

CASE STUDY

# Comfort Inn & Suites



SAVINGS BY THE NUMBERS

**\$9,213**

Total incentives

**54,421**

Annual kWh savings

**\$2,721**

Estimated annual savings

**3 years**

Reduced payback period

## THE OPPORTUNITY

The Comfort Inn & Suites in LaVale, Maryland, understands that lowering their environmental impact and their energy costs go hand in hand. When Verdant, an industry-known energy management solutions contractor, introduced General Manager Rune Andreassen to the rebates available through the Potomac Edison Energy Solutions for Business Program, installing smart thermostats with built-in occupancy detection and wireless remote management suddenly became a feasible project.

## THE PROJECT

With incentives from Potomac Edison, the LaVale-based Comfort Inn was able to replace a total of 67 smart thermostats. The controls are wall-mounted thermostats that use built-in occupancy sensors to automatically set back the temperature in unoccupied guest rooms in order to reduce HVAC heating and cooling runtimes. Additionally, the systems can now be controlled from a central location in the building or remotely controlled online. This saves a significant amount of time, energy and money for the entire business.

## THE RESULTS

“We are saving energy,” Andreassen said, “which was the main goal.” However, the other benefits provided by the upgrades have made a surprisingly large impact. Before the project, the hotel had to rely on staff to make temperature adjustments of any kind manually, resulting in wasted time and diminished customer comfort. Remote management and occupancy sensors have lowered the business’ annual energy costs, improved employee productivity and reduced the building’s environmental impact as a whole.



## ENERGY EQUIVALENCIES



**1,462**

Incandescent lamps switched to LEDs



**4,907,167**

Number of smartphones that could be charged



**4.5**

Average Maryland homes’ energy use for one year

Source: U.S. Environmental Protection Agency

“When I heard about the rebates and all the other benefits on top of saving money, the decision to upgrade was easy.”

**Rune Andreassen**  
General Manager

## Questions?

Visit [energysaveMD-business.com](http://energysaveMD-business.com) or call us at 855-801-5803 to learn how your business or organization can save.

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