets Us Apart:

As pioneers in the use of Advanced Controls and Automation, Focus Companies continues to seek and integrate technology to help optimize your energy use.

### Dynamic Lighting Controls

Recent innovations in lighting controls, programmable ballasts, and wireless networking protocols allow Focus to design a system where each fixture can be dimmed, turned off, and restarted based on schedule, occupancy/motion or even available ambient daylight.

### HVAC Optimization and Energy Management

New sensor-based technology allows for much better use of your existing HVAC equipment, reducing energy costs and extending the life of your system. Focus can help you select a range of products from simple wall-mounted controls to web-accessible, wireless energy management and monitoring systems.

### Lighting Dashboard

Simple console to set up & refine dynamic lighting • Time-based Optimization

- Daylight Harvesting
- Multi-level Lighting & Dimming

Mechanical & EMS Dashboards  
Web-based portal including • HVAC Monitoring Sensors • Device Controls

- Energy Management Systems
- Energy Monitoring Systems



### Talented Professionals Who Respect Your Time and Your Property

Focus' talented team of service Professionals are devoted to our mission of providing prompt and courteous service to our customers. We work directly with owners of a wide variety of commercial, manufacturing, technical and professional businesses.

- Repair of electrical power & lighting for commercial, industrial and residential properties
- Making engineered lighting plans with foot candle level and fixture schedules
- Lamp changes
- custom lighting retrofit solutions
- back up generators
- HVAC optimization
- Power factor correction
- Lighting control systems
- Motion detectors
- Daylight harvesting
- Scheduled control, time clocks & automated timers, etc.

Our professional service electricians also provide electrical service work for residential customers: from adding new circuits to upgrading or replacing the service panel to troubleshooting and repair of problem circuits.  
Capabilities.

- Calculation of projected energy savings through the implementation of energy saving solutions.
- Perperation of utility rebate application
- Calculation of estimated rebate available
- 179D certification, evaluation and preparation
- Utility rate analyses
- Cost benefit analyses
- Energy audits
- energy use assessment
- Evaluation of energy efficient equipment and technology

Actual mid-installation photo



Before Foot Candles at 18

After Foot Candles at 39

# Exceptional Service

FOCUS Companies provides electrical service second to none. Our service coordinators are available from 7 a.m. to 4:30 p.m. Monday through Friday to take requests for electrical service, schedule appointments and dispatch technicians.

After hour professionals are on call to respond to emergencies. We have several service vans equipped for small projects, electrical installations, troubleshooting and repairs. Our technicians will promptly repair your electrical systems whenever and wherever the need arises.

Commercial &  
Residential



# FOCUS Grocery & Retail

## ART + SCIENCE + ECONOMICS

### Our Approach for Grocery and Retail:

The grocery and retail market is one of the specialties where Focus Companies offers the best blend of art, science, and economics. We understand how to help you impact behavior by establishing the optimal light ratios, appropriately washing surfaces with light, and reduce wasted light above the visible vertical plane.

### ART

#### Objectives

- Improve the appearance of your store
- Improve safety inside and out

#### Solutions

- Light the Product Shelves, where shoppers buy, through custom fixtures
- Direct shoppers to purchase merchandise through Lighting Ratios
- Create comfort for positive shopping experience
- Wash the Space Surfaces with Light to create warmth and increase customer comfort



### SCIENCE

#### Objectives

- Apply the best available technology to save energy and improve store appearance
- Test emerging products to ensure viability and assess manufacturer claims vs. actual performance
- Design new industry specific products where none exist

#### Solutions

- Solutions such as our Custom LED Fixtures: Door Cases, Produce, Merchandising End caps, and even new Outdoor Wall Packs and Soffit Lights
- Advanced Controls such as Occupancy Sensors, Time We, of course always listen to any special concerns or ideas the customer has in mind in remodeling to their specific needs. Based Optimization, Photocells/Day lighting, and Multi level lighting and dimming
- Cooling System Optimization such as HVAC Active Energy Management Controls and Economizer Control Systems

### ECONOMICS

#### Objectives

- Understand and communicate the total economic impact of every solution design
- Employ advanced Energy Conservation Opportunity (ECO) modeling to optimize product selection

#### Solutions

- Comprehensive ECO Report which considers each opportunity's Energy Savings, Operating & Maintenance Savings, and Cooling Load Savings
- Advanced Energy At Risk (EAR) analysis which outlines cost of proposed solutions vs. the cost of doing nothing



# ART + SCIENCE + ECONOMICS



## After photometrics

V7'	80FC
V5'	57FC
V3'	49FC
H3'	92FC
H1'	63FC

## Before photometrics

V7'	56FC
V5'	49FC
V3'	44FC
H3'	50FC
H1'	35FC

## A Comprehensive Approach:

Provide energy conservation and cost of operation solutions to strengthen our clients bottom line.

Provide **ongoing expertise** to assist companies to choose long lasting conservation and technology improvements that optimize the building environment & overall cost of operation.

Provide **innovative and proven conservation strategies** that are based on sound engineering and financial modeling.



# FOCUS Parking Lots

ART + SCIENCE + ECONOMICS

Before



After



## Before / After Parking lot Retrofit:

- Improved color rendering (90CRI)
- Improved safety and security
- Improved light levels
- Improved lighting uniformity
- Reduced cost of operation
- Utility rebates available



## Reduce your maintenance cost & dramatically reduce your energy consumption

### We accomplish this for you

- By retrofitting the existing fixtures with an improvement in technology. This strategy can be a good solution as it's cost is not as high as a total replacement.
- Replacing the current fixture, as is in the case below gives the overall best results in energy savings (75% in this instance). The initial cost may sometimes be high but is made up for with both maintenance and energy savings. This is something to keep in mind when looking at parking lot solutions.

