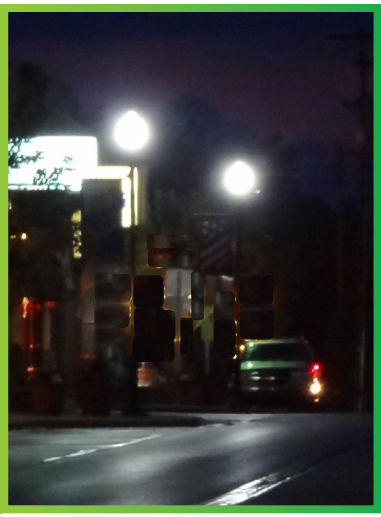
Case Study

THE
Energy Alliance Group
OF MICHIGAN

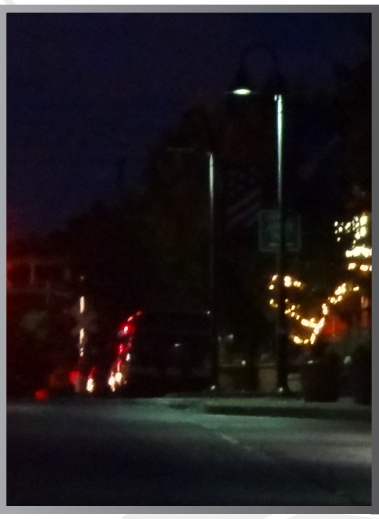
NEW LIGHTING



NEW TECHNOLOGY INDUCTION

Induction Lighting provides crisp white light with superior coverage, saving you 40 - 70% in energy costs, with the fastest ROI in the industry

OLD LIGHTING



OLD TECHNOLOGY METAL HALIDE

A "point source" technology that can produce a bright, white colored light but the lighting brightness quickly decreases within a few thousand hours of operation.

PROJECT OVERVIEW: CITY OF PERRY, MICHIGAN - DOWNTOWN LIGHTING

For a number of years the residents and merchants of Perry, MI complained about the poor downtown lighting coming from the metal halide street lamps. A popular comment was "you had to be in town before you knew there was a town". Not only did this deter people from downtown shopping, but it was a safety concern as well. LED rope lighting was actually used to help brighten up the darker areas between light poles.

In addition, metal halide is a very energy-intensive, and high maintenance cost, technology. Induction lighting was the solution proposed by The Energy Alliance Group (EAG) of Michigan. It not only improved the overall attractiveness of the downtown area as well as resident safety, but achieved a significant reduction in operating and maintenance costs.

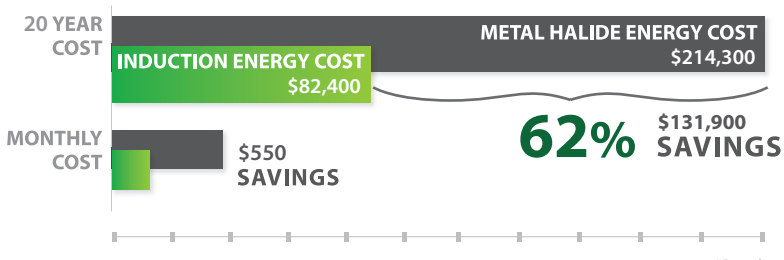
The City of Perry reduced its energy consumption by 57%, resulting in a total annual cost reduction of $6,595. This yielded a 20 year savings of $131,900, a payback of less than five years and a total return on investment (ROI) of 330%. EAG was able to obtain a utility refund of over $4,000 from Consumers Energy, the city's utility provider, for the installation of energy efficient lighting.

In the end, the cost for this energy solution was fully paid for through the resultant energy savings and the utility incentive. Not only did the City of Perry significantly reduce their operating costs and improve their lighting, but from day one achieved an improvement in monthly cash flow – for every $1.00 saved in operating costs, only $.23 was used to pay for the implemented solution.

Annual Energy Saved: **43,373 kWh.** | Average Annual Savings: **$6,595** | Maintenance Cost: **$0.**

MARKET	MUNICIPALITY
LOCATION	PERRY, MI
START DATE	Oct 1, 2013
COMPLETION DATE	Oct 15, 2013
20 YR ENERGY COSTS	$ 214,330 $ 82,400
TOTAL SAVINGS	62%

SAVINGS COMPARISONS



*Based on listed data.

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