



## Historic Hotel Finds Monumental Energy Savings

For nearly 100 years, the Queensbury Hotel has served as the community center for the city of Glens Falls, N.Y., hosting conventions, concerts, entertainment and other social events. It has also been a key stopping place for the many travelers eager to explore the Adirondacks.

When its doors opened in 1926, the hotel was recognized for its elegance. Since 2016, the new ownership group has invested in \$7 million worth of improvements to the hotel to bring it back to its original grandeur. Part of the endeavor reflects the hotel's commitment to sustainable practices and resource optimization with an investment in energy-efficiency programs to ensure guest comfort.

The Queensbury Hotel embarked on a strategic initiative to enhance energy efficiency by partnering with National Grid. As part of this collaboration, a comprehensive energy assessment conducted by National Grid paved the way for a significant project focused on the replacement of all lamps and fixtures across the property with state-of-the-art LED lighting solutions.

The project cost \$94,584 to replace over 2,750 lamps, but National Grid incentives worth \$44,645 helped to offset those costs. The Queensbury only had to pay \$49,939. Additionally, the Queensbury Hotel saw significant annual savings of 429,297 kWh, roughly worth \$51,515.

*"The partnership with National Grid has been fantastic."*

Tyler Herrick, general manager at the Queensbury Hotel



*National Grid offers commercial gas customers high-efficiency pre-rinse spray valves, salon valves, faucet aerators and showerheads with no out-of-pocket costs through its Direct Install Program.*

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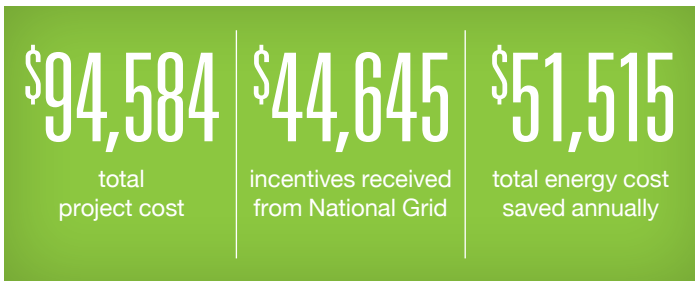
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The Queensbury Hotel also took advantage of National Grid's Direct Install Program, which includes the no-cost installation of high-efficiency spray valves, showerheads and faucet aerators. Doing so helps the hotel to reduce water usage and natural gas costs for water heating. The hotel replaced the showerheads, aerators and spray valves in its 123 guest rooms, lobby restrooms and restaurant kitchens.

"Each showerhead saves a gallon of hot water a minute," said Andrew Johnston, a business development specialist at RISE Engineering, National Grid's Direct Install Program project implementer. "So when you figure that someone in a hotel is going to take a shower that lasts 10 to 15 minutes, that's 10 to 15 gallons of water per shower per guest. So the numbers really start to jump."



*A National Grid energy assessment led to a project replacing all the lamps and fixtures with LED lighting at the Queensbury Hotel.*



"Utilities are most certainly the biggest expense for our hotel between power, water and things like that, so when we as a company are able to find quality products that are suitable for our clients and guests and save ourselves money, we would be foolish not to consider this program," said Eric Rottingen, director of sales and marketing at the Queensbury Hotel.

As the Queensbury Hotel continues to contemplate further expansion, partnership with National Grid is top of mind.

"The partnership with National Grid has been fantastic, but we're not done," said Tyler Herrick, general manager at the Queensbury Hotel. "We have a long road ahead to make new improvements to the property. We have plans for new restaurant space and event space on our roof. As we make these improvements, we're looking to partner with National Grid on new ways to be more efficient and realize renewable energy."



*The Queensbury Hotel's investment in National Grid energy-efficiency programs was designed to ensure guest comfort.*

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