

REUNION

Golf & Country Club

November 22, 2022

To whom it may concern:

Reunion Golf and Country Club recently had the pleasure of working with Bolt Energy Group to retrofit lighting fixtures on nine (9) of our tennis courts. This was a total of 72 light fixtures.

The conversion of metal halide fixtures to LED fixtures had been in the works for over three years. Uncertainty on behalf of the owners as to the full benefits and cost savings of the conversion kept delaying the decision. In late September 2022, we had a fortuitous meeting with Brad Rowland, representing the Bolt Energy Group. The initial meeting with Brad convinced us that Bolt had the experience and expertise to assist us in moving forward.....again. The following week, Chase Barbier, President & Founder, met with us to review three different options for LED lighting. The proposals were detailed in the costs involved (product, installation, taxes, manufacturer rebates and Entergy utility rebates). A Net/Final TURNKEY project cost was listed on each option. Bolt had done its homework by collecting past utility invoices and pre-submitting the energy savings to the utility company, thereby determining the \$ amount of the utility rebate. The proposal was an “all in” price and broke down the ROI for the project. No extra fees, no add-ons. This was Stage 1 of convincing the ownership to move forward on this project.

Stage 2 was more of an educational process for the Club operations team and the owners. Of the 3 proposals, which would best fit Reunion? The Reunion Tennis division is a very active component to the overall Club. Its impact on membership growth and retention is significant. Hosting local JLTA and USTA division tournaments has required the Reunion Tennis division to offer the best facilities in the area. Proper and improved lighting was the final requirement for Reunion to be the best in our region. The fact that Chase and Brad are both active tennis players, they had a better understanding of our needs than prior vendors. Reunion’s primary concerns were overall project cost and selecting the option that would insure improved and consistent illumination of the playing surfaces. Chase’s recommendation was for Option #1 – 320w RGAL fixtures vs the 400w and 420w options. Chase based his recommendation on the height and positions of the existing light poles. He provided photometric readings of our existing 1000w metal halide lights as compared to the proposed 320w RGAL fixtures. There was a marked improvement...on paper. Chase also provided documentation on the USTA required foot-candles of illumination. The owners were still hesitant at that point.

Not to be deterred, Chase put his “money where his mouth is” and volunteered to install all new 320w RGAL fixtures on one of our courts as a demo – at no expense to Reunion. Within a couple weeks, Bolt had the new demo lighting up and running. The reviews from members were overwhelmingly positive. The owners were convinced and gave the approval.

While this is a lengthy Reference Letter, I feel the “story” is necessary to inform potential Bolt Energy Group clients that they will be making the best decision to engage Chase and his company. Not mentioned above are all the extra efforts that Chase and his group took upon themselves. The Reunion tennis lighting is an older system with increased maintenance issues over the past few years. Chase committed his lead electrician to be on-site for the installation. The installation did have a small issue with one of the courts, which was quickly resolved due to the fact that the lead electrician was on-site. The supply chain was another concern. Chase insured that the supply of RGAL fixtures would be ordered and reserved for Reunion – even prior to any signed agreement. While he told us that wasn’t a big deal, as he knew he would have future contracts for them, his forward thinking allowed Reunion and Bolt to expedite the install timeframe.

So the question is: Would I recommend Bolt Energy Group for your lighting project? The answer is a resounding “YES!”. You won’t regret it. Feel free to call me should you have any questions. 908-642-6318 / jlouie@troon.io

Regards,



Jerome Louie
Chief Operating Officer
Reunion Golf & Country Club