



National Grid incentives help nonprofit organization achieve its mission.

What started as a simple donation request for light bulbs from National Grid instead became a much bigger project that resulted in annual energy savings of more than \$6,000 for Ronald McDonald House Charities® of Central New York.

The nonprofit organization offers families a place of hope, healing and respite when traveling to Syracuse, N.Y., to receive medical care for their seriously ill children.

“We have a long history and partnership with National Grid,” said Beth Trunfio, executive director of Ronald McDonald House Charities of Central New York. “They donated bulbs to our new facility that opened 10 years ago and have supported our many events. During COVID, we had to limit the number of volunteers due to exposure, and without a full-time facility maintenance crew, the responsibility of replacing bulbs in our fixtures fell on the shoulders of our small team.”

Since there were so many lights out, Trunfio called National Grid and asked if they would be willing to donate some bulbs.

“National Grid donated about 60 light bulbs to the CNY Ronald McDonald House, but it is a big 42,000-square-foot facility and there weren’t enough donated bulbs,” said Nate Secord, vice president of Green Team Lighting, LLC, a contracted vendor in the National Grid Small Business Services program. “After some discussion, National Grid asked us to reach out and offer a no-cost energy assessment. We conducted a thorough audit, counting the facility’s lighting and presented our findings. National Grid delivered a tremendous package for them to consider.”

“This incredible gift from National Grid will allow us to take these savings and reinvest them in our mission to better serve our families.”

Beth Trunfio, executive director of Ronald McDonald House Charities of Central New York



Beth Trunfio, executive director of Ronald McDonald House Charities of Central New York, discusses the lighting at the facility with Nate Secord, vice president of Green Team Lighting, LLC, a National Grid vendor.

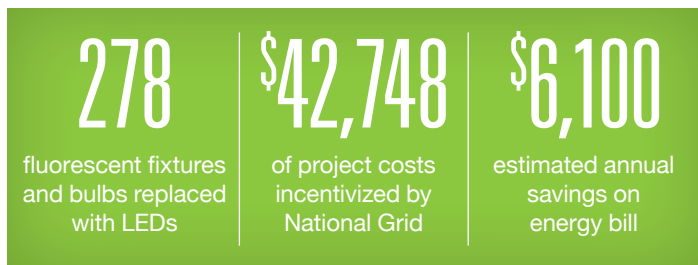
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National Grid offered two proposals. The first would be to replace all the lamps with LEDs for \$3,500. The second was a retrofit project that would replace 278 fluorescent fixtures and bulbs with LEDs for \$46,813. National Grid offered \$42,748 in incentives, including additional COVID relief incentives and nonprofit funding, to offset the project cost, bringing Ronald McDonald House Charities of Central New York's total cost to \$4,065.

"The choice was obvious to us," Trunfio said. "There are three important goals we're trying to accomplish as an organization. We're first focused on the well-being and health of the families staying with us, but we're also committed as an organization to achieving sustainability goals and protecting the planet. It is also important that we're good stewards of donor dollars. The retrofit project easily met all three of those objectives."

The project took every room into consideration. The dining room, for example, switched from lights facing down to up so they could be diffused and increase guest comfort. Rooms like the pantry and playroom were brighter spaces, designed for increased energy or simply to make it easier to read food packaging.



"Given that the CNY Ronald McDonald House is a very special place for families in need that are going through tough times, we took consideration for the types of lighting that we prescribe for the first floor versus the guest rooms," Secord said. "For the first floor where it is public occupancy and the lights are always on, we used a neutral white color temperature focusing on low glare, but as we moved up into the guest rooms, we made it a little warmer, creating more of a relaxed sensation for the guests as they went into their rooms."



The lighting retrofit project took every room into consideration. The dining room, for example, switched from lights facing down to up so they could be diffused and increase guest comfort.

The project will save the nonprofit organization approximately 56,000 kWh annually, which results in annual cost savings estimated at \$6,100.

The retrofit also brought significant intangible benefits:

- reduced stress and headaches for guests and employees,
- increased safety with the exterior lighting,
- an inventory list to better manage all the fixtures in the future, and
- no weekly maintenance needs.

"This incredible gift from National Grid will allow us to take these savings and reinvest them in our mission to better serve our families," Trunfio said. "At the CNY Ronald McDonald House, it takes many hearts to make our home. This National Grid partnership is a perfect example of that. They are one of the many hearts that help us make this home so special."

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