

27th ANNUAL OHIO  
**Energy Savings & Management**  
CONFERENCE



# FLOW

Fixture

Lighting

Optics

Wayfinding

# ENERGY IS COMPLEX. WE MAKE IT SIMPLE

We empower people who lead organizations  
to invest in clean energy solutions that create competitive  
advantages and improve the world we live in.

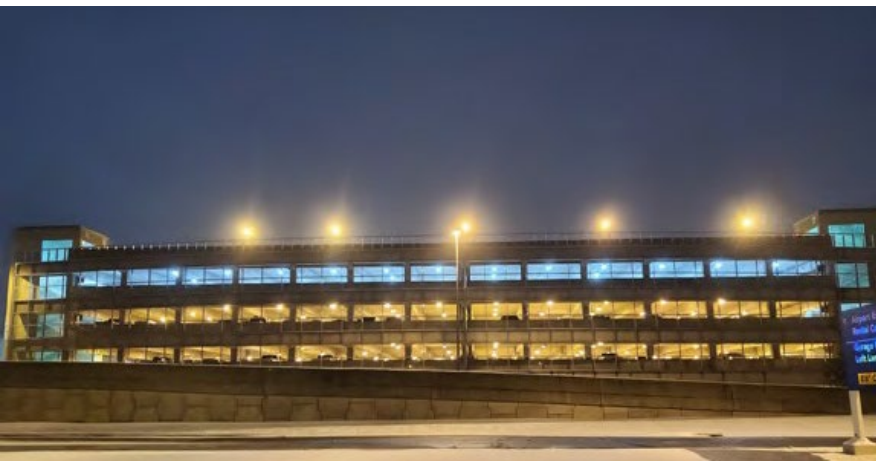




# CVG Parking Guidance System



- Donovan Energy created a customized parking garage system that uses color to provide wayfinding.
- The project will save CVG over \$500,000 in energy expenses annually.
- Unlocks 550 kW of power to accommodate up to 100 EV charging stations (this was the initial impetus)
- Phase 2 will connect all the fixtures with an AI engine that will change the color of each parking zone dynamically as the fills and empties.



# Before and After: “Clean and Bright”















**DONOVAN  
ENERGY**



### LED Fixture 19208 Details

Design # 19208 entails a Canopy Style Parking Garage fixture designed to provide 6000 lumens of downlight along with an ample amount of tuneable R/G/B light.

The downlight element is on / off only while the tuneable R/G/B element is connected to a BLE Wireless Controller. The color can be varied, and the intensity of the element can be varied. Integration with the Wireless Controller is simple by use of pre established APIs.

Both lenses are made with a high impact acrylic. Patterning on the downlight lens is done to spread light optimally over the aisle of a parking garage.

Installation never requires the fixture to be opened. A junction box bracket is provided. This bracket connects to the existing junction box and allows the fixture to hang off the bracket while electrical connections are made. Once energized, the fixture is pushed up and rotated to be firmly set into place for permanent installation.

### Product Details

Wattage	50W
Color Temperature	5000K + RGB
Estimated Lumens*	6,000 + RGB
Estimated L70 Life*	100,000 Hours +

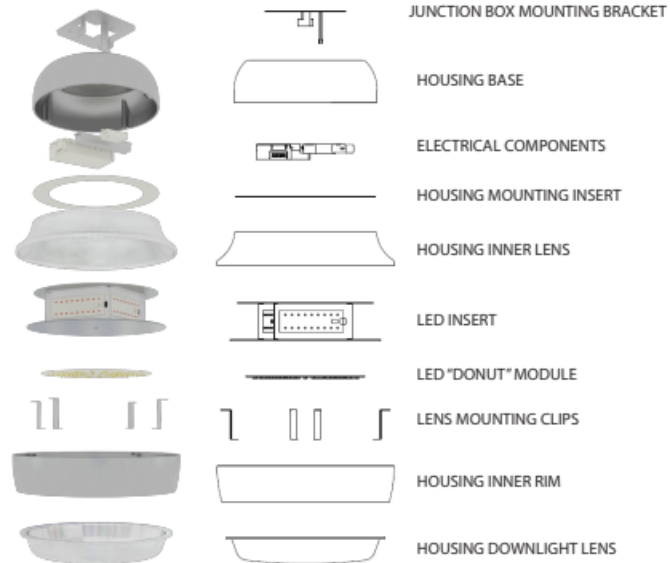
Estimated values shown above based on similar product experience. Final independent lab testing to be performed upon project orders.

Part Number (Subject to Change)

**F-19208-6000-RGBW-C-CAS**

Designed for

**Donovan Energy**



# Integrated LED lighting + Parking Guidance = Fractional Cost Vs. Other Solutions





# THE CHEAPEST AND CLEANEST ENERGY IS THE ENERGY THAT IS NEVER PRODUCED.

Donovan Energy is a clean energy advisory, solution implementation and finance company that delivers impactful energy solutions.



## **Biographical Information**

**Andrew S. Ritch, Partner, Donovan Energy  
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Mr. Ritch joined Donovan Energy in 2020 and oversees the company's sales and marketing efforts. Prior to joining Donovan Energy, he spent 17 years at Duke Energy Corp. in a variety of roles within the company's supply chain, finance, investor relations and strategy teams. Most recently, he held responsibility for devising and executing strategy for renewable energy assets within the Company's Midwest regulated businesses (Duke Energy Ohio, Kentucky and Indiana). Previously, he was an Associate at Brown Brothers Harriman & Co. where he held responsibility for private banking, asset custody and investment advisory relationships in the Middle East (Oman, Jordan, Lebanon, UAE).

Mr. Ritch is responsible for oversight of the firm's business development and sales strategy, including collaborating on, developing, and executing integrated sales initiatives that differentiate the firm's practices and services in the marketplace. He is also responsible for efforts to identify and grow new revenue opportunities.

Mr. Ritch received his B.A. from Colby College and his M.B.A. from Babson's F.W. Olin Graduate School of Business. He was a visiting scholar at The University of Edinburgh in Scotland.

Mr. Ritch is a past board member of The Greater Cincinnati Energy Alliance, The Summit Country Day School and The University Club of Cincinnati. Currently, he is a trustee of The Turner Farm Preservation Foundation and the Meshewa Farm Foundation