



# Kith and Kin Business Case Study



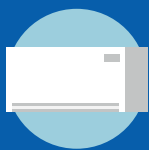
## How this not-for-profit from Townsville cut their electricity bill by 43.7%\*

Their story proves it's not only big companies that benefit from thinking cleverly about energy. This not-for-profit organisation began in 1981 when a group of Townsville mums banded together to help a disabled child who'd been excluded from school. Nowadays, they offer a diverse range of essential services to people with

psychiatric, intellectual and physical disabilities, as well as those with acquired brain injuries. Money has always been tight. Naturally, Kith and Kin prefer to spend their dollars on helping their clients than paying for electricity. So, they set about looking for ways to cut down on energy use without compromising services to clients.

## Savings Snapshot

The small steps Kith and Kin took to make a big difference



### Air conditioning

Redirected the hot air discharge



### Ceiling fans

Installed ceiling fans to complement air conditioning



### Lights

Installed LED lighting and removing surplus light fittings



### Roofing

Painted the roof with heat-reflective paint

### Less money spent on energy, more investment in people

Kith and Kin has always been open to new ideas. It's an attitude that's always helped their clients lead rewarding lives, and also paid off when it comes to saving energy.

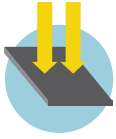
Kith and Kin slashed their electricity bills by

**43.7%\***

\*Energy savings shown are from an independent auditor's measurement and verification, report conducted in 2011.

# Money Saving Choices

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## Solar is just the start

In 2009, Kith and Kin decided to become carbon neutral. A 6.6kW solar (PV) array was installed which was the first step on their energy efficiency journey.

Conversations with energy efficiency consultants revealed a number of small measures Kith and Kin could take to reduce electricity consumption—and the results have made the difference they'd been hoping for.



## Enlightened choice

Choosing to install high-efficiency LED lighting and removing superfluous light fittings was simple and sensible. And it made the offices look freshly painted! By applying innovative thinking to seemingly small things—like the choice of light fittings – there's more money available to spend on people.



## The Kith and Kin fan club

Ceiling fans can be an air conditioner's best ally. Strategically placed, they created air movement, which allowed units to be set at a higher temperature of 25-26°C. These few degrees made a significant reduction in consumption, and the bottom line on the electricity bill.



## Hot air is not cool

Consultants found the hot air discharge from one of Kith and Kin's air conditioning units was being fed back into another unit—making it work harder than it needed to. Some simple metal 'baffles' were installed and served to direct the hot air away.



## Not just a pretty roof

Painting the roof with heat-reflective paint and increasing thermal roof protection cut the heat absorbed by the building, further reducing pressure on air conditioning units.



Above: Kith and Kin staff holding an Environmental Excellence Award from the Townsville City Council for the company's efforts.

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## Your turn

Go to “Save on your bill” at [ergon.com.au/your-business](http://ergon.com.au/your-business) to help you choose an energy efficiency consultant and take the first step towards reducing your energy costs.

