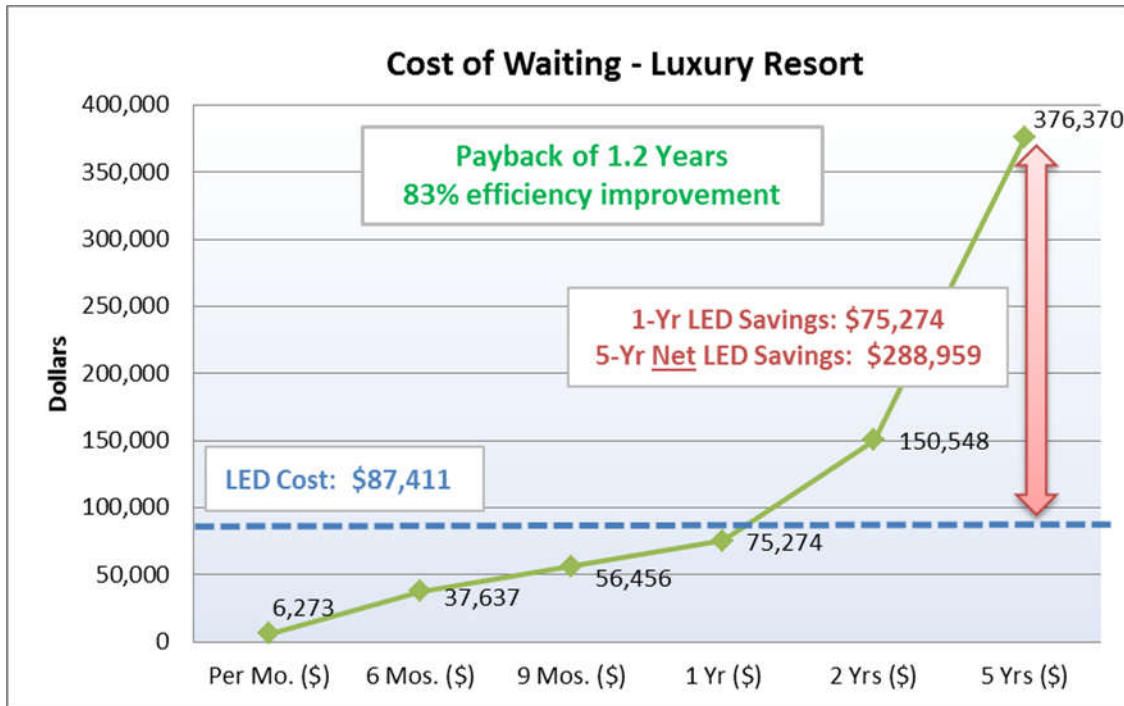




HOSPITALITY CASE STUDY

Utility Revenue Services was engaged by a leading luxury resort company to provide energy procurement services and to design and execute an LED retrofit solution for a hotel property.

URS conducted an RFP process and negotiated and secured a customized gas contract that resulted in the reduction of gas expenses by 35% in peak months and approximately \$50K annually. The LED retrofit solution resulted in an improvement in lighting efficiency of 83% overall.



LED Retrofit Project for a Luxury Resort Property

Project Breakdown

	Pre-Rebate		Est. Net Cost
	Est. Cost	Est. Rebate*	
Rooms and Halls	\$ 72,053	\$ 22,545	\$ 49,508
Garage Relighting	\$ 31,525	\$ 10,000	\$ 21,525
1st Floor Common (includes fitness and game room)	\$ 2,877	\$ 900	\$ 1,977
2nd Floor Common (includes tasting room and lounge)	\$ 4,621	\$ 1,328	\$ 3,293
Consulting and Project Management Fee (10%)	\$ 11,108	\$ -	\$ 11,108
Total Project Cost	\$ 122,183	\$ 34,772	\$ 87,411

*Note: Current Utility Company Rebate applied