

Case Study for:  
**CI Works**  
Amesbury, Massachusetts



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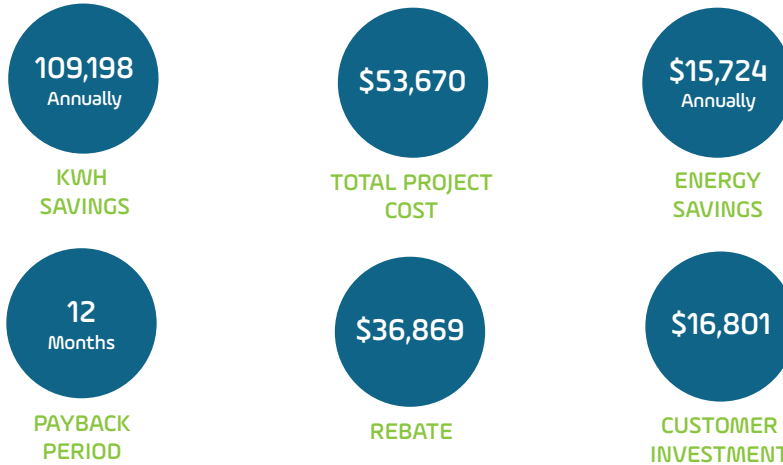


## Case Study: CI Works



"We greatly appreciate that Steve Grabowski and the Energy Source team were willing to stick with us through an elongated real-estate purchase and improve our facility in a timely manner."

- Bob O'Brien, Founder and CEO, CI Works



### OPPORTUNITY

CI Works, located in Amesbury, MA is a mill building that has been transformed into a multifunctional facility housing a number of small early stage businesses from a brewery to foam insulators, artists, lawyers, and many more. The facility dating over 100 years old totals over 50,000 square feet of office and manufacturing floor space which was comprised of inefficient and inadequate lighting systems and outdated thermostats. These existing systems did not produce a quality and safety-first environment for the employees' well-being. The founder and CEO of CI Works, Bob O'Brien, sought to vastly improve light quality while reducing operating expenses and enhancing safety and security. With an opportunity to save, CI Works partnered with Energy Source for a comprehensive energy efficiency project.

### SOLUTION

Energy Source worked closely with the CI Works team throughout each phase of the energy savings project. To meet CI Works goals, Energy Source evaluated the existing lighting and mechanical systems identifying the scope and creating a customized energy savings plan. The energy savings plan included the recommendation to retrofit the interior and exterior lighting to LED technology and install programmable thermostats.

To maintain savings guaranteed, National Grid help offset the out-of-pocket expense by providing an up-front incentive of \$36,869, cutting the total project cost by 70%. The LED lighting not only improved efficiency but the enhanced light output significantly ameliorated employee work conditions and morale. The programmable thermostats allow the employees to preset temperatures to achieve a comfortable environment throughout the day. As a result CI Works reduced their annual energy usage 109,198 kWh which equates to reducing greenhouse gases (CO2) by 123,488 pounds annually. The efficiency project will pay for itself through the energy savings earned in 12 months.



### PROJECT BENEFITS



INCREASED LIGHT OUTPUT



IMPROVED SAFETY



RETURN ON INVESTMENT

### TURNKEY SERVICES

- Scope development
- Budgeting
- Project management
- Incentive procurement