

Westbriar Condominium

March 30, 2018

To whom it may concern:

Westbriar Condominium is a luxury mid-rise condominium community in Vienna, Virginia, situated in the heart of thriving Northern Virginia with convenient access to Washington, DC. We are proud to be part of the Associa family of properties.

Part of the reason living here is so rewarding is the way our community is managed. Our residents expect the best amenities and services and we aim to please. Our parking garages were in need of a lighting upgrade. In coordination with Associa, we issued a request for proposals for a lighting system that would deliver a brighter, safer and more energy (and cost!) efficient parking facility for our residents.

We chose SIB Lighting from the many proposals we received. They offered high quality products, fair pricing, and a 10-year warranty that covers products AND labor. When Westbriar inquired about certain courses of action for our particular lighting and energy saving needs, SIB Lighting provided expert guidance which technologies would provide the best value. This proved to be the best way for us to go and we are thrilled with the outcome. SIB Lighting's installers even went above and beyond to improve our existing electrical infrastructure. Installation was seamless and the SIB Lighting team even offered to help fund the rebates when we learned the local utility ran out of money for the year.

We are now enjoying brighter, more inviting parking areas with a 62 percent reduction in annual lighting-related energy costs – nearly \$35,000 a year. We recommend SIB Lighting to anyone looking to improve their property and save money at the same time.

Regards,

Jeffrey Randorf

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President, Westbriar Board of Directors

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