



## PROJECT SCOPE

Economic Analysis and  
Business Case Justification

Multi-State Labor, Utility  
Incentive Administration and  
Contracting

Complex Materials Procurement  
and Logistics

Real-Time Cloud-Based Project  
Client Dashboard Showing  
Completion Status and  
Accounting

## RESULTS

First Fifty Communities:

- 2.90 Year Payback Period
- \$268,574 Maintenance Savings
- \$554,843 Electricity (Cost) Savings
- \$69,762 Utility Incentive Secured

# RAPID DEPLOYMENT OF MULTI-STATE LED UPGRADE RESULTS IN +\$500K IN ENERGY COST SAVINGS

## PROJECT SUMMARY

Business: International Manufactured Housing and RV Community REIT

Location: Communities in 31 US States & Ontario, Canada

This fully integrated real estate investment trust (REIT) listed on the New York Stock Exchange, owns and operates or has an interest in 379 manufactured housing and recreational vehicle communities located in 31 states throughout the United States and Ontario, Canada. Established in 1975, the portfolio consists of over 132,000 developed sites and has twice been honored by the Manufactured Housing Institute as winner of the “Community Operator of the Year” award.

IoEnergy performed enterprise-wide LED design/build upgrades across the entire portfolio of manufactured home communities including parks, recreational spaces, common areas, street lighting, and landscape lighting. Using a phased approach, IoEnergy met “speed-to-savings” objectives by dividing projects into regional tranches and managing up to twenty concurrent projects at a given time. The increases in net operating income stemming from operational efficiencies (reduced kWh consumption and lighting maintenance relief) have made a significant impact on occupant satisfaction and the client’s overall valuation.



*“Enterprise-wide efficiency upgrades are where we can really bring the big savings to our clients. This project was a great opportunity to deliver on multiple fronts – incentives, maintenance, and electricity costs.” -Danny Krueger, CEO IoEnergy*

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