

SUCCESS STORY



THE FENESTRA APARTMENTS

THE CUSTOMER

Nestled in the center of the bustling Rockville Town Square, The Fenestra is a modern urban sanctuary popular among post-college professionals and young families alike. The 80,000 square foot apartment complex, consisting of three upscale mid-rise buildings, offers easy access to a wide array of amenities, including boutique shopping, trendy nightspots, and the Red Line Metro.

The Fenestra offers residents front row seats to a vibrant and bustling community known as the "Jewel of Rockville."

THE CHALLENGE

Achieve the ENERGY STAR rating. The Fenestra's management reached out to American Energy Services to bolster its energy savings by updating to LED lighting.

THE RESULTS

AES conducted an initial audit to scope The Fenestra's lighting plan, assess the customer's core needs, and deliver the highest possible energy savings. Working

on a restricted timeline, AES was able to complete the project in just three weeks.

It was important for the financials to make sense. AES was able to identify and provide over \$117,000 in rebates, saving the customer 60% on the total cost of the project.

In all, nearly 1,500 LED light fixtures were retrofitted or installed throughout the community's offices, restrooms, atriums, parking lots and exterior spaces. Keeping in mind the luxury feel of the property, AES ensured great care to provide the most effective solutions by finding efficient fixtures and keeping with the aesthetic tone of The Fenestra.

As a result of these upgrades, AES was able to eliminate nearly \$50,000 from The Fenestra's annual energy bill and provide a return on investment in under two years.

The upgrade enhanced an already lively space. Residents of The Fenestra continue to enjoy the improved experience. AES' cost-effective solution enabled the management company to be named ENERGY STAR Partner of the Year.



ENERGY STAR™
Partner of the Year 2017



1 year 8 months
Project Payback



+\$500K
10-Year Cash Flow

Clear Solutions for Energy Efficiency

AES COMMITMENT TO SERVICE

For over 15 years, American Energy Services has been a trusted provider of single and multi-product energy solutions. AES is dedicated to delivering **cost-effective energy solutions** and establishing long-term relationships with commercial and public customers based on exacting technical and ethical standards and achieving measurable results.

At AES we believe in earning the respect and trust of our clients, and after more than a decade of providing clients with full turnkey solutions we still hold fast to that foundational belief.

American Energy Services leverages **a national network** of AES offices and certified partners serving small businesses, Fortune 500 companies, government agencies, healthcare facilities, property management companies, and schools and universities.



An improved lighting environment refreshes any space, from multi-family or office, to academic or retail. Our experienced technicians are capable of installing best-in-class solutions to meet any need.



Graded
Audit



Design
Build



LED
Lighting



Intelligent
Controls



AES
Monitoring



EV
Charging



Service
Excellence



Financing
Options

ABOUT AES

American Energy Services is a trusted provider of energy solutions that helps small businesses and Fortune 500 companies reduce their monthly energy bills, resulting in double-digit percentage savings. This advance in reducing energy use allows our clients to rededicate valuable resources back into their organization. The technology AES provides has led to our partners being honored ENERGYSTAR® Partner of the Year.



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