

# Increase employee productivity and sales with **energy-efficient lighting.**

From universities to retailers to a variety of businesses, better lighting can improve productivity in a numerous ways. For example, office work might be completed quicker and with greater accuracy. Students might score higher on tests. Completing a manufacturing task might take less time and be done with more accuracy. In fact, productivity benefits for lighting enhancements range from 1 percent to more than 20 percent.

## IN MANUFACTURING

The financial impact can be calculated if it's assumed that better lighting could improve industrial productivity by 1 percent. The Economic Census Bureau Annual Survey of Manufactures indicates that the average value of shipments per manufacturing employee is \$500,000. A lighting upgrade for a manufacturing facility with 100 employees could see a 1 percent productivity increase worth \$500,000 per year! At a 5 percent net profit margin, the profit contribution would be \$25,000 for 100 employees. Compared to lighting and HVAC combined retrofit energy savings, that productivity increase provides twice as much money savings.

## IN RETAIL

Installing a new lighting system at the Fairmont Fair mall in Syracuse helped reduce manned security patrols and snow removal time, according to The Guide to Practical Property Management. Plus, it increased tenant occupancy and sales for a combined benefit of \$102,500 for the mall's owners and \$1.2 million for store owners.

## IN SCHOOLS

National Grid wants to help New York students improve test scores by improving facility lighting. In Chicago and Washington, D.C., student scores on standardized tests improved 3-4 percentage points with an enhanced facility. Students in California who were exposed to natural daylight achieved up to 20 percent faster progress on math tests and 26 percent on reading tests, according to the California Board for Energy Efficiency.

**Ready to improve productivity in your facility? National Grid has lighting resources and incentives that can help. Contact your account manager, call 1-800-787-1706, or email [efficiency@nationalgrid.com](mailto:efficiency@nationalgrid.com).**