

SAVE MONEY and improve guest satisfaction with energy-saving updates.

LODGING



Rebates
Available
(206) 684-3800
Call Today

Stay ahead of your competition

Industry leaders are adopting energy efficiency as a business priority.

Smart hotel managers are carefully assessing their energy use and adopting new technologies to:

- Reduce energy bills
- Improve guest and employee comfort and safety
- Attract guests who value businesses dedicated to sustainability

Seattle City Light will pay up to 70% of your total cost for energy-saving upgrades in your hotel:

Lighting upgrades

- LED lighting and exit signs
- Linear fluorescent lighting
- Compact fluorescent light bulbs (CFLs)
- Occupancy sensors

Commercial kitchen upgrades

- Convection and combi-ovens
- Exhaust hood ventilation
- Ice makers

HVAC upgrades

- Heat pumps
- Controls and efficient equipment
- Variable speed drives and more

Seattle City Light pays up to 70% of project costs for many energy-saving upgrades and offers substantial rebates for qualified energy-efficient appliances.

Call (206) 684-3800 for a free energy assessment and get your project underway.

Save energy, reduce operating costs and improve guest comfort.

Adopting new technologies and innovative approaches can save money and improve your guests' experience — and Seattle City Light will help pay up to 70% of project costs for energy-saving upgrades.

Lighting upgrades

- **LED lighting.** In addition to CFL upgrades, consider replacing incandescent lighting in lobbies, hallways, guest rooms, restaurants, lounges, outdoor signs and parking garages with LED and dimmable lighting. New LED lighting uses about 75% less energy than incandescent lighting.
- **LED exit signs.** Replacing inefficient incandescent or fluorescent exit signs with LED signs is an easy and quick way to save electricity. LED signs use 90% less energy and last ten times longer.
- **T8 or T5 linear fluorescent lighting.** In back office areas such as kitchens, conference and storage areas, it's common to see obsolete T12 overhead fluorescent lights. Newer T8 or T5 fluorescents use about 35% less energy than T12 lights.



- **Compact fluorescent light bulbs (CFLs).** Many hotels are achieving big energy savings by switching to CFLs in guest room lamps, hallways, lobbies, candelabras and signs. In addition to reducing energy costs, CFLs have an estimated 6,000 to 12,000 hours of life — versus the average 1,000-hour life of incandescent bulbs — so you'll reduce maintenance costs associated with frequent incandescent bulb changes.
- **Occupancy sensors.** For areas used intermittently, such as meeting rooms, stairways, restrooms and storage rooms, bi-level lighting and occupancy sensors turn lighting on only when guests or staff members are present. Lighting can also be programmed for specific blocks of time based on when rooms are scheduled for use.

Commercial kitchen upgrades

If your hotel has a restaurant or offers food service for meeting and banquet facilities, Seattle City Light offers generous rebates to help you upgrade kitchen equipment. Qualifying equipment includes:

- **Convection ovens and combi-ovens.** Qualified energy-efficient ovens reduce your energy bills. They can also provide other benefits: more even cooking temperatures, the ability to cook more food at once and programmable controls.
- **Exhaust hood ventilation or variable-speed drives (VSDs).** Adding VSDs with integrated temperature and smoke sensors to kitchen ventilation motors automatically adjusts fans to work only when needed. Efficient VSDs also reduce noise and temperature swings in the kitchen, creating a more comfortable work environment for staff.

Refrigeration upgrades

- **Strip curtains or flexible insulation doors.** These doors keep cool air in — and warm air out — of walk-in freezers and coolers. They provide easy in-and-out access for employees when the main doors must remain open during loading and unloading — without losing a lot of energy.

Heating, ventilation and air conditioning (HVAC) system upgrades

- **Heat pumps.** Replace electric baseboard or wall heating and cooling with Packaged Terminal Air Conditioner (PTAC) heat pumps.
- **Guest room controls.** Control lights and temperature in guest rooms automatically so energy is not wasted when guests are out. Wireless controls are available.
- **HVAC controls.** Control temperatures and lights in guest rooms, common areas, and back-of-house areas from a central computer or the web.
- **Variable speed drives.** Add variable-speed drives (VSDs) and controls to fans and pumps to save significant power.

Optimizing HVAC systems represents a major opportunity for energy savings. Our energy analysts will work with you



to evaluate the efficiency of your current HVAC system components and recommend energy-saving technologies.

You'll get maximum efficiency from system-wide optimization, ensuring that all HVAC systems will adjust automatically based on factors such as weather and occupancy. The goal: maintain guest comfort while maximizing equipment efficiency.

Every year, the Pan Pacific Hotel Seattle saves more than \$14,500 in energy costs because they upgraded to CFLs.

To save energy and money, the Pan Pacific Hotel Seattle replaced incandescent bulbs in 160 rooms with approximately 1,500 energy-efficient CFLs. The projected energy savings were impressive — \$14,548 a year. The long life of CFLs means that hotel staff won't have to change bulbs as often, saving maintenance costs as well.

Pan Pacific Hotel Seattle guests are also taking notice. General Manager David Sullivan says, "We explain to guests that switching to CFLs is a part of our Green Initiative. Our customers really appreciate our efforts to reduce our impact on the environment."

In addition to annual energy savings and increased customer satisfaction, a Seattle City Light rebate helped offset nearly \$5,000 of the project expense.



"We immediately saw an impact on our bottom line. Our savings paid back our initial investment in just over 6 months."

Cris G. Deuna, Chief Engineer
Pan Pacific Hotel Seattle

How can we serve you better?

Call (206) 684-3800 or email SCEnergyAdvisor@seattle.gov to share your comments.



Be our guest: take advantage of incentives

Call Seattle City Light at (206) 684-3800 for a free assessment from one of our experienced energy analysts. We can show you how the latest energy-saving equipment can reduce your electric bills while improving guest satisfaction. And we'll provide you with significant incentives to help pay for recommended upgrade projects.

The amount of your energy savings will depend on factors such as how efficient your current systems are, how many hours a day you run equipment, and how much you replace. Rebates are based on projected kilowatt-hour savings in the first year of operation and are capped at 70% of the cost of the energy conservation project.

HOW TO GET YOUR SEATTLE CITY LIGHT REBATE

- 1 Call (206) 684-3800.
- 2 Work with a Seattle City Light energy analyst to evaluate your project and estimate your rebate and energy savings.
- 3 Secure authorization from Seattle City Light prior to starting work.
- 4 Proceed with installation and contact Seattle City Light for final verification and payment when work is complete.

Going green contributes to guest satisfaction

Guest awareness of green programs has a strong impact on overall guest satisfaction. Your investment in energy-efficient technologies — as one part of an overall conservation effort — will help improve guest satisfaction and attract the growing number of customers seeking businesses committed to sustainability.

According to the J.D. Power and Associates 2010 North America Hotel Guest Satisfaction Study, guest awareness of property-initiated green programs has increased significantly, with 68% of guests saying they were aware of their hotel's conservation efforts, compared to 57% in 2008.

Rebates for energy conservation

Seattle City Light offers rebates to help customers save electricity because it is the most cost-effective way to meet our future energy needs. When customers reduce their electricity use, it helps us conserve our hydro resource and avoid the expense of building new power plants or buying electricity on the open market.

Our mission

Seattle City Light is dedicated to exceeding our customers' expectations in producing and delivering environmentally responsible, safe, low-cost, and reliable power.

Reduce your carbon footprint

Seattle City Light is a national leader in protecting the environment and has been carbon neutral since 2005. Seattle residents and businesses are joining in efforts to help reduce the negative impacts of climate change and Seattle City Light can help.