



The Best Western Adams Inn Project Summary

Total project cost: \$155,538.62

National Grid incentives: \$108,877

Annual cost savings: \$32,471

Annual energy savings: 292,010 kWh

Effective payback: 17 months

LED lighting

Lighting controls

Sensors & remote UI for PTAC units

Energy management system



It's not often we get to invest in a project that makes our guests more comfortable and saves us money. By working with National Grid and Prism Energy Services, not only did we accomplish those two goals, but the results were almost immediate, and we realized a positive return on our investment in just 17 months!

Sean Galvin
Owner
Best Western Adams Inn

PRISM ENERGY SERVICES

1150 Hancock Street
Suite 400
Quincy, MA 02169

p. 617-328-9896
f. 617-328-0496

prismenergyservices.com



COMPANY HISTORY

Located right outside of Boston in Quincy, MA, The Adams Inn offers hospitable service and a location convenient to I-93 for its guests. The hotel facilities are just shy of 100 guest rooms and also include 5 Junior Suites and 2 Bridal Suites.

One of the most attractive features of this 3-star hotel is its full-service restaurant, the Adams Pub, which overlooks the Neponset River. The hotel also boasts an outdoor function facility, including a pier and gazebo on the Neponset River. The area is perfect for weddings and parties for up to 200 guests.

THE CHALLENGE

A major challenge in the hotel industry are guests frequently leaving utilities—lighting, air conditioning units (PTAC), and other electronics—running while not occupying the rooms. Heating and cooling is one of the largest operating costs incurred by hotels. As a result, The Adams Inn reached out to Prism to help identify energy inefficiencies for its lighting, heating, and cooling operations.

THE PRISM SOLUTION

Prism first evaluated The Adams Inn's existing lighting equipment. Taking into account the aesthetics a popular seaside hotel must uphold, Prism created a lighting project that consisted of several new technologies, including high-efficiency interior LED lighting, special dimming fixtures, and LED pole lights to replace the energy-hogging metal halide fixtures.

After the lighting phase of the project was completed, Prism administered a LEVEL 1 engineering assessment of the mechanical processes and electrical systems. Prism recommended the installation of digital networked controllers to facilitate the networked thermostat energy management system (EMS), as well as sensors and remote user interfaces for the PTAC units in each guest room. This new system tied into the EMS to adjust the temperature in guest rooms based on occupancy.

THE BOTTOM LINE

The energy efficiency improvements have made a big impact on The Adams Inn's bottom line. For both the lighting and mechanical work, the total project cost was estimated at \$155,538.62. Prism worked with National Grid to secure The Adams Inn with 70 percent incentives on the total installation cost of the project, reducing the cost to only \$46,661.58. With an estimated annual savings of \$32,471.61, The Adams Inn was expected to be cash-flow positive in only 17 months.