

# ELS CASE STUDY

## CUNNINGHAM BUICK-GMC

### QUICK FACTS

- **Project Name:** Cunningham Buick-GMC LED Retrofit
- **Location:** Memorial Blvd, Springfield, Tennessee
- **Gross Square Footage:** 36,000



### PROJECT DESCRIPTION

Cunningham Buick GMC is a GM automotive dealer located in Springfield, Tennessee. In 2015, Cunningham 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 39% return on investment (ROI) and a \$245,367 net present value (NPV). Retrofitting to LEDs cut their energy consumption by 80% on their lighting system, saving them nearly half a million 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. In addition, the project savings were insured by Energy Lighting Services's Energy Savings Guarantee. This provided them with assurance that their investment will indeed pay off as promised.

Energy Lighting Services. Save energy. Save money.

### ENVIRONMENTAL IMPACT

This energy efficiency project created a very favorable environmental impact. Not only did they save \$51,322 per year, they reduced their carbon footprint as well. The comparable metrics are as follows:



**39,367 trees saved annually**



**130 fewer cars driven for 1 year**



**525 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
<b>\$161,452</b>	<b>\$21,345</b>	<b>\$140,107</b>	<b>\$51,322</b>	<b>33 months</b>	<b>39%</b>
Annual Energy Use			Annual Energy Reduction		
<b>Before Project: 616,098 kWh</b> <b>After Project: 125,217 kWh</b>			<b>80%</b>		