



# STAG INDUSTRIAL

Nationwide

## NATIONAL ACCOUNT CASE STUDY

LED Upgrades Support Customer's ESG and Tenant Retention Goals



### Owner

Stag Industrial

### Contract Type

National Account

### Electrical Contractor

Facility Solutions Group

### CHALLENGE

For Stag Industrial, a real estate investment trust (REIT) focused on the acquisition, ownership, and operation of single-tenant, industrial properties throughout North America, LED lighting upgrades are good for business. The company maintains a robust Environmental, Social, and Governance (ESG) program that supports its business operations and increases the value of its portfolio. Energy-efficient lighting checks that box for Stag Industrial. Tenants love lower energy bills and the latest lighting and controls.

### SOLUTION

Stag Industrial wanted to hit both targets with just one arrow. FSG is the perfect electrical services provider to provide that. With branches located from coast to coast in the United States and Canada, FSG delivers successful lighting projects wherever Stag Industrial needs them. FSG's extensive experience in all facets of lighting upgrade projects allows us to assist Stag Industrial in meeting both its ESG program goals as well as its tenant retention goals through the successful rollout of an LED Lighting Conversion Program.

### RESULT

FSG delivers multi-level coordination and industry-leading execution on every LED lighting upgrade project for Stag Industrial. Stag Industrial's LED Lighting Conversion Program delivers enhanced tenant relationships and supports its long-term business goals. Each completed project increases the value of Stag's property portfolio while supporting its tenants with improvements that empower their own business success. The lighting program, and the partnership with FSG, deliver win after win for Stag Industrial.

