



## Bay Pines VA Hospital – St. Petersburg, Florida

*“The parking lot and especially the roadway illumination is amazing - with a lot less glare and very bright, even white light.”*

*– Tony Mora,  
Energy Manager*



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**LEDway Streetlights with 100 LEDs,  
Type III medium optics, 6000K**



**LEDway Streetlights with 100 LEDs,  
Type II medium optics, 6000K**



**LEDway Streetlights with 100 LEDs, Type II  
medium optics with backlight control, 6000K**

**LEDway Streetlights with 100 LEDs,  
Type IV medium optics, 6000K**

**THE EDGE® Round Area Lights with  
80 LEDs, Type V medium optics**

**BetaLED products replaced high-pressure sodium parking lot fixtures**

### LEDs in Healthcare: A prescription in savings

U.S. hospitals spend over \$5 billion annually on energy, often equaling one to three percent of a typical hospital's operating budget or an estimated 15 percent of profits.<sup>1</sup> In a recent survey conducted by Healthcare Financial Management magazine, more than 90 percent of hospitals surveyed reported higher energy costs over the previous year and more than half cited double-digit increases.

With these startling statistics it's no wonder that hospitals are searching for ways to lessen their energy costs and become environmental stewards. Improving lighting, which accounts for approximately 18 percent of a hospital's energy costs, is one initiative that may be implemented with a relatively short return on investment and a high return on costs savings. Hospitals clearly recognize that energy conservation is a priority and are gradually realizing the benefits, both to their bottom line and the environment.

<sup>1</sup> <http://www.energy.gov/news2009/7363.htm>



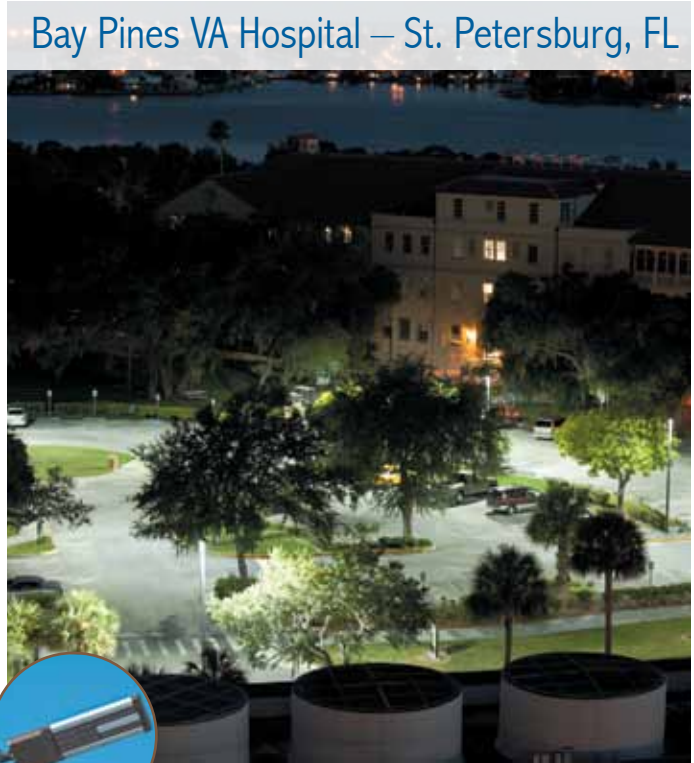
**The Difference You Can See**

## LED Combats Energy Costs at Bay Pines Veterans Hospital

### BetaLED Luminaires Earn High Marks From Patients and Staff

Since 1933, Bay Pines VA Healthcare System has been improving the health of the men and women who have so proudly served our nation. The facility specifically treats Veterans living in a ten county region in west central Florida.

Recently, through a grant from the American Recovery and Reinvestment Act, the hospital retrofitted 245 high pressure sodium exterior parking lights with LED luminaires. Tony Mora, Bay Pines' energy manager, was interested in induction lighting and hadn't considered LED technology. However, due to the tremendously high existing pole heights – some as high as 200 feet – induction lighting could not meet the required light output and, in fact, would have been a reduction in lighting. Additionally, the lack of optical control in conventional lighting wastes a lot of light.



Advances in LED technology, combined with BetaLED's patented NanoOptic technology, provides both the light intensity and superior optical control required to successfully meet the requirements of outdoor applications such as roadways and parking lots today.

Through the selection process, Mora and his team examined numerous exterior LED luminaires and selected LEDway by Wisconsin-based BetaLED because of the product's superior technology and fixture quality, and they're American made.

So now that they're installed, what is the consensus?

"The parking lot and especially the roadway illumination is amazing - with a lot less glare and very bright, even white light," said Mora. "We've had quite a few patients and staff compliment us on the new lighting, and the difference from the old HPS fixtures."

According to Mora, Bay Pines is anticipating a 50 percent reduction in both wattage and energy savings, and virtually eliminating maintenance costs on these fixtures.