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## Energy Savings from Orion LED Lighting Helps Goshen Local School District Reinvest Taxpayer Dollars to Improve Student Programs

*More than \$130,000 in savings redeployed for educational improvements; over 3,900 energy-saving, low-maintenance LED fixtures installed at all four Goshen schools*

MANITOWOC, Wis.--(BUSINESS WIRE)-- [Orion Energy Systems, Inc. \(NASDAQ: OESX\)](#), a leading designer and manufacturer of high-performance, energy-efficient retrofit lighting platforms, today announced Goshen Local School District in Goshen, Ohio, recently installed over 3,900 Orion LED Troffer Retrofit (LDR) fixtures. This installation, completed by C.M. Mockbee Co., marks the first complete school system in Ohio to be retrofitted with the LDR product line. Goshen Local School District is a Pre K-12 public school district serving 2,800 students high school, middle school and two elementary schools.

"Investing in energy saving lighting allowed us to save taxpayer dollars that can be reinvested in the students of our school community, to make a difference in their education," said Darrell Edwards, Superintendent, Goshen Local School District.

Working with an energy consultant, Goshen leadership identified changes that could give the district the faster return on investment and LED lighting quickly rose to the top of the list. Other factors driving the aggressive savings of the project included the availability of compelling rebates, reduced labor by eliminating the need to replace fluorescent ballasts, improved HVAC efficiency through cooler LED fixtures, and the use of sensors and controls to further reduce energy use. Duke Energy awarded Goshen Local School District with a SmartSaver incentive check for \$130,160 for their energy efficiency upgrade.

"The return on the investment was a huge part of our decision-making. We looked at all of the items our district needed, from a new roof to weight equipment for the kids to new technology. We were able to contract for those projects and more because we changed the lights, from the energy savings we achieved by moving to Orion LED lighting," said Todd Shinkle, Treasurer, Goshen Local School District. "We expected to save \$61,000 annually, and in actuality it is on pace to be much closer to \$100,000, and that savings helped us make a real impact for our students, and do it almost debt-free."

Previously Goshen had installed Orion fluorescent fixtures in their gymnasium, and because of the positive track record, Goshen returned to Orion when it was time to retrofit the rest of the school facilities to LED. The district chose to stay with Orion not only for the performance, but also for the ease of installation and aesthetics.

Since its introduction in 2014, the Orion LED Troffer Retrofit (LDR) suite created a new standard not only for design, performance and energy-efficiency, but also a breakthrough in the ease of installation in troffer retrofit from fluorescent to LED. The [patented suite](#) reduces cost on the job site because it ships fully assembled, is adjustable to fit existing troffers, and installs in less than two minutes with no tools other than a ladder, compared to more than 10-minute installs for many competitive fixtures.

"Before we were not only wasting energy, but also had inferior, high-maintenance products lighting our schools. Now with Orion's fixtures, we're able to be excellent stewards of our districts' limited dollars. We have a more professional and inviting learning environment, with happier students and teachers," continued Shinkle. "Schools districts should not assume they can't afford to upgrade to LED lighting. If you look at what you are spending now on energy and maintenance - the amount of time it takes to change the ballast, and how often you have to change them - quickly you'll find it is very cost-effective to move to LED right now."

"The LDR suite is one of our best-selling LED products because it offers a triple threat: great design, fast delivery and installation, and reliable, energy-efficient performance," said John Scribante, Chief Executive Officer of Orion Energy Systems. "Goshen's experience is now being replicated across the US, with school districts in practically every state looking to the lights as an innovative way to save energy while improving their academic programs."

### About Orion Energy Systems

Orion is leading the transformation of commercial and industrial buildings with state-of-the-art energy efficient lighting systems and retrofit lighting solutions. Orion manufactures and markets a cutting edge portfolio of products encompassing LED Solid-State Lighting and high intensity fluorescent lighting. Many of Orion's 100+ granted patents and pending patent applications relate to lighting systems that provide exceptional optical and thermal performance, which drive financial, environmental, and work-space benefits for a wide variety of customers in the retrofit markets.

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