

EXAMPLE CASE STUDY

URS Energy, a Utility Revenue Services company, 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 Energy conducted an RFP process and negotiated and secured a customized gas contract that has 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.

Retrofit and payback details provided below.

LED Retrofit Project for a Luxury Resort Hotel

<u>Project Breakdown</u>	Pre-Rebate		<u>Est. Net Cost</u>
	<u>Est. Cost</u>	<u>Est. Rebate*</u>	
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	\$ 11,108	\$ -	\$ 11,108
<i>Est. Total Project Cost</i>	\$ 122,183	\$ 34,772	\$ 87,411

Overall Return on Investment (ROI)

Estimated Annual Cost Savings	\$75,274
Pre-Rebate ROI (in years)	1.62
Post-Rebate ROI (in years)	1.16
Total efficiency improvement	83%

*Note: Current Utility Company Energy Rebates applied

Return on Investment (ROI) Details

	Hour on <u>per day</u>	Days per <u>year</u>	Total hours <u>per year</u>	Old kWh <u>per year</u>	New kWh <u>per year</u>	kWh <u>savings</u>	Average <u>kWh rate</u>	Savings <u>per year</u>
<i>Interior Assumptions</i>	12	365	4,380				0.085	
<i>Garage Assumptions</i>	24	365	8,760				0.085	
Rooms and Halls	LED Solution versus Current Lighting 86% improvement in efficiency			907,711	131,414	776,297		\$65,985
				Pre-Rebate ROI (in years)				1.09
				Post-Rebate ROI (in years)				0.75
1st and Second Floor Common Areas	LED Solution versus Current Lighting 83% improvement in efficiency			78,052	13,009	65,043		\$5,529
				Pre-Rebate ROI (in years)				1.36
				Post-Rebate ROI (in years)				0.95
Garage Relighting	LED Solution versus Current Lighting 58% improvement in efficiency			76,650	32,412	44,238		\$3,760
				Pre-Rebate ROI (in years)				8.38
				Post-Rebate ROI (in years)				5.72