



CASE STUDY



83%
Energy Reduction

\$2,016
Utility Incentives

\$2,968
Annual Maint. Savings

2.2 yrs
Simple Payback

Prescott Condominiums

Alexandria, Virginia

→ THE CHALLENGE

Prescott Condominiums is a 60-unit residential building in Old Town Alexandria - steps from King Street and the Metro.

Their 120-space underground parking garage was running aging T8 fluorescent fixtures. There was no occupancy sensing, no timers, no way to scale back output when the space was empty which was often. The board engaged Clif Ballard of US Energy Management to find a better solution.

The retrofit needed to be clean, controllable, and cost-justified - with results the board could show residents.

→ THE SOLUTION

The answer was a controls-ready LED solution that required no new wiring and no network — just a sensor that snaps directly into the fixture.

Parking Garage — EiKO BP1-CRO

The BP1-24-PS50-8FCCT-HDIM-CRO is a controls-ready backlit LED panel with a built-in receptacle for the SEN-SOSI-PIR-R standalone PIR sensor - **no additional wiring, no network required**. The board valued the ability to adjust output at the individual fixture level, giving them control over every corner of the garage. 360° PIR detection brings lights to full brightness on motion and dims automatically when the space is unoccupied.

Stairwells — EiKO CSX1 Commercial Strip

The CSX1-4PS45-FCCT-H uses the same controls-ready snap-in sensor design. The SENA-SHPR standalone PIR sensor snaps in directly with step-dimming control and daylight harvesting capability. The solution is DLC Premium listed, where both fixture and sensor qualify for Dominion Energy incentives.

Zone	EiKO Fixture	Qty	Sensor	Control Type
Parking Garage	BP1-24-PS50-8FCCT-HDIM-CRO Controls-Ready Backlit Panel Download Spec Sheet	81	SEN-SOSI-PIR-R	Standalone PIR, snap-in, no wiring
Stairwells	CSX1-4PS45-FCCT-H Commercial Strip, Controls-Ready Download Spec Sheet	18	SENA-SHPR	Standalone PIR, step-dim, no wiring

“Installation was straightforward on both fixtures - the sensor programming is simple and intuitive. The board loved seeing it in action: walk into the garage, lights come on immediately. They got the energy savings and their residents got the experience they wanted.”

— Clif Ballard, US Energy Management



Drive-lane entry corridor — EiKO BP1-CRO controls-ready panels with standalone PIR sensors.

→ **THE RESULT**

107,081 kWh -> 17,864 kWh, 83% Energy Reduction

The LED retrofit reduced the annual energy usage to 17,864 kWh. Standalone PIR sensors dim the lights when spaces are empty and restore full output on motion — adding an estimated 40% reduction beyond the LED upgrade alone.

Metric	Before	After	Result
Annual kWh Consumption	107,081 kWh	17,864 kWh	83% reduction
Occupancy Controls	None	Standalone PIR	~40% additional
Annual Maintenance Savings	—	—	\$2,968 / year
Dominion Energy Incentive	—	—	\$2,016 (fixtures + sensors)
Simple Payback	—	—	2.2 years

“The lights come on the moment you walk in - whether it’s the garage or the stairwells. For our residents, that sense of safety and security was exactly what we needed. And the fact that the system does it automatically, without us having to manage anything, was a huge plus.”

— Board President, Prescott Condominiums | Alexandria, Virginia



83%
Energy
Reduction



89,217
kWh Saved
Annually



2.2 YRS
Simple
Payback



Prescott Condominiums parking level — post-installation

→ ABOUT THE CONTRACTOR



US Energy Management (USEM) is the Mid-Atlantic's premier LED retrofit contractor for commercial facilities. Based in Charlottesville, VA, USEM manages every phase — audit, design, installation, and utility rebate paperwork.

INTERESTED IN A SIMILAR PROJECT FOR YOUR BUILDING?

[usenergymanagement.com](https://www.usenergymanagement.com) | [eiko.com](https://www.eiko.com)