


Island Gymnastics and More

RECREATIONAL FACILITIES | SMALL BUSINESS PROGRAM



Rita and Mike DeCesare with their daughter, Noelle, of Island Gymnastics and More in Grasonville, Md.

Gymnastics center flips for new lighting upgrades

Lighting can often be overlooked, especially when it's overhead. But, for some businesses, improper lighting can be a safety hazard, and the mere task of changing a bulb can present challenges that impact profitability.

The opportunity

Island Gymnastics in Grasonville, Md., was built in the early '90s and still used fluorescent tube light bulbs and aging fixtures.

"It was definitely a safety issue to have dimmer lights," says Rita DeCesare, who co-owns Island Gymnastics with her husband, Mike. "In gymnastics, you have to have bright lights for sure footing on the beams, uneven bars, and the floor."

Ensuring gymnast safety with bright lights meant shutting down the entire facility whenever burnt-out tubes needed to be replaced. The 42-by-42-foot spring floor needed to be removed so that scissor lifts could be brought in to access the 40-foot ceiling. The DeCesares began to question the sense in shutting down the entire business just to change old bulbs.

"Close to 40% of the fluorescent tubes were not putting out the light that they were intended to put out anyway," says Mike. "So, our thought was: The light systems are failing. Why should we keep replacing only the bulbs?"

So, Mike looked into incentives from Delmarva Power and inquired about cost-effective ways to upgrade and replace the lighting fixtures and fluorescent tubes at Island Gymnastics.

Savings at a glance

Delmarva Power Small Business program

Island Gymnastics completed energy-saving lighting upgrades throughout its facility, leaving more money to better serve its members.

Project costs

\$29,348

total project cost

- \$15,620

incentive

\$13,728

net project cost

Estimated annual savings

28,992

kWh per year

\$3,769

per year

The upgrades

When the DeCesares reached out to discuss the lighting incentives, Delmarva Power's Small Business program connected the couple, through the Service Provider network, with the right personnel and consultants to evaluate their facility, make recommendations, develop estimates, and navigate the incentive application process.

In all, Island Gymnastics saw the installation of 51 DLC premium LED lights along with high bay, panel, and wall pack fixtures with network controls.

The total installation took seven days. "Timing was important because we're a seven-day-a-week operation, and we couldn't afford to be closed for a long period of time," says Mike.

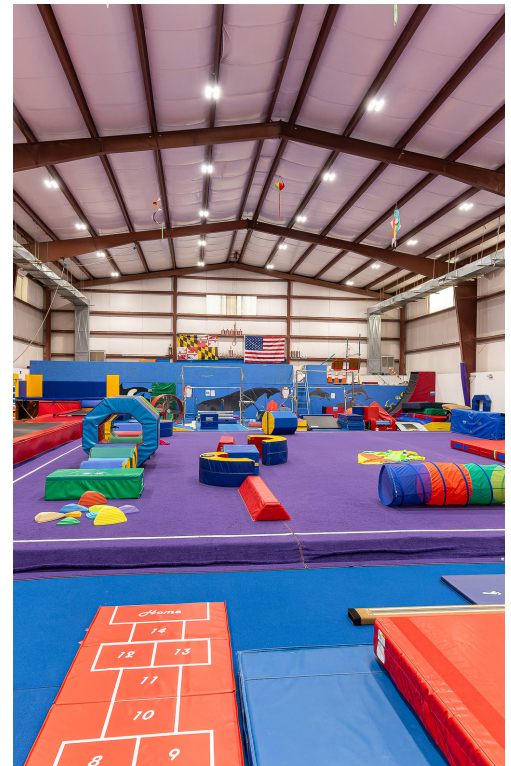
The benefits

As is the case with most lighting upgrade projects, the before-and-after differences are obvious, although it's not always apparent what exactly has changed.

"The first time the kids and families came back in, they said, 'Why does everything look new?' They didn't even know that we had new lights. They just thought we repainted everything," says Rita.

Beyond the immediate visual benefits, safety has improved for the gymnasts. Island Gymnastics is also saving energy and money. Costly maintenance periods have been reduced. With benefits like these, the DeCesares urge other businesses to jump at the chance to make similar upgrades.

"We're certainly happy that the incentive program is there because I'm sure there are a lot of small businesses that wouldn't have the opportunity to do what we've done without the program," says Rita.



**"The incentive absolutely
was critical to our decision."**

—Mike DeCesare | Owner |
Island Gymnastics

Experience the success firsthand

The Delmarva Power Energy Savings for Business program provides financial incentives and technical assistance to help businesses maximize energy efficiency and reduce energy costs. Financial incentives can cover up to 70% of project costs.

Get started now

For more information, visit
delmarva.com/SmallBusiness
or call **866-353-5799**.