

Case Study

LED Retrofit (BETHESDA, MD)

Caddies on Cordell, a sports bar located in downtown Bethesda, has been a long-term Bethesda Systems client. The lighting throughout the bar was outdated and costly from a replacement and maintenance perspective. **Management of the sports bar grew tired of changing light bulbs and their increasing energy bills.**

The bulbs Caddies used before the retrofit constantly burned out. The bar went through 10–15 bulbs per week, and their lights were on for at least 14 hours per day. The owners grappled with the growing expenses and time devoted to constantly restock the bulbs, as well as continually climbing ladders throughout the entire bar several times per week in order to replace the lights.

On their older system, half of their lights would not dim due to overheating issues on the circuit. For example, over one of their bars, the dimmer switchers did not work properly, and bulbs would go off at random.

Gabe Coulon, Caddies Co-Owner said, “We’ve been told these bulbs last much longer. During the summer, this is huge for us because there is much less heat produced from the lighting. Bethesda Systems also added dimmers, making it simple for universal settings and usage all over the bar.”

The retrofit was an easy decision when we presented them with an upgrade yielding energy savings, reduced maintenance, better quality light and general information

behind the benefits of going LED from incandescent or halogen bulbs. With the retrofit completed at Caddies, the sports bar became eligible for PEPCO utility rebates. On top of that, management at the bar now deals with less maintenance, a greener business, and lower energy costs.

Gary Hefner, Project Leader, Bethesda Systems said, “Some lights weren’t on due to circuit overload from excessive wattage. Bulbs were exploding, and Caddies was paying a fortune to PEPCO. After the retrofit, there was a major heating difference since no more halogen or incandescent bulbs were being used, allowing Caddies to no longer run their air-conditioning as hard, thus allowing them to save additional energy.”

DOLLARS & SENSE

- 82% reduction in energy usage by lights
- \$5,000/year in energy savings
- \$7,500 total cost of retrofit due to \$2,500 rebate from local utility program
- 14-month ROI
- Better light, less maintenance



BEFORE



AFTER