

City of Perry

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May 13, 2014

Nancy L. Clay
Communications director
Energy Alliance Group of Michigan

Dear Ms. Nancy Clay,

The City's first initial inquiry for savings was looking at reducing natural gas costs. After researching the options, the City chose to use an alternate supplier for natural gas. The company Volunteer Energy was chosen and has proven since 2011 to stay competitive and under Consumer Energy costs of natural gas.

The City continued to look at other options to save on costs to the tax payers and through Volunteer Energy; we were suggested to consider induction lighting and met with Energy Alliance Group. These meetings began in May of 2012 with Mayor and City Staff.

After researching all options, presentations were made in front of Councilmembers and they agreed to proceed with the induction lighting for the City of Perry. Energy Alliance worked very hard to meet the cost saving goals for this project. For example, there was an estimated Consumers Energy Incentive Refund that came back to the City 10% higher. They also allowed the Department of Public Works do the installation of the induction lighting which saved on the initial sale.

The City Department of Public Works found that Energy Alliance was easy to work with. The savings of the induction lighting shall pay for itself. I would recommend other municipalities to consider induction lighting.

Sincerely,

A handwritten signature in black ink that reads "Chuck Mudge". The signature is written in a cursive, slightly slanted style.

Chuck Mudge
Superintendent of Public Works
CM/dm