



Office of the Vice President for Business and Finance/CFO

May 6, 2019

To whom it may concern:

Initially founded in 1859 as a Baptist women's college, Averett University has experienced tremendous growth and change over the last 160 years. . Averett fulfills its mission of preparing students to serve and lead as catalysts for positive change by educating students from diverse backgrounds, cultures, and nations through liberal arts-based undergraduate and graduate programs in a personal, collegial, interdisciplinary environment.

One of the main attractions on campus is our Grant Center gymnasium. Since we hold most of our major sporting events at the center, we are constantly looking for ways to improve it. One of the challenges we had was with our lighting infrastructure. With light fixtures mounted over 40' high, needing constant maintenance, and costing us quite a bit of money to operate, we recently looked at upgrading our lighting to LED.

After talking to numerous companies, we decided to contract with SIB Lighting. They designed a custom photo-metric lighting layout to ensure even lighting and increased our foot-candle levels by over 25%. At the same time, they reduced the cost of our energy by 75%. They installed 102 new LED lights that have a 10-year warranty and the project paid will pay us back in 2.8 years. As a result of their work, we are anticipating *annual* energy savings of nearly \$23,000.

At SIB Lighting's recommendation, we also installed a Synapse Lighting Controller which serves as the heart of our new lighting system. This controller allows us complete control of every light without the need to connect to the internet. We can schedule events, create lighting zones and know if we have any lights that are not operating correctly.

We are very pleased with the work and professionalism of SIB lighting, and we would highly recommend their company. Based on the success of the Grant Center project, we are currently in the process of evaluating doing an outdoor lighting project with SIB as well.

Sincerely,

Aaron D. Howell, CPA
Vice President for Business & Finance
Chief Financial Officer