

**City of Berkley**  
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Letter of Reference – Berkley Ice Arena

To Whom It May Concern:

The Berkley Ice Arena has been a part of our community for 42 years. This aged facility has many needs and among them was better lighting. The ERC lighting conversion program allowed us to address this need without making any capital investment or taking any risk that new lights would fail or be made obsolete in the future. And in addition, by giving the ERC responsibility for the cost of maintaining our lighting, we no longer have that ongoing expense.

But most importantly, a unique feature of the ERC program has proven invaluable to us. I doubt that many participants in the ERC program realize just how important this feature is.

ERC completed the conversion of the Berkley Ice Arena lighting in one week. This conversion included retrofitting 400 watt metal halide high bay fixtures over the ice with 150 watt LED lamps. The appearance of every area of the building improved by looking brighter and cleaner – significantly sprucing up this 42 year old facility.

Unfortunately, after completion of the conversion it was discovered that the ice was softening! Apparently a leak had developed in the cooling system. This forced the cancellation of all use of the facility while potential repairs are investigated and implemented.

This unhappy story showcases one of the most unique and generous provisions of the ERC Lighting Conversion Program – calculation of benefits from the conversion to LED lighting is based on *actual use of the lighting* and is re-evaluated at the end of every full year.

Unlike purchases, leases, performance contracts, and ESCO agreements which calculate cost reductions and then lock in payments based on those forecasts – *the ERC program calculates benefits based on actual use and reevaluates those calculations every year.*

No matter how this story unfolds for the Berkley Ice Arena, the City will keep the first benefits of the conversion and only be charged for the excess benefits it actually receives based on its actual use of the lighting. As with every aspect of the ERC program – the ERC takes the risk of changing circumstances, removing any reason for the lighting user not to join the program and enjoy immediate cost reductions and better lighting, with no investment and no long term commitment.

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Theresa McArleton  
Director