

# GWL Realty Advisors

Canada Life Campus | 180 Simcoe Street



“Lightenco worked with GWLRA at Canada Life Campus in Toronto to convert 180 Simcoe to LED in 2024. The team worked around GWLRA & tenant schedules to ensure that the impact on building operations was kept to a minimum. From the audit and incentive paperwork to project implementation and post-project service, the Lightenco team exceeded all expectations, and I would highly recommend them for any lighting project.” – Ahmed Mesbah, Manager Technical Services, GWL Realty Advisors



With a commitment to sustainability and approximately 300,000 square feet of office space, GWL Realty Advisors sought to advance their environmental initiatives. In line with their ambitious goal to achieve Net Zero by 2050, GWL Realty Advisors engaged Lightenco in 2024 to enhance the sustainability of their office environment. The primary objectives were to reduce energy consumption, minimize their carbon footprint, and foster a healthier workplace for tenants and employees. Through their collaboration with Lightenco, GWL Realty Advisors successfully implemented advanced lighting solutions that directly support their sustainability targets, marking a significant milestone in their journey toward Net Zero.

## The Issue:

On top of minimizing their carbon footprint and energy consumption, GWL Realty Advisors needed a sustainable and cost-effective solution due to the fluorescent lighting ban. The ban is driven by a hazardous component in fluorescent lamps, mercury, that poses serious risks to human health and the environment. When fluorescent lamps are improperly disposed of and end up in landfills, they can break, releasing mercury into the air, soil, and water. GWL Realty Advisors was looking for a solution to change these fluorescent lamps and Lightenco’s turnkey lighting solutions provided the perfect answer.

## The Solution:

Lightenco’s solution, backed by an incentive of approximately \$40,000, made them the ideal partner to lead the retrofit project for GWL Realty Advisors. Offering a complimentary audit, Lightenco provided a seamless transition to LED technology, ensuring not only compliance with the fluorescent ban but also delivering substantial energy savings and reduced maintenance costs. Their comprehensive approach focused on all common areas of the building, including stairs, mechanical rooms, parking garages, and hallways, where approximately 1,000 fixtures were converted from fluorescent to LED. The installation included smart occupancy sensors and power and color-tunable fixtures, contributing to an annual savings of approximately 180,000 kWh and a reduction of 6,390 kg of CO2 emissions. Throughout the project, Lightenco maintained high levels of communication, particularly in identifying the right incentives and solutions that worked best for the building. Lightenco paid extra attention to detail and was fully committed to addressing all of GWL Realty Advisors’ concerns, from environmental impact to long-term financial savings, resulting in a successful and sustainable transformation of their office space.



### Scope of Work and Challenges:

The project involved navigating several logistical challenges:

- Evening/Overnight Work: The team operated from 6:00 PM to 2:00 AM, with limited access to parts or assistance during these hours.
- High-Security Building: Due to government tenants, a security escort was necessary to access most locations.
- Stairwell Access: Work in the stairwells had to be scheduled one week in advance to bypass fire alarms, as drilling could trigger them.
- High Ceilings: Certain areas required scaffolding due to their elevated ceilings
- Parking Restrictions: With no on-site parking available, the team had to find nearby alternatives
- Complex Building Automation: The outdated and intricate building automation system complicated troubleshooting any issues with the lights.
- Evolving Scope: The scope of work continually evolved throughout the project.

Despite these various challenges during the project, Lightenco's precise planning and coordination were key to ensuring that everything ran smoothly. The team took proactive steps to anticipate potential obstacles, allowing them to adapt quickly and effectively. Their thorough preparation and attention to detail were crucial in maintaining a steady workflow from start to finish, ensuring that the project was completed on time and with exceptional service.

"Our installation team worked closely with GWL Realty Advisors to properly map out a sequence of operations for the installation of the lighting. We conducted several interviews with site staff to properly address specific areas of concern and ensure we would address all potential issues. From procurement to final installation and clean up, our processes cover all necessary steps for a successful retrofit, including revisions to adjust for any changing site conditions." – Mark Klady, Director of Operations, Lightenco

### End Results and Success:

The retrofit for the Canada Life Campus in Toronto was done in good time, thanks to Lightenco's meticulous planning and effective communication. By working closely with GWL Realty Advisors and coordinating around tenant schedules, the Lightenco team ensured that disruptions were kept to a minimum, allowing building operations to continue smoothly throughout the project. The combination of advanced lighting solutions, exceptional customer service, and a proactive approach to potential challenges resulted in a successful transformation of the office space. The project not only met GWL Realty Advisors' sustainability goals but also exceeded expectations in terms of energy savings and operational efficiency. With minimal issues for tenants or customers, Lightenco's ability to deliver a seamless experience from start to finish solidified their reputation as a trusted partner in achieving long-term environmental and financial benefits for GWL Realty Advisors.

