



Atlanta convention hotel achieves 59% first-year ROI with retrofit

A meeting area retrofit at Grand Hyatt Buckhead-Atlanta saves hotel maintenance headaches, \$5,000+ monthly

Hotels like the Grand Hyatt in Atlanta's Buckhead neighborhood make the majority of their money through conventions and large events. So needless to say, it's important to keep those areas up to date and well-maintained. When a group rents out multiple pricy meeting rooms, it's certainly not the best look to have light bulbs flickering and burning out right before — or during — their event.

Those kinds of maintenance headaches were the real impetus for the Grand Hyatt's decision to retrofit their meeting area lighting to LED.

"The big payoff is really the fact that we don't do group light bulb change outs. We don't have to change a light bulb during a wedding."

Wes Shirley

Director of Engineering, Grand Hyatt Atlanta - Buckhead

OBJECTIVES:

- Cut out poorly-timed lighting maintenance debacles
- Decrease monthly energy spend
- Upgrade look of function area lighting
- Realize payback in less than two years
- Eliminate the need for a full-time lighting maintenance position

PROJECT SUMMARY

- More than \$5,000 in monthly energy savings
- Estimated total energy savings of approximately \$300,000 over five years
- 312 LED recessed can lamps installed
- 276 PAR38 LEDs installed
- 150 MR16 LEDs installed
- Payback anticipated at 20 months post-installation



59%
Blended first-year ROI

20 mos.
Estimated Payback

\$61,628
Total first-year energy savings

The Grand Hyatt has a total of 35,000 square feet of function space. In addition to new LED chandeliers which were installed throughout the hotel's 9,700-square-foot Grand Ballroom, the Hyatt installed 738 new LED lamps throughout the space.

Grand Hyatt Atlanta Director of Engineering Wes Shirley knew that the numbers had to make sense for the project to go through, however. While maintenance headaches were a legitimate pain point, the savings and ROI had to be there. In this project, they definitely were.

Not only did the Grand Hyatt eliminate a position that was previously preoccupied with light bulb changeouts, but it has saved \$5,135 a month on energy costs alone. They're set to realize complete payback 20 months after initial install and, chances are, they won't have had to change out a single one of their 700+ LED lamps before then — not during a wedding nor just before a corporate visit. They'll be freed up to work on other areas of the space instead.

“There are so many different lighting companies out. No matter what, we always go back to Regency Lighting. Whatever we need, they're there for us. They help out with our project from the beginning all the way to the installation. And they come back out to make sure it looks great.”

Wes Shirley

Dir. of Engineering

Grand Hyatt Atlanta - Buckhead

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