

Case Study for:  
**Beverly Bootstraps**  
Beverly, Massachusetts

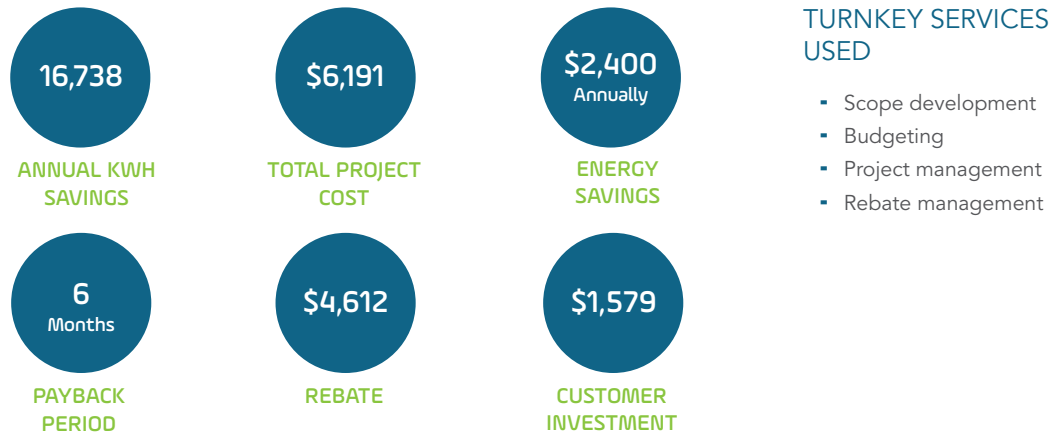


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## Case Study: Beverly Bootstraps

“We had a terrific experience with National Grid’s energy efficiency program. It was well-managed, people were very responsive, the product was installed correctly the first time and the cost effectiveness was very important for a non-profit. Best of all, it has made a positive impact on our students’ ability to learn and succeed in their goals.”

- Sue Gabriel, Executive Director at Beverly Bootstraps



### OPPORTUNITY

Beverly Bootstraps has been a non-profit social service agency serving the greater Beverly, Massachusetts area for 25 years. Beverly Bootstraps serves people in need through food assistance, case management, and adult and youth education. Beverly Bootstraps was looking for a way to control energy costs in their combined office space and storefront location through a more efficient lighting solution. Addressing a lighting retrofit in the interior of their facility, Beverly Bootstraps wanted to partner with a solutions provider who could assist with project development and deliver incentives through the electrical utility provider.

### SOLUTION

Energy Source, based in Providence, Rhode Island connected with Beverly Bootstraps, as a solutions provider, for a comprehensive turnkey solution to the antiquated lighting in the interior of the business. Partnering with National Grid for utility incentive procurement, Energy Source assisted with several aspects of the program, including scope development, budgeting, project management, and a retrofit design. Knowing the value of proper LED lighting, as well as National Grid’s incentives of over \$4,000 made upgrading to LED lighting a seamless and cost effective choice. As a result, Energy Source was able to deliver annual energy savings of over \$2,000, also reducing CO2 lifetime reduction to 9.54 tons, and receiving a payback period of under 1 year.

