



## CASE STUDY

### BY THE NUMBERS

12 kW

total savings

56,049 kWh

total annual energy savings

\$8,968

total incentive paid

\$12,924

total project cost

8.5 months

payback period

## Scotts Lawn Service

### The Opportunity

Scotts Lawn Service is a high-occupancy facility in Lowell, Arkansas. Offering a wide array of lawn care services to much of the Fayetteville-Springdale-Rogers metropolitan area of Northwest Arkansas, the facility is at its busiest in the mornings, when employees load up their trucks before setting out, and again in the evening, when they return after a day's work. During the day, the large warehouse is mostly unoccupied. But because the warehouse's metal halide lighting had a long start-up, saving energy by simply turning them off during the day was not an option.

### The Project

Realizing an opportunity to save energy, the facility's management looked to the SWEPCO Small Business Direct Install Program for guidance. After an initial assessment, the SWEPCO team determined a full lighting retrofit would yield the most savings. The team collaborated with a local contractor to replace the T8 fixtures in the office, the exterior high-pressure sodium lighting, and the warehouse's metal halide fixtures all with energy-efficient LED lighting. To cut down on energy wasted when the facility is empty, occupancy sensors were also installed on the new fixtures.

### The Results

When coupled with the occupancy sensors, the new energy-efficient lighting saves the business over 56,000 kWh annually, accounting for nearly \$5,600 a year in estimated energy cost savings. In addition to the increased savings, the improved lighting has resulted in a brighter, safer workplace.

For more program information, call **888-266-3130** or visit **[SWEPCOgridSMART.com](http://SWEPCOgridSMART.com)** today.