

ELS CASE STUDY

PAYNE CHEVROLET

QUICK FACTS

- **Project Name:** Payne Chevrolet LED Retrofit
- **Location:** Memorial Blvd., Springfield, Tennessee
- **Gross Square Footage:** ~55,000



PROJECT DESCRIPTION

Payne Chevrolet is a GM automotive dealer located in Springfield, Tennessee. In 2015, Payne contracted with Energy Lighting Services to retrofit all of the lighting on the property (interior and exterior) to LEDs. The staff and customers were very pleased with the transformation from an aesthetics perspective. Everything looks much brighter, fresher, and cleaner. This is a wonderful benefit for an automotive dealer. The ownership was thrilled with the financial benefits.

The project had a 35% return on investment (ROI) and a \$163,647 net present value (NPV). Retrofitting to LEDs cut their energy consumption by 72% on their lighting system, saving them 280,398 kWh annually.

The project was financed by Pathway Lending with a very low interest energy efficiency loan that provided the dealership with positive cash flow from day one.

Energy Lighting Services. Save energy. Save money.

ENVIRONMENTAL IMPACT

This energy efficiency project created a very favorable environmental impact. Not only did they save \$36,524 per year, they reduced their carbon footprint as well. The comparable metrics are as follows:



22,490 trees saved annually



74 fewer cars driven for 1 year



197 tons of carbon dioxide gas

KEY PROJECT RESULTS

Total Cost w/o Incentives	Financial Incentives	Net Cost of Project	Projected Annual Savings	Simple Payback Period	Return on Investment
\$111,009	\$0	\$111,009	\$36,524	38 months	35%
Annual Energy Use			Annual Energy Reduction		
Before Project: 386,833 kWh After Project: 106,434 kWh			72%		