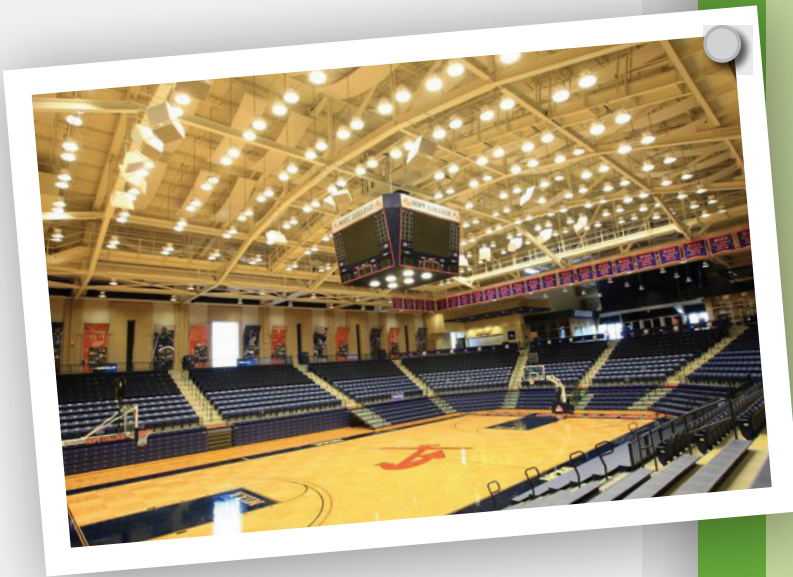




## CUSTOMER SUCCESS STORIES

### HOPE COLLEGE HOLLAND, MICHIGAN



## PROJECT OVERVIEW

### Details

Custom Lighting in Distribution Warehouse  
(500 F34T12 2-Lamp fixtures retrofitted with  
F28T8 2-Lamp and 180 F34T12 2-Lamp  
systems changed to U32T8 2-Lamp system)

### Total Project Cost

\$13,394

### Incentive

\$3,410

### Estimated Annual Energy Savings

42,622 kWh

### Estimated Annual Savings

\$3,410

## THE STORY

Randy Kalmink, Electrician at Hope College, heard about the Energy Smart program from his utility – the Holland Board of Public Works. The cash incentives available from this energy efficiency program provided the tipping point that the college needed to complete a retrofit of linear fluorescent fixtures in their distribution warehouse.

Changing out 680 fixtures with in-house manpower proved to be the only potential obstacle to completing

the project within the allotted timeframe. So the Energy Smart team worked with Kalmink to extend the application deadline, saving the college from having to contract out the project.

The fluorescent fixture retrofit project has had positive impacts on several levels at the college. The new fixtures have been maintenance-free thus far with not one callback! The projects have boosted support and

*Continued on back.*





## CUSTOMER SUCCESS STORIES

### HOPE COLLEGE HOLLAND, MICHIGAN



## THE STORY

*Continued from front.*

awareness of energy efficiency among employees and students alike. According to Kalmink, “Everyone loves it. They’ve all been shocked at the improved light levels and quality of light.”

In fact, Hope College has taken the pragmatic step of placing the incentives received for the projects into a sustainability account to help them pay for future projects.

“It was really great to work with both Holland BPW and the Energy Smart team,” an enthusiastic Kalmink stated. So great in fact, they recently submitted a new application to the program for their next energy efficiency project.

The Michigan Municipal **ENERGY SMART** Program is a portfolio of voluntary energy efficiency programs designed to assist residential, commercial and industrial electric customers in using energy more efficiently. In partnership with the Michigan Public Power Agency (MPPA) which is made up of the Holland Board of Public Works and nineteen other municipal utilities, Energy Smart programs provide rebates and incentives designed to encourage the implementation of energy efficient projects and the adoption of efficient behaviors. Technical assistance and financial incentives are available to eligible commercial and industrial customers. Residential program participants may be eligible for HVAC, lighting and ENERGY STAR® rebates, as well as refrigerator/ freezer turn-in services and recycling.

