

# Leveraging Scale to Unlock LED Savings Across Business Parks

RESEARCH NOV 24, 2025

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The [Link Logistics Sustainability Case Study Series](#) explores how the firm is driving both decarbonization and customer value. This installment highlights Link Logistics' LED program, which demonstrates that strategic upgrades at scale can deliver meaningful savings and long-term value for customers.

Businesses interested in enrolling in Energy Solutions, the firm's cost-saving utility management program, can contact [energysolutions@linklogistics.com](mailto:energysolutions@linklogistics.com).



## Program Background

Through [Energy Solutions](#), Link Logistics offers customers access to the firm's [national LED program](#), which delivers immediate cost savings and efficiency gains.

Through strategic partnerships, bulk purchasing and in-house expertise, the program standardizes installation, maximizes rebates and reduces costs.

Business parks—with their mix of office, industrial and retail spaces—are ideal for this model, enabling thousands of small and mid-size customers to benefit from upgrades typically reserved for larger projects.

## Customer Opportunity

The size and scale of Link Logistics' [business park portfolio](#)—with more than 3,200 customers in these mixed-use spaces—presents both increased complexity and opportunity as business parks typically have higher lighting density and more office spaces and common areas than traditional warehouses. Since 2023, the company has focused on enrolling business park customers in Energy Solutions, using data-driven insights to inform which properties have the highest savings potential before working with the firm's national lighting partner to manage retrofits from audit to installation. This centralized approach removes cost and complexity barriers, allowing even small suites to access large-scale benefits.

## Customer Results

In 2025, Link Logistics retrofitted 273 business park units across 80 properties in 10 parks, covering more than 850,000 square feet. On average, these projects have reduced lighting power consumption by 49% and cut lighting expenses by an estimated 50%. Bulk purchasing and standardized execution with the company's national lighting partner lowered installation costs by 12% per square foot compared to regional vendor projects.





Garden Grove Business Park, Garden Grove, CA.

→ **118,000 kWh**  
total annual reduction  
in electricity use

→ **\$34K**  
total annual savings for customers

Garden Grove Business Park in Orange County, California, composed of 12 buildings spanning a variety of uses, offers a clear example of these benefits in action. Link Logistics converted 42 suites, ranging from 500 to 8,000 square feet, to LED lighting. The 86,000 square foot project generated average customer savings of \$0.40 per square foot—more than \$34,000 annually—while cutting electricity use by 118,000 kWh each year. That's enough to power 11 U.S. homes for a year.

This example shows how Link Logistics' scaled approach removes barriers to entry for smaller customers to benefit from enhanced energy efficiency while also enabling the firm to collapse dozens of projects into one streamlined initiative as part of its portfolio-wide LED program.

## What's Next?

Future installments of the Link Logistics Sustainability Case Study Series will highlight additional ways the firm is advancing decarbonization while creating customer value.