CUSTOMER PROFILE: Embassy Suites Hotel

Cost Savings: $45,000/yr.  Payback: < 3 years  (ROI = 33%)

Embassy Suites in Lynnwood, WA, has 250 guestrooms, as well as conference and banquet facilities. Embassy Suites approached the PUD to help in its efforts to lower operating costs and improve energy efficiency and guest comfort. At that time, the facility’s annual electrical use was over three million kWhs.

The hotel invested nearly $205,000 in energy-efficiency projects over a two-year period. The PUD contributed about $79,000 in incentive funds. The projects produced significant energy savings and reduced operating expenses, as well as improving ventilation and overall guest comfort. The payback from the combined projects was less than three years.

- **Lighting:** Replaced 2,150 incandescent fixtures with compact fluorescent lights.
- **Controls:** Installation of new occupancy-sensing guestroom temperature controls that reduce room temperatures when they are vacant.
- **HVAC:** Installation of new outside air dampers to provide ventilation to the conference and meeting rooms. The outside air provides “free” cooling and fresh air to these areas. Variable speed drives were added to the secondary chilled water loop, producing pump and cooling energy savings.

“Working with the PUD’s Energy Services staff has been a very rewarding experience that has helped us improve how our building operates, reduced our operating costs, improved our guests’ comfort, and benefited the environment by saving energy. The incentive funding was important to us in deciding to pursue the various energy-saving projects. The dividends are evident in each month’s electric bill.”

David Dreher
Former General Manager, Embassy Suites Hotel

Even with higher occupancy levels, the hotel reduced its electrical use by about 2.6 million kWh – a savings of over 10%, without correcting for the increased business.